SPRING 2007

OWNER PILOT

Advantage

A Magazine for Owner/Pilots from Skytech Publications

THE PRACTICE OF PILOTING.

By an Advantage Magazine Staff Writer

How many of you take the time, occasionally, to go out and fly for fun – practicing your flying skills to become more proficient? It can be fun, you know.

Many years ago, when I was an owner/pilot flying around 250 hours annually, I practiced often because I honestly found it to be fun. Maybe the scenery surrounding Tulsa, Oklahoma wasn't exciting enough for just flying around looking at the countryside. Whatever the reason, I loved to practice all kinds of maneuvers as well as crosswind landings, short-field landings and anything else I could think of.

However, most of the owner/pilots I knew didn't consider that fun, and did very little of it. Thinking about that has caused me to wonder if the advent of integrated systems, flat-panel displays and amazing equipment that I would have considered Science Fiction in my flying days, has further reduced the practice of piloting.

Has it gotten to the point that owner/pilots would be in greater danger today, than they were in my day, if they had a total power failure and were forced to rely upon stick and rudder skills using "needle, ball and airspeed?"

FACTS – TODAY'S OWNER/PILOTS

Experienced owner/pilots tend to have a higher average age than professional pilots. They normally fly 200 – 250 hours per year and train less often. Their trips are typically self-determined (business or pleasure).

Many of them are busy, involved and motivated "Type A" personalities with many goals other than (or in addition to) those related to piloting skills. Research shows that these pilots' biggest fears about flying involve engine out and engine fire. Accident statistics tell us, however, that less than 1.5 % of general aviation fatalities are a result of engine stoppage. And over half of those are

*see **PILOT PRACTICE** on page 4*

ONE STEP AT A TIME.

Several factors go into the safe operation of an aircraft. In addition to training, some of the other important factors include good maintenance, proper equipment, and knowing your personal limitations. At Skytech, we try very hard to match the prospective buyer with the right airplane – both for his mission and his piloting resume.

In fact, we have basic minimum pilot requirements we like to see for every model of aircraft we sell. In many cases it's necessary and prudent to step-up through the product line to the ultimate perfect airplane. Telling a prospect they're not ready for their dream airplane is not an easy thing to do. But it's the right thing to do.

Aircraft ownership is a building block experience, very much like adding pilot ratings. Learning to fly, maintain, insure, and care for today's high-performance light aircraft takes time. Adding advanced systems such as radar, pressurization, and deice equipment, is very similar to adding commercial, instrument, and high altitude endorsements. Each one builds on the previous. Take your time, train hard, fly safe and ENJOY!

Skytech, Inc., publisher of this magazine, is an aircraft sales and service company located in Baltimore, MD and Rock Hill, SC (Charlotte, NC metro area).

Your thoughts, suggestions, comments and criticism are important to us and we will always welcome reader feedback. Please respond to:

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A NEW WORLD ORDER BEGINS TO AFFECT PRICES.

In an industry that has been slow to change, there is a New World Order. Some of us thought that no one but Beech, Cessna or Piper could build a successful airplane. Cirrus did! We doubted that anyone could compete with Pratt & Whitney. Williams did! And, whose idea was it to put glass cockpits in light singles? Thank you, Garmin and Avidyne. At the 2006 National Business Aviation Association's (NBAA) annual meeting and convention in Orlando – the biggest, busiest, most optimistic NBAA ever – there were upstarts and new product announcements that challenge the way we think of airplanes. It seems exciting things are on the horizon.

THE TURBOPROP MARKET

Though the turboprop segment has gained more than 25 percent in value since bottoming out in 2003, it keeps getting stronger. While the Beech King Air C90 remains strong but level, other airplanes are clearly up in value such as the King Air E90, F90 and the B100.

It's difficult to find a good, late model Cessna Caravan. There's strong demand for the Conquest I and II – prices are up sharply. Mitsubishis are trending down. While the newly ordered Pilatus PC-12 is not available until 2008, prices are up on all other models.

THE PISTON TWIN MARKET

Most reports indicate that there continues to be little market for pistontwin aircraft. Actually, a significant number of top-end airplanes are selling at very strong prices. Carbide lifters have been approved for the Beech Duke, which should help the market. Some of the last serial numbers sell for more than $400,000.

A newer than 1980, pristine Cessna 421C can bring top dollar. A Cessna 310R with a good pedigree is in demand. Fully restored, late model Piper Chieftains are moving up. However, B55 Barons continue to be even softer than the 58 model. Piper Senecas, twin Comanches and Aztecs are all down.

THE SINGLE-ENGINE MARKET

Clean, low-time aircraft are selling if they are priced right, have an updated panel, and are a newer model. Glass cockpits are hot. One dealer remarked, "The new generation pilot is not interested in an old generation airplane."

We have noticed that asking prices are at an all time high, and keep getting higher. Many owners continue to be very unrealistic, possibly unaware of the downtrend in actual selling prices.

Prices in the late model Beech Bonanza, Cirrus, Mooney M20K and Piper Saratoga markets appear to have stabilized. Almost every other piston single, big and small, slipped in value during the recent quarter. This is a great time to be a buyer. •

HEARD IN THE PILOT'S LOUNGE

Stop by the pilot's lounge for intriguing anecdotes, fascinating facts and a dash of hard-earned lessons.

• Did you know? Before March 1, 1979, aircraft did not require an FAA-approved Flight Manual. Prior to that only placards were necessary.

Q: How many of the Fortune 100 companies have business aircraft?
A: 92

Q: What aircraft was unveiled at the 1998 North American International Auto Show held in Detroit, Michigan?
A: The Jaguar Special Edition Beech King Air C90B. Raytheon Aircraft drew on the styling expertise of the distinguished car manufacturer to create the first production model King Air. The aircraft includes the Jaguar logo, color palette and famous supple leather seats, as well as yokes leather-wrapped in the fashion of car steering wheels.

Q: When was the first autopilot developed?
A: About 1919. Inventor and aviator Max Boucher created the first hands-off airplane. It used gyroscopes that detected any horizontal deviation and fed the information by a system of cables to electric motors that would make any necessary adjustments to the controls. The aircraft was not a commercial success. French engineers perfected the concept some five years later.

*see **PILOT'S LOUNGE** on page 4*

THE SKYTECH-ADVANTAGE. WHAT DOES THIS REALLY MEAN TO YOU?

by John Foster, President of Skytech, Inc.

It is not unusual for an owner/pilot to feel the need for more "advantages" than a professional flight crew does – *advantages such as help and advice regarding aircraft acquisition and technical services as well as all aspects of aircraft operation*. These are not normally major areas of expertise for owner/pilots, since most of them lead demanding business and professional lives, developing expertise in other fields. Consequently, the specialists here at Skytech are very important to them. These are people with whom they often form bonds of trust and friendship.

Many operators of owner-flown piston and turboprop singles and piston twins have discovered that we at Skytech focused on their type of aircraft operation years ago and built a unique organization providing *Skytech-Advantage* service to this important segment of business aviation.

Those of us who built this organization explain *Skytech-Advantage* in these terms: "We understand and specialize in entry-level corporate aircraft and high-end private, owner-flown aircraft. In other words, we specialize in your needs! We're small enough that your business means much more to us than it does to a large facility with systems that provide generic service for all. *We provide personal service for you, and our future depends upon your total satisfaction with that service.*"

SKYTECH-ADVANTAGE – TECHNICAL SERVICES

- Skytech has 30 years of experience and operates two FAA-certified repair stations, Rock Hill (CRS C41R727N) and Baltimore (CRS LF1R294K).
- As part or our quality control, service is performed by technician teams of A&P mechanics led by independent IAs
- Our technicians are cross-trained on all the aircraft we service, providing customers a broad base of expertise.
- Our computerized maintenance records assure that required maintenance information is always available for log book entry or any other need.
- We feature industry-leading expertise in major airframe repair for our core aircraft makes and models.
- Skytech's systems and processes meet the stringent underwriting requirements for one of the world's largest and most respected aviation insurers.
- Recognized top-level work at a fair price always results in real VALUE for you!

SKYTECH-ADVANTAGE – AIRCRAFT SALES

- After tracking sales of specific aircraft makes and models important to our customers for twenty years, Skytech's database contains a wealth of information available for determining the current worth of these aircraft in today's marketplace.
- Our multiple OEM affiliations provide you a comprehensive overview of industry activities plus inside information that can help with aircraft purchase opportunities and decisions.
- Close proximity to Washington, DC, and connections with people who offer insight on regulatory issues can be a major advantage to Skytech customers. Our relationships with current and former FAA personnel are carefully maintained.
- Very high cumulative experience level in the aviation business provides a wide range of specialized knowledge and expertise important to Skytech customers purchasing aircraft. Key people have experience with all major OEMs important to Skytech's customer base.

As you can easily see, the Skytech-Advantage is actually your advantage. So join our steadily growing group of very satisfied customers.

Contact Skytech, Inc.– 888.386.3596. •

Advertorial

PILOT PRACTICE
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caused by fuel starvation. Too bad all accident fatalities can't be avoided by something as simple a routine pre-flight check of fuel status. But the main killers are low level maneuvering, CFIT (Controlled Flight Into Terrain) and inadvertently entering instrument weather – without an instrument rating and/or a properly equipped aircraft.

No matter how many times we've done it, a periodic review of pre-flight inspection procedures – with a professional who is a highly-qualified flight instructor – is a good practice.

LOOKING FOR ANSWERS

I took some good advice and contacted Dick Rochfort at his headquarters in Baltimore – an expert in pilot training, specializing in the Malibu, Mirage and Meridian (aircraft owned by many who receive this publication). He said that the practice of piloting wasn't more neglected today than it was in the past, as I had suspected it might be. According to Dick, however, it is "a situation that needs to be managed."

He pointed out that there are two primary issues here: basic flying skills plus the ability to routinely get the correct results you want from today's complex panel – an area of training he refers to as "buttonology!"

Dick's experience indicates that basic "stick and rudder" flying skills are usually pretty good among owner/pilots with 1,000 + hours. Naturally, there are bad habits that develop and some good habits that are overlooked or forgotten. But the needed skills are there.

EDUCATION AND TRAINING

Both of these pursuits are extremely important but they are often confused. Training is normally accomplished in the cockpit, where you discover how to effectively use what you have heard or read in the education process – manuals, articles, ground school, etc. The optimum training scenario takes place in the student's aircraft and is specific to his equipment, needs and experience level.

The key to success in such specific training is helping the pilot experience a personal discovery – and that is what a good pilot trainer like Dick Rochfort leads you into. Once you have the experience of discovery, then the process is yours and the uncertainties vanish. From that point on you know, and you know that you know.

The experience of discovery applies to all aspects of learning. Unfortunately, we are seldom taught this way at any point in our education system. We are taught many things in the journey from first grade through college, but we are never actually taught "how to learn."

However, Dick Rochfort seems to have learned a way to teach pilots how to learn, and that is a very important discovery.

Training in how to routinely get the correct results you want from today's complex panel is an area Dick Rochfort refers to as "buttonology." This is particularly important when you've had new equipment installed.

KEEP THE FUN IN PILOTING

This is important to everyone who flies, from beginning students in general aviation to professional pilots. Piloting is a paying job for many pilots, and it is often an important job function for owner/pilots. But isn't it really rewarding when a necessary, challenging job has great potential for enjoyment?

My favorite piloting activity was flying actual ILS approaches. I hardly ever flew them on autopilot – what's the fun in that? I didn't understand why my pilot friends typically flew approaches on autopilot.

Dick Rochfort pointed out that you should be proficient in flying them both ways. Make autopilot approaches standard, and occasionally fly them by hand to stay proficient in that mode.

The practice of piloting, solo as well as dual, is an important, ongoing part-time job for all pilots. When the practice is dual, you should have the very best trainer you can find, and establish an annual schedule based upon his assessment of your needs.

Then you could set aside one day each month to go out for a couple of fun hours to see just how proficient and precise your piloting is becoming. Your pilot training associate could give you a list of skills to practice – including some that you discovered how to do more precisely during your last dual session.

However you do it, the important thing is to enjoy it. Have fun! Make the practice of piloting something you look forward to.

SUGGESTION FOR PA-46 PILOTS

If you fly a Piper Malibu, Mirage or Meridian you should consider contacting Dick Rochfort. He works exclusively with these aircraft and conducts 60 to 80 insurance-approved initial and recurrent programs per year all over the U.S. and Canada. The National Association of Flight Instructors awarded him the NAFI Master CFI. Less than 1% of all flight instructors have received this recognition.

See www.rwrpilottraining.com and call Dick at 866.870.8196. •

PILOT'S LOUNGE
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Q: The world's largest aircraft has a wingspan of a football field and the height of a 10-story building. What is it?
A: The Antonov An-225 is Hercules with wings. The aircraft's 35,000-cubic-foot cargo bay is so large it can easily accommodate six Greyhound buses or carry up to 551,155 pounds.

Q: During what era did Cessna close its doors?
A: The Great Depression

Q: What specially modified aircraft has been used by NASA to train astronauts to fly the space shuttle?
A: The Gulfstream II

Q: What is the oldest aviation association in the United States?
A: The Ninety-Nines International Organization of Women Pilots. The Ninety-Nines was founded in November 1929 at Curtis Field, Long Island, NY.

Q: How fast does information flow in the fiber optic cables that connect avionics components?
A: The speed of light – almost 671 million m.p.h. At that speed, you could fly around the world seven times in one second.

Q: What is the world's smallest manned biplane?
A: The Bumble Bee Two. This teeny-tiny aircraft's mere 5.5-foot wingspan was no wider than the outstretched arms of its pilot, Robert H. Starr, who built the little bee in the 1980s.

Performance. Comfort. Capability.

Cruise speed: 360 ktas • Range: 1300 nm • Full-fuel payload: 800 lbs • Operating ceiling: 35,000 ft • Single Williams turbofan FJ44-3AP engine • Optional 7th seat or lavatory* • Excitement level: off the charts. PiperJet speaks for itself. If it speaks to you, contact your PiperJet dealer. Piper.com/piperjet

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*See official performance guarantees in the PiperJet Aircraft Purchase Agreement.

BUSINESS FLYING – ONE OF THE SAFEST TYPES OF GENERAL AVIATION FLYING.

2006 NALL REPORT CONFIRMS RELATIVE SAFETY OF BUSINESS FLIGHTS

Every year the Aircraft Owners and Pilot Association (AOPA) commissions a study to analyze the safety of general aviation operations for aircraft with a gross take-off weight of less than 12,500 pounds. This includes selected small jet aircraft, as well as substantially all turboprops and piston aircraft. Last year the entire fleet incurred 1,436 accidents, 292 of which were fatal, in over 23 million hours – resulting in an overall accident rate of 7.2 per 100,000 hours, and a fatal accident rate of 1.4 per 100,000 hours.

Although 2005 rates were slightly higher than 2004, they continue to reflect a long-term downward trend of accidents. Personal flying, visiting family, vacationing, and the like account for less than half of total flying, but over 70% of total accidents and over 80% of fatal accidents.

HOW SAFE IS BUSINESS FLYING – VERY

Business flying is defined in the report as flights made in support of business endeavors or the pilot's own livelihood. This flying is one of the safest types of general aviation flying, surpassed only by executive or corporate flying, piloted by professional pilots. Business flying last year represented nearly 3,500,000 hours and resulted in 30 total accidents, 7 of which were fatal. The accident rate was therefore less than 1 per 116,000 hours. The fatal accident rate is nearly 1 in every 500,000 hours.

The pilot who flies 200 hours a year for business over a 20-year flying career has less than a 5% chance of being involved in an accident and less than a 1% chance of having a fatal accident. The professional pilot's chance is far less than that.

The public on the ground is safe from general aviation injury. Aircraft landing on expressways or flying into apartment buildings make great news, but they rarely occur.

THE INSURANCE DILEMMA

Although the accident rate of business aviation is quite low, the insurance companies generally make little or no concession to this distinction. Because the industry operates within a very limited market, unrealistically low liability coverage is the norm. Fortunately, substantially all liability exposure is restricted to the passengers in the cabin.

SUGGESTED PLAN OF ACTION

Spread the good word – business flying is safe. Your partners, business associates, family and friends have little to fear. The public on the ground is even safer. Consider life insurance to supplement aircraft insurance. You are far more likely to die of natural causes, or an automobile accident, than a business aviation accident. The life insurance will be both less expensive and far more likely to result in payment.

USE WAIVER/HOLD HARMLESS AGREEMENTS FOR PASSENGERS

Although the risk is slight, passengers need to understand liability coverage for pilots from traditional sources is virtually non-existent. The pilot's desire to protect his family from the claims from passengers of a gratuitous flight is a reasonable request; a waiver/hold harmless agreement limited to insurance proceeds should be considered.

Pilots also need to incorporate this risk in financial and estate planning. How assets are titled often determines their exposure to creditors.

I would encourage all pilots to review the NALL report which can be downloaded at www.aopa.org. Accident awareness and increased safety are important to all of us and should be a lifetime commitment. •

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Louis M. Meiners, Jr., is an attorney and CPA who serves as president of Advocate Aircraft Taxation Company. Advocate's practice is limited to serving the needs of owners and operators of aircraft. Services include aircraft operational analysis, sales and use tax management on aircraft acquisitions, income tax planning, federal excise tax planning, and representation before taxing authorities. Meiners can be reached at (888) 325-1942, or loum@advocatetax.com.

PIPER UNVEILS THE INCOMPARABLE PIPERJET.

During the NBAA convention this past October in Orlando, FL, Piper Aircraft, Inc. announced that it is expanding into the light jet market. The exciting PiperJet mock-up became a "must see" attraction of the show, drawing some of the biggest crowds in the personal and business aircraft category.

The PiperJet's clean, sleek, all-metal design will "break the mold in offering an unparalleled blend of performance and luxury," said Piper President & CEO James K. Bass. This aircraft will be capable of reaching a cruising speed of 360 knots and a maximum operating altitude of 35,000 feet.

The six-passenger PiperJet – with an option for a seventh seat, storage cabinet, entertainment/beverage center or enclosable lavatory – offers a mission-capable profile and luxury that sets the standard in its class. A 36-inch door easily accommodates larger cargo and facilitates ease of entry.

POWER AND PERFORMANCE

The PiperJet incorporates single-engine turbofan power provided by the Williams FJ44-3AP. This engine, based upon proven technology, with more than 2.5 million hours of flight time, will be de-rated to 2,400 pounds of take-off thrust. The FJ44-3AP is William's most efficient engine with a TBO of 4,000 hours, and is renowned for high performance and rugged reliability.

The good news continues, with a range of 1,300 nautical miles and full-fuel payload of 800 lbs. "Whatever the mission – short trip, long trip, business or vacation – the PiperJet has the ability to get you there quickly and easily," said Bass. "The PiperJet can fly across the U.S. with only one stop for fuel, and it does it at a price that no competitor can beat without sacrificing passengers and cargo. . .

"Actually, value is just one more ingredient of PiperJet's unequalled performance, a blend that makes it an aircraft to be reckoned with."

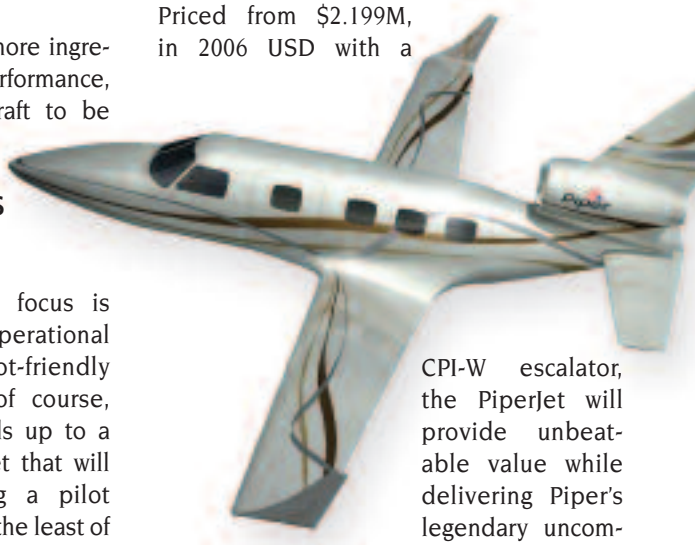
TRULY A PILOT'S AIRCRAFT

The PiperJet's focus is on optimal operational excellence, pilot-friendly handling and, of course, safety. It all adds up to a very fast light jet that will have everything a pilot could want – not the least of which is a really enjoyable flying experience every time he starts that powerful engine.

Navigation, situational awareness and system information will all be delivered through next-generation technologies. From Flight Into Known Icing (FIKI) to Full Authority Digital Engine Controls (FADEC).

WHEN, WHERE AND HOW

With deliveries anticipated to begin in the first half of 2010, orders are currently being accepted through a network of five PiperJet Dealers. PiperJet East, a Skytech Company, represents a territory including 17 states (SC, NC, KY, VA, WV, DE, DC, MD, PA, NJ, NY, CT, RI, MA, VT, NH and ME). Priced from $2.199M, in 2006 USD with a CPI-W escalator, the PiperJet will provide unbeatable value while delivering Piper's legendary uncompromising standards and value.



Look for the mock-up to be making appearances at several events in 2007, including possible stops at dealer facilities. The future of Piper looks very bright, indeed, with the PiperJet poised to usher in this new era of general aviation travel. For more information on this amazing aircraft, or to order one for yourself, please contact your local PiperJet dealer today!

That would be Skytech! •

A WORD To The WISE

from Dave Conover

Ice is not our friend!

While I seem to be able to find ice year round (without looking too hard), during this time of the year icing operations are an especially popular topic around the airport. Aircraft icing is one of the few issues that transcends all types and sizes of aircraft. It doesn't matter whether we are talking about an airline operation or a private pilot enjoying an afternoon flight, we all need to be aware of the conditions that cause icing as well as the specific level of icing approval the FAA has granted our aircraft.

In short, the FAA makes a clear distinction when it comes to icing certification. Our aircraft is either "certified for flight into known icing" or "prohibited from flight into icing conditions." However, depending on the type of aircraft we are flying, we may have a hybrid type system installed to provide "inadvertent icing protection." These systems have become more popular on turbo charged, single-engine piston aircraft that operate efficiently in environments more conducive to icing, because they provide needed protection while exiting an inadvertent icing encounter.

EXIT STRATEGY IS ESSENTIAL

We all know that no aircraft is capable of sustaining flight in all icing conditions, so even pilots of aircraft approved for flight into known icing should plan an exit strategy from icing conditions. Additionally, a thorough understanding of the expected weather conditions, as well as your aircraft's system and capabilities, are essential to maintaining safe operations. Many of us who attend simulator based recurrent training are provided scenarios that remind us just how detrimental it can be to depart with ice on the airframe – or have an unexpected icing encounter.

SOURCES YOU SHOULD KNOW ABOUT

For those of us who can always use a more detailed review of in-flight icing operations and the effect that ice has on our aircraft performance, there are many sources of information available. NASA has some very good information on their web site that reviews both ground and in-flight icing procedures. There is a good decision-based flow chart to assist a pilot in making the ominous "go or no-go decision."

This no-charge information can be found at: http://aircrafticing.grc.nasa.gov/.

Additionally, Cessna has launched a new program this year on their E-Learning portal at www.cessna.com that details cold weather operations and provides tips to avoid dangerous conditions. This program does have a nominal charge and is an updated version of the cold weather operations seminars that Cessna has conducted many years for their commercial and freight operators.

TAKE GOOD CARE OF YOUR BOOTS

Last but not least, let's not forget to check our de-ice systems regularly to make certain that they will operate normally when needed. And for those with aircraft utilizing de-ice boots – nothing assists the shedding of ice more than a clean and properly treated de-ice boot. •

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