



Matthew F. Hartnett

Acquisition Consultant

Matt Hartnett brings an extensive aviation background in support of The VanAllen Group's clients.

Matt is an aviation veteran with extensive and acclaimed industry experience as an aircraft sales executive, manager and pilot. Matt's career began in the 1970's with pilot positions and sales management with Cessna Aircraft Company. He later moved on to turboprop and jet sales with Learjet and Mitsubishi Aircraft. During the 1980's Matt founded an aircraft sales and acquisition company in Denver before moving on to found the Pre-Owned Aircraft Division of Canadair Challenger, a division of Bombardier

Aerospace. Later, as a Vice President of Bombardier, he integrated the Canadair and Learjet pre-owned aircraft sales operations and handled the worldwide trade-in aircraft on sales of new Global Expresses, Challengers, and Learjets.

Matt then became the Vice President of Pre-Owned Aircraft Sales for Gulfstream Aerospace in Savannah, Georgia, until his retirement in 2009. He was responsible for the evaluation, acceptance and resale of the trade-in aircraft received on new Gulfstream aircraft worldwide. He managed three national offices for the pre-owned aircraft group at Gulfstream and coordinated trade-in activities with fifteen new aircraft sales offices around the world.

Matt is a graduate of Fordham University where he received his Bachelor of Science degree in Finance from the Fordham College of Business Administration at Lincoln Center in New York City. He has completed numerous graduate courses and aircraft manufacturer's seminars. Matt has been flying jets, turboprops and piston aircraft for over 40 years and holds an Airline Transport Pilot rating.

Matt has written several articles and has been quoted in the aviation press as well as in local newspapers and the Wall Street Journal. He continues to be active in the Experimental Aircraft Association, as well as other industry organizations.

Since the majority of Matt's years in aviation have been spent evaluating and conducting transactions of models of aircraft from all of the major aerospace manufacturers, his experience provides our clients with a uniquely expert perspective on the purchase and operation of these aircraft. Matt's extensive career and achievements, his knowledge of business aircraft and their markets are unparalleled. His reputation for creating client-focused results is among the highest in the industry.