



NEWS RELEASE

For Immediate Release

For More Information

Contact: Randy S. Bolinger
V.P. of Marketing and Sales
541.318.1144
randy.bolinger@flycolumbia.com

COLUMBIA SEEKS TO SIMPLIFY BUYING/SELLING AIRCRAFT REGARDLESS OF WHAT YOU FLY/BUY

March 15, 2006 – (Bend, OR) – Selling an aircraft to make room in the hangar for a new one can be a challenging odyssey. Aircraft owners need to determine where to locate a broker that has the national resources to sell the aircraft for top dollar, how to select and utilize the most effective advertising, where to access free, no-obligation finance pre-qualification, when to consult aviation tax experts and how to possibly obtain insurance quotes with higher liability limits. Columbia Aircraft has created a tool to answer these questions and assist pilots and aircraft owners of all brands at www.aircraftbuyersassistance.com, a new Web site designed to make buying, selling and living with personal aircraft easier.

"There are many excellent resources available to anyone buying and selling aircraft, but we found that it was often challenging for aircraft owners to coordinate the effort required to quickly sell an aircraft so that they could get on with the fun of buying a new one," said Columbia Aircraft Vice President of Marketing and Sales Randy S. Bolinger. "We've simply used our contacts and industry experience to collaborate with top shelf resources who we trust to treat customers well, are recognized for their exceptional customer service, and provide a smooth, no-hassle process from start to finish."

Aircraft Buyers Assistance, originally exclusively available to Columbia owners, has been expanded and is now available to every aircraft owner or first-time buyer regardless of brand. Columbia Aircraft Finance can finance new and pre-owned aircraft of any brand and even Columbia Aircraft Owners Insurance can help qualified buyers get the higher liability limits they may need. The all-encompassing *Aircraft Buyers Assistance* program logically guides the consumer through the process by providing access to aviation experts in various disciplines who will make the process seamless.

- more-

Columbia Aircraft Manufacturing Corporation
22550 Nelson Road, Bend, OR 97701
www.flycolumbia.com
541.318.1144

As an added bonus, *Aircraft Buyers Assistance* provides additional assistance and resources to anyone considering the purchase of a new Columbia. Aircraft owners who may be interested in a new Columbia after selling their current aircraft can receive a free Sales Kit after completing a Columbia demo flight. The free kit (shown below) includes FOR SALE prop banners, static window clings, aircraft cleaning supplies and pre-paid advertising in *Trade-A-Plane*.

Aircraft Owners Sales Kit



Key resources identified in *Aircraft Buyers Assistance* include:

- **Columbia Resale** – Specializing in the resale of premium, pre-owned Columbia aircraft.
- **Alaris Aviation** – Specializing in the resale of all brands of pre-owned aircraft.
- **Columbia Aircraft Finance** – Providing free, no obligation loan pre-qualification for buyers of any type of aircraft.
- **Columbia Aircraft Owners Insurance** – Providing preferred rate quotes and higher liability limits to qualified new Columbia purchasers. Columbia Aircraft Owners Insurance will also underwrite pilots of other aircraft types.
- **Advocate Tax Consulting** – Providing expert aviation taxation consultation for all aircraft buyers.

"We're simply trying to help aircraft owners enjoy the two best days of their lives – the day they sell their current aircraft and the day they buy a new one – maybe even a Columbia 350 or 400," Bolinger said.

Columbia Aircraft manufactures a variety of all-composite aircraft including the world's fastest certified piston aircraft – the Columbia 400. The Columbia 350, 350i, 350SL and 350SLX are normally aspirated, four-place aircraft with a cruise speed of 191 knots. The Columbia 400, 400i, 400SL and 400SLX are intercooled, twin-turbocharged, four-place aircraft certified to FL250 with a cruise speed of 235 knots. In addition to providing legendary performance, both models are renowned for their high level of standard equipment, quality and safety features, including dual electrical systems, dual wing spars and Utility Category certification.