

John Pyle Retires . . . Turns Over Reins

SAN JOSE, CA— There's a new face in the aircraft sales arena and it belongs to Tricia Pierce of Pierce Aircraft Sales.

Based at Reid Hillview Airport in San Jose, California, Tricia has followed in the footsteps of her mentor and taken over John Pyle Aviation. With John deciding to retire this year, Ms Pierce seized the opportunity to strike out on her own using the same time-honored values that have been so successful in John's 35 years of selling aircraft. Mr. Pyle's reputation for quality airplanes, quality customer service and fair prices will continue to be the hallmark of Pierce Aircraft Sales.

Coming from a family of aeronautical engineers and the land of Boeing, Ms. Pierce has spent most of her adult life in and around airplanes. After earning a business degree in Seattle, she followed her heart to sunnier skies of California and Reid Hillview. She's run flight schools, managed fuel concessions and, most recently, spent 3 years working with one of the best and most respected names in aircraft sales.

Tricia further explains, "For those farther along in the sales process, we have log books and any other pertinent information available on line for immediate review. All of this makes our job more demanding on the front end, but makes for an easier and better experience for the customer."

And, Ms Pierce relates to her customers from a pilot's perspective. Her commercial license with multi-engine and instrument ratings allow her to fly what she sells and to have a more intimate knowledge of her inventory.

Always on the look out for new flying experiences, Tricia loves to fly anything that, well, flies. This attitude has payed off with logged dual time in turbine helicopters, turbo props and various business jets. She's even had her hand full of throttles while in the left seat of B-17 and B-24 bombers!

Her office also portrays someone obsessed with aviation. Limited addition prints adorn the walls and an A4 tail hook stands guard in the corner. The real eye opener, though, is the huge, restored



Tricia Pierce of Pierce Aircraft Sales

"We have new offices, a new look and a new web presence"

*Tricia Pierce
Pierce Aircraft Sales
(formerly John Pyle Aviation)*

propeller blade from a B-17! Tricia confesses, "It's quite the conversation piece. It's the centerpiece of my propeller collection and not something everyone has in their office!"

Ms Pierce's business savvy, knowledge, experience, personality and love for aviation all add up to a successful presence in the aircraft marketplace. If you are looking to acquire or sell an aircraft, Pierce Aircraft Sales is a great place to start.

Tricia Pierce can be reached at her office at (408) 258-2999 or by email: tricia@pierceaircraft.com. Be sure to visit the web site: www.pierceaircraft.com.

"I'm thrilled to have someone of Tricia's caliber taking over the reins."

John Pyle



John Pyle and Tricia Pierce

Her apprenticeship has afforded her experience in sales, financing, acquisition, appraisal and management of all types of aircraft. All necessary tools being put to practical use every day at Pierce Aircraft Sales.

"It's been quite an undertaking to transition the new business," says Tricia. "We have new offices, a new look and a new web presence. And, these are only some of the changes we've implemented."

"There is always so much detail when dealing with the sale or management of an aircraft. John has been great in being very helpful with any insight."

States Pyle, "I have been looking for quite sometime for someone that has the proper qualifications and philosophy to take over my business that I have spent the last 35 years perfecting. I found all the above in Tricia. She comes as close as anyone possibly could to filling my shoes."

Tricia's business model not only incorporates the tried and true of personalized customer service, but also utilizes technology to help make the experience even better.

"We are using the internet extensively to get information in front of our customer as quickly and easily as possible. Of course, full specification sheets and photos are available to anyone interested in our inventory. But, our web site doesn't stop there."

1978 Beechcraft Bonanza V35B

2594 TTSN, 866 SMOH, 265 SPOH, Collins avionics, KLN 89 GPS, S-TEC 50, complete logs, Beech maintained
\$149,500

1983 Beechcraft Bonanza A36

THIS IS THE ONE YOU'VE BEEN ALL LOOKING FOR
1600 TTSN

1600 TTSN, 555 STOCH, 986 SPOH, King digital avionics, KFC 200 AP/FD, factory air, complete logs
\$206,500

1968 Beechcraft Baron B55

2968 TTSN, 250/96 SFRM, 477/477 SPOH, King avionics, ARNAV R50 Loran, 2000 paint, complete logs
\$125,500

For complete specifications, or to learn more about Pierce Aircraft Sales, visit us on the Internet:

www.pierceaircraft.com



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