



**BARNSTABLE MUNICIPAL AIRPORT
BOARDMAN-POLANDO FIELD**

480 BARNSTABLE ROAD, 2ND FLOOR

HYANNIS, MA 02601

www.town.barnstable.ma.us



Office: 508-775-2020
Fax: 508-775-0453

R.W. "Bud" Breault, Jr., Airport Manager
Katie R. Servis, Assistant Airport Manager

Barnstable Municipal
Airport Commission:

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Mary F. Smith,
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Commissioner

Joseph J. Berlandi,
Commissioner

June 22, 2018

Thomas J. Breen, Vice President
Vector Airport Systems, LLC
280 Sunset Park Drive
Herndon, VA 20170

Re: Letter of Recommendation

Dear Mr. Breen:

As the Airport Manager for the Barnstable Municipal Airport, I have for years suspected that I was missing landing fee revenue but there didn't seem to be an economically viable solution for automating the process. I had known about Vector for several years but when Vector proposed their PlanePass billing and VNOMS noise management systems together in one integrated package, it all came together and made economic sense for our Airport.

Since installing the Vector systems in July 2015, my team has been very pleased with their systems and service. Landing fee revenue increased in the first year and I no longer have the feeling I am missing revenue. Since PlanePass is completely automated and Vector staff handles all support, my staff has been freed up to focus on other tasks. The operations data the Vector system provides has proven very useful and we are looking into other ways to use the data.

Overall the support provided to the Barnstable Municipal Airport has been very responsive and professional, and I would recommend their systems to other Airports.

Please feel free to contact me or the Airport staff if you need any further information in this regard.

Sincerely,

R. W. Breault, Jr.
Airport Manager