

## LETTER OF REFERENCE

Tail Number: N821CE  
Make & Model: Cessna 182T  
Ferry Flight Date: September 25, 2024  
Origin: Varberg, Sweden  
Destination: Oxford, CT



I wanted a well-equipped, late model Cessna 182T for my first airplane, but we found the US market tight and expensive. My wife then found a great option from a seller located in Sweden. Although the plane already had a November registration, I was initially unsure of the process to import an aircraft. The seller was patient while I took the steps to learn and confirm a plan of action. The AOPA team helped me establish the proper approach with a preferred escrow agent and lawyer. The seller retained and experienced ferry pilot, Gerald Hintermayr. We proceeded forward with a purchase agreement and set the deal into motion.

Gerald was outstanding in all respects. Firstly, he educated me on the proper procedure for handling US Customs via A.N. Deringer and we promptly arranged for import through customs in Sault Ste. Marie, Michigan. We clearly disclosed that the seller had the intention to sell the airplane and that it was coming into the United States for a pre-buy inspection, and Deringer took extra steps to confirm that airport's Customs and Border Patrol was aware of the transaction, plane, pilot, and timing of arrival. This allowed for a highly efficient (e.g., 5-minute passport verification) and smooth entry procedure.

Gerald communicated on WhatsApp throughout his ferry flight through Scotland, Iceland, Greenland, and Canada. Gerald sent videos, pictures, and text messages frequently. We even got on a video call at one point to line up details. Gerald graciously accepted my request to join him on one of the flight legs from Willow Run Airport in Detroit back to my home airfield. I learned more in 4 hours of flight with Gerald, and the 4 days of his ferry flight across the North Atlantic, then I had in 4 months of formal instruction. If I had to do it all over again, I would not change anything about the process, approach, and would only consider Gerald.

We enjoyed an excellent and well-earned dinner together with the seller while my A&P team performed the pre-buy, which confirmed the plane was delivered without issue.

I would recommend anyone considering importing a single-engine plane to ensure they speak with Gerald, as you would be hard pressed to find a more capable, competent, and professional ferry pilot who truly knows how to navigate across borders.

Sincerely,

Mike Tedesco  
Monroe, CT USA