

## **JTA International Sales Procedures**

In this review JTA customers who are non-US Citizens and live outside of the USA will be referred to as 'foreign' customers.

Before reading some of the subjects that apply to foreign customers purchasing a US aircraft please carefully review the **JTA Domestic Sales Procedures** outline.

There will be certain differences for foreign customers but many of the basic **Domestic Sales Procedures** will also apply in an International Sale.

When reviewing **JTA's Domestic Sales Procedures** there are three steps that are important to emphasize. These are:

1. Upon official acceptance of the Offer to Purchase a five percent (5%) deposit is due within two (2) business days.
2. The Pre-Purchase Examination will begin within a week, two weeks maximum, of the receipt of the deposit.
3. Upon completion of the Pre-Purchase Examination and the resolving of all "Pre-Buy" issues, JTA will notify Purchaser that both parties are now in Final Agreement on Price and Terms and Full Payment is now due within five (5) business days and the deposit becomes non-refundable.

In basic terms International Sales Procedures refers to aircraft sales where the purchaser is based outside of the USA.

An International Sale may involve the actual Export of the aircraft, and its removal from the US Registry or the Purchaser is a US Trust, which allows for non-US Citizens to own a US Registered aircraft. In such cases, it is assumed the aircraft will be operated outside of the USA and based in the home country of the true Purchaser.

### **US Corporations/Trust/Limited Liability Corporation (LLC)**

Under certain circumstances the Federal Aviation Administration (FAA) allows non-US Citizens to own an US Registered aircraft.

JTA can assist foreign customers in the establishment of the appropriate entity to meet their legal requirements. JTA has the contacts with the firms that specialize in supporting non-US Citizens in owning US Registered aircraft.

The cost to establish an entity that will allow a non-US Citizen to own a registered US aircraft is approximately \$3,500.00 plus an annual service fee.

In addition, foreign customers may review JTA's suggested plan for pilots who are not yet able or ready to purchase a Twin Cessna but wish to follow a wise plan that will support a future Twin Cessna purchase. See *JTA Advice for Future Twin Cessna Owners/Pilots* at [www.jtatwins.com](http://www.jtatwins.com) - Buyer Services.

JTA's outline is for pilots who may be months or years away from a Twin Cessna purchase and recommends books and other Twin Cessna reference material and other suggested steps.

## **Financing**

JTA knows of no US Banks and major aircraft lenders that will finance aircraft not based in the USA. In the current Twin Cessna market and US economy, lenders will only consider aircraft that are US Registered and USA based. Therefore, foreign customers should be able to pay cash or have foreign financing.

## **Deposits and Payment**

The deposit required with an accepted Offer to Purchase and final funding is all accomplished by way of International or US Domestic Bank Wire Transfers. No checks of any type are accepted. This also holds true for payment of any Post-Sale Maintenance and/or Modifications, Flight Training, etc.

## **Insurance**

JTA knows of no US Aircraft Insurance Underwriters that will insure aircraft not based in the USA or foreign owned. Therefore, foreign customers should be able to obtain insurance from non-USA Underwriters. However, while an aircraft that JTA has sold is undergoing Post-Sale Maintenance and Modifications, the aircraft may be placed on JTA's Insurance Policy with the premium cost paid by the New Owner to JTA.

## **Delivery Support and Aircraft Check-Out**

JTA can provide Delivery Support from the Pre-Purchase Examination facility, or another facility that may have performed Post-Sale Maintenance and/or Modifications, to the country where an aircraft is being exported to or will be based.

JTA can also provide insurance required model specific training for a foreign customer. Jerry Temple is an experienced Twin Cessna Instructor and has trained many foreign pilots.

## **Foreign Pilot Training-Obtaining US Pilot Certificates**

JTA can support foreign customers with obtaining certain US Pilot Certificates and Ratings. This can apply to both new pilots and pilots with Foreign Pilot Certificates and Ratings wishing to convert current Foreign Pilot Certificates to US Pilot Certificates and Ratings. For example: Private Pilot or Commercial Pilot Certificate and Ratings such as Single-Engine or Multi-Engine, Instrument and Instructor.

A common example will be the foreign pilot with a Foreign Private or Commercial Single-Engine Land Certificate, and perhaps Instrument Rating, needing an US Rating. Often such a pilot is purchasing a Twin Cessna and needs to obtain a Multi-Engine Land Rating with Instrument Privileges.

JTA has worked with Flight Schools throughout the US to coordinate a foreign customer obtaining the needed/desired new certificate/ratings.

The pre-training approvals required by the US Government can be a time consuming challenge. Approvals from the Transportation Security Administration (TSA), the Federal Bureau of Investigation (FBI) and FAA are not terribly difficult to obtain. **All foreign students must have all required U.S. Government approvals before beginning any type of flight training.**

## **Aircraft Registration and Pilot's Certificates**

The Pilot in Command (PIC) and an aircraft must hold the appropriate Country's Pilot Certificate with the required category and class ratings for the country the aircraft is registered in. In other words, the Pilot's Certificate must be from the country the aircraft is registered in. Example: A pilot only having a US Pilot Certificate and Ratings cannot be the Pilot in Command (PIC) of an aircraft

registered in Canada or Mexico. And, a Pilot with only a Canadian or Mexican Pilot Certificate cannot serve as PIC of an US Registered Aircraft. Remember the aircraft's Country of Registration and the Nationality of the Pilot's Certificate must be the same.

Therefore, if a non-US Citizen wishes to own, and pilot, a US Registered aircraft, he must obtain the required US Pilot Certificate and Rating.

### **Post-Sale Maintenance and Modifications**

JTA has relationships with excellent maintenance shops located throughout the USA.

As a part of JTA's basic service to Buyers, JTA will oversee and manage a Buyer's Pre-Purchase Examination. JTA can provide foreign customers with a total 'Purchase to Delivery' program. JTA is available to coordinate any required or desired Post-Sale Maintenance and Post-Sale Modifications, such as Engine Conversions, Avionics upgrades, Paint or Interior.

### **Exporting**

JTA can coordinate with qualified aircraft maintenance firms and Aviation Title/Escrow firms the formal exporting of an aircraft. JTA's supervision will allow for a simple, no problems export from the USA and import to another country.

JTA can provide the "new Registration" be painted on the aircraft before the ferry flight and then covered with the "current USA N-Number" Registration which allows for a US Pilot to fly a US Registered and Placarded Aircraft. Upon the aircraft's arrival in the country of import the US "N-Number", on the aircraft placarded with "temporary tape" can easily be removed with the new registration then being in place.

### **Requirements for Country of Import**

It is the responsibility of the Purchaser to research the Rules and Regulations for the type of aircraft being imported. The Purchaser should contact the country's aviation authority or hire a qualified person to research the rules and regulations for that model aircraft.

In the USA Service Bulletins, issued by Cessna, or a Vendor, such as an Engine or Propeller Manufacturer, are completely optional, even if titled as a "Mandatory Service Bulletin". This is true in FAA Part 91 Operations, which are essentially private general aviation operations. In commercial Air Taxi Operations, Service Bulletins must be complied with. Again, in Piston Powered Twins, in Part 91 Operations, Service Bulletins are optional. They may be required in other countries.

For Turboprop and Jet Powered Aircraft (Turbine Aircraft) all Service Bulletins must be complied with.

Cessna has issued Supplemental Inspection Documents (SIDS) for many aircraft models. These are to provide additional inspections for aging aircraft. Like Service Bulletins, all SIDS are optional in the USA for Piston Powered Aircraft in Part 91 Operations.

SIDS are required to be conducted for Turbine Powered Aircraft.

Several European nations require SID compliance even on Piston Powered Aircraft. In Mexico and other Central and South American Countries, SIDS are optional, as in the USA on Piston Powered Aircraft.

### **After Delivery Customer Support**

JTA, in conjunction with the maintenance shops it does business with, is always available to assist a foreign customer with any needed support. This is often maintenance, parts and training.

Model Specific Service and Parts Manuals and Spare Parts are assembled for a Ferry Flight. And, JTA and its shop associates can quickly support a foreign customer with a maintenance problem or needed parts.

JTA provided Recurrent Training can be conducted at a foreign customers home airport.

JTA has satisfied and pleased customers in Canada, Mexico, Honduras, Portugal, Australia, Belgium and Iceland.

### **Twin Cessna Flyer Organization:**

The Twin Cessna Flyer Organizer (TCF) is an owners group dedicated to the support of 300 and 400 Series Twin Cessna aircraft and Twin Cessna Owners/Pilots.

JTA urges all current and future Twin Cessna Pilots to join the Twin Cessna Flyers. See [www.twincessna.org](http://www.twincessna.org) or call Mr. Bob Thomason at (704) 910-1790. Advise him you are communicating with Jerry Temple Aviation.

The TCF group sells several excellent books about 300 and 400 Series Twin Cessnas. JTA recommends every Twin Cessna Owner/Pilot have:

- ***Owning a Twin Cessna, Part I***
- ***Owning a Twin Cessna, Part II***
- ***Twin Cessna Question Book***

And, after purchasing a Twin Cessna:

- ***Troubleshooting a Twin Cessna***

JTA urges all current and future Twin Cessna Owners/Pilots to join the TCF and begin receiving the informative monthly newsletter and to purchase the above-suggested books. The TCF accepts credit cards.

### **JTA Twin Cessna Information Package:**

JTA also sells Twin Cessna Information Packages. JTA has a valuable library of "Hard to Get and Impossible to Get" Cessna Product Literature. JTA can customize an Information Package for one or several Twin Cessna Models, i.e., 310, 340, 414/414A, 421B/C and Conquest I and II. The basic Information Package is \$50.00 for a single-model. \$25.00 for each additional model. Shipping is by US Mail or International Courier.

To purchase a JTA Information Package funds are wired to JTA's Bank Account. No credit cards or checks are accepted. JTA will quote by email the amount required for a requested Twin Cessna/"Model(s)" Information Package. For courier service, JTA requires the customer provide JTA with a Federal Express, DHL or UPS Account Number or pre-pay JTA for shipping in addition to the package.

For the serious Twin Cessna Buyer an investment of approximately \$200.00 to \$500.00 in valuable "R & D" materials is a small price for obtaining these valuable items.

**JTA will be pleased to provide a foreign customer with professional sales support. JTA's reputation for honesty, integrity and professionalism will provide the first time aircraft Buyer or an experienced aircraft Owner with unmatched professional support.**