

OWNER & PILOT Advantage

A Magazine for Owners and Pilots from *Skytech, inc.* Publications

our **25th** issue

IN THIS ISSUE:

- Tax Facts: Aircraft Acquisition Tax Planning • 3
- Our 25th Issue: Looking Back While Moving Forward • 4
- Keeping Your Smallest Passengers Safe When Flying • 9
- PC-24 and PC-12 NBAA Updates • 11





EXCITING TIMES

As our 25th issue is ready to launch, it's fun to look back on the articles of the past and see how many remain just as pertinent today as when they were originally written. It's always been our goal to provide our readers with useful information on a variety of topics under the General Aviation umbrella. We'll continue to do so and welcome any feedback on how we're doing and what you'd like to see in the future.

2016 is an exciting year for us. It marks our 40th anniversary, ushers in our next big growth segment with aircraft charter, and has us nearing the launch of two new products: the Piper M600 and the Pilatus PC-24. The M600 is scheduled to deliver later this year and with PC-24 deliveries starting in 2017, this is our time to set the stage.

Aircraft Charter is a natural progression for us. After 40 years of helping individuals and companies grow with General Aviation through aircraft purchases, we are looking forward to this new venture and showing how useful business airplanes are to an even broader audience. We hope to see you this year!

Skytech, Inc., publisher of this magazine is an aircraft sales and service company with FBOs in Westminster, MD (DMW), Rock Hill, SC (UZA – Charlotte Metro Area) and Administrative Headquarters in Baltimore, MD (MTN).

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

Please respond to:
Mike Fitzgerald
Executive Vice-President
mfitzgerald@skytechinc.com

WHAT IS THE PINNACLE AIR NETWORK AND WHAT CAN IT DO FOR YOU?



There are two well proven rules that play out day after day in all aspects of life: you can find safety in numbers, and the collective voice of many is heard louder than that of one. The Pinnacle Air Network is more or less built with these truths in mind. The network was founded in 1994 to serve as a collective voice for then Beechcraft dealers during negotiations, and the building of new opportunities following major changes in the Beechcraft distribution model. Since that time, new members have been added and the experience of the group vastly diversified. Today it stands as an alliance of 19 strong, reputable independent FBOs / MROs and Aircraft Sales companies from all across the United States and Mexico. These companies represent revenues of over 1.6 Billion USD with over 4,600 employees spread over 113 locations. Their MROs have over 1,000 skilled technicians and \$38 Million in parts inventory. The group has over 200 aircraft in their charter and management fleet, a combined 1000 years in business, and is 100% independent, entrepreneurial and profitable. The alliance has two guiding purposes:

- **TO PROVIDE MEMBERS THE OPPORTUNITY** to have an open exchange of ideas on industry trends and to share best practices on providing world-class service.
- **TO LEVERAGE THE COLLECTIVE POWER** of the alliance to negotiate attractive contracts with selected large suppliers to the industry.

So what does this all mean for you – the owner/operator? When dealing with a Pinnacle member, you can be assured that you and your business are getting the best of both worlds: an agile, independent company committed to industry leading best practices and a collective network that leverages scale to provide more purchasing power and value to aircraft owners. While most all Pinnacle members possess the attribute of being fully authorized service centers for multiple aircraft manufacturers, they are independent and able to offer customers more solutions and more choices in how their aircraft is maintained. Additionally, customers dealing with a Pinnacle member know that they are dealing with some of the most experienced General Aviation companies in the world. The average business experience of a Pinnacle member company is over 50 years. And perhaps most importantly, Pinnacle members are strong and profitable. While it may seem counterintuitive to providing the best value, customers should insist on only doing business with profitable entities. It is quite simple: the network strength and buying power helps to provide the profitability, which in turn provides business stability and a commitment to reinvest in what is needed to take outstanding care of customers.

One example of the many benefits afforded to owners/operators is featured in this issue. Engine overhauls are a major expense and the experience and buying power of the Pinnacle Air Network pays major dividends to their customer. ■

For more information on the Pinnacle Air Network, visit www.pinnacle.aero



FACTS FOR OWNER/PILOTS

AIRCRAFT ACQUISITION TAX PLANNING

Tax considerations will have a major influence on the ownership structure of an aircraft. These considerations will include both income tax and sales and use tax, and to a lesser extent, property taxes. The following is an overview of the topics that are relevant to an aircraft acquisition. The taxpayer – a corporate entity or an individual - that can fully utilize the depreciation deductions will influence the setup of the ownership structure.

DEPRECIATION

The tax code offers a very generous depreciation schedule for aircraft utilized in a trade or business. A non-commercial Part 91 operator can depreciate an aircraft over five years using the Modified Accelerated Cost Recovery System (MACRS) of the Internal Revenue Code.

PASSIVE ACTIVITY LOSS

A leasing company arrangement can be utilized by taxpayers to support the business use of an aircraft. However, extreme caution should be exercised to ensure that the leasing activity is not classified as a passive activity by the tax code. Depreciation and other deductions generated from a passive activity cannot be used to offset your primary trade or business income. These passive losses can be suspended until the time when the aircraft is disposed of.

Taxpayers also need to be aware of the Federal Aviation Regulations (FAR) that govern the operation and leasing of the aircraft. Violating Federal Aviation Regulations may result in fines, suspensions and could even void your insurance coverage.

HOBBY LOSS RULES

The Internal Revenue Service continues to challenge hobby and non-profitable business operations disguised by the taxpayer as a business enterprise. Obviously, an aircraft can be construed as a hobby of a taxpayer. Careful planning to integrate the aircraft operation with an existing business, detailed documentation of profit motive, projections and the existence of business plans are all recommended avenues to support the acquisition of the aircraft.

PERSONAL USE OF A BUSINESS AIRCRAFT

Reimbursing the corporation for the cost of a personal flight may seem to be a fair arrangement; however, it is generally prohibited by Federal Aviation Regulations. The proper handling of personal use is of utmost importance in the post-Sutherland Lumber era. The practice by a taxpayer to recognize an amount (SIFL) as a fringe benefit has become inefficient for income tax purposes. A clear understanding of the extent of personal use of a business aircraft is necessary to create a tax efficient aircraft ownership structure.

SALES AND USE TAX

We have seen a major increase in enforcement of sales and use tax regulations on aircraft purchases across the country. In this environment of state budget deficits, we foresee this trend continuing. The location of the aircraft closing and base will affect the sales and use tax exposure of the aircraft acquisition. Careful review of state, city and county sales and use tax statutes is critical to minimize this exposure PRIOR to closing.

PROPERTY TAX

Property tax assessments are generally controlled by local government regulations where your home airport is located. Unless you have flexibility to base your aircraft in more than one location, you are bound by the local property tax regulations.

In summary, careful integration of the numerous tax regulations is the key to the successful implementation of an aircraft acquisition tax plan. ■

Aviation Tax Consultants, LLC (www.aviationtaxconsultants.com) assists aircraft purchasers in acquiring aircraft in a tax efficient manner. Our services include the elimination or reduction of sales tax at the time of purchase, maximizing income tax savings, controlling the cost of personal use of the aircraft, complying with passive activity loss and related party leasing rules and Federal Aviation Regulations. Cooperation with clients' current tax and legal advisors is welcome and encouraged. Disclosure Under IRS Circular 230: To ensure compliance with requirements recently imposed by the IRS, we inform you that any tax advice contained in this communication, including any attachments, was not intended or written to be used, and cannot be used, for the purpose of avoiding federal tax related penalties or promoting, marketing or recommending to another party any tax related matters addressed herein.



WINTER 2016

PUBLISHER
Mike Fitzgerald

EXECUTIVE EDITOR AND
WRITER
Justin Lazzeri

COLUMNIST
Dave Conover

GRAPHIC ARTIST
Jennifer Longo

THE ADVANTAGE
MAGAZINE STAFF
REQUESTS YOUR
FEEDBACK!

We would greatly appreciate hearing from you! Please tell us what you think of *Advantage* magazine and offer any thoughts you have for improving this publication. Our goal is to provide helpful, interesting information that you enjoy reading.

Your opinions, suggestions and ideas for new articles and content are important for continuing improvement and growth that will serve all our readers.

Email us at:
Advantage@Skytechinc.com
800-394-1334

Thank you!

The Pilot-In-Command is solely responsible for the safe and proper operation of his/her aircraft and it is the responsibility of the pilot-in-command to operate that aircraft in compliance with that aircraft's Pilot's Operating Handbook and other official manuals and directives.

www.skytechinc.com





Looking *Back* While Moving *Forward*

“A New Magazine is Launched” read the byline in our Spring 2006 launch of Owner/Pilot Advantage. “Relax. Enjoy. Pick up some useful information and have a little fun reading about some of your favorite subjects, such as flying your own aircraft and finding out what’s happening in the field of business aviation.” The section goes on to state our mission as “bringing our readers enjoyable and informative articles...on subjects that are relevant to your aviation interests”. Over the years, the magazine has matured. Some small and some large tweaks were implemented, and now we are delivering our 25th issue. I say “we” because this is very much an in-house project for Skytech. From the beginning, our idea was to provide content either written by us, or someone handpicked throughout the industry with unique insight. There are ads for our services or affiliations sprinkled throughout the issues, but the meat and potatoes are real, useful information – regardless of your association with business aircraft.

So who is our readership? Simply put, users of business

aviation. Some are owner/pilots flying themselves in support of their company. Others are non-pilot owners who ride in the cabin. The growth in the latter category prompted one of the largest changes to date, reflecting a clear distinction between flying and non-flying owners – a name and image change from “Owner/Pilot Advantage” to “Owner & Pilot Advantage” for our spring/summer 2011 issue. Many more readers fill the gaps in between – company pilots, department managers, CFO’s, spouses, passengers, charter users, etc... We try to have at least one article in every issue that speaks to every category. What’s the cost to receive this information? Zero. Nothing. Whether you receive our print edition or have signed up for our digital copy, the content is free. So too are all of our past issues with a lot of really good information that quite frankly is just as useful today as it was when we mailed it. These past issues are readily available on our website. Let’s take a stroll through some of these past issues and see what types of articles you’ll find for the various types of General Aviation users we write for.



FOR THE OWNER PILOT

Issue #2 / Fall 2006:
“To Jet or Not to Jet?”

The owner that is also a pilot is in a unique category. You're not only the driving factor behind what airplane to purchase, but it's also up to you to safely and effectively operate the

airplane to fulfill your missions. Finding the happy medium between budget, mission profile and your piloting ability can lead to a successful purchase. On the flip side, buying an airplane that doesn't mesh well within those parameters can, and often times does, lead to disappointment. Many owner pilots have or will face the decision of whether a jet is the correct next step. For some, the answer is yes. Others will find that a turboprop or piston is what makes the most sense. In this article, we take a look at several of the questions that should be asked to help guide you to your perfect aircraft.



TAX ADVICE

Issue #4 / Summer 2007:
“Structuring Enhanced Aircraft Tax Entities”

An aircraft used in a trade or business may qualify for income tax deductions, but the effectiveness of those deductions resulting in

tax savings is often dependent on their classification. Particularly with deductions flowing into individual returns; how they are deductible often determines if the savings may be recognized immediately, or not allowed at all.



MAINTENANCE

Issue #9 / Winter 2008:
“The Importance of a Return to Service Test Flight”

No matter what type of airplane you operate, one of the most important aspects of maintenance is often overlooked or skipped. By definition,

a post-maintenance functional check-flight is designed to avoid rude surprises for the persons not being paid to take those risks. In this article, we discuss what the regulations say about requirements for test flights post maintenance, how to prepare for completing them, and how to conduct them.



MARKET ANALYSIS

Issue #17 / Fall/Winter 2011:
“Paradigm Shift?”

There was a time when the static displays at major industry shows were exclusively filled with twin-engine turboprop aircraft. The thought of a single-engine wasn't even a consider-

ation. Fast forward to today and it's a much different picture. Single-engine aircraft not only dominate the static lines of industry shows, but are also fast approaching the point where they will outnumber twin-engine aircraft in operation and hours flown. If the delivery spread continues, that switch over won't take long. This article looks at the trends, dives into the back story, and points to several reasons why this is sure to continue.



GENERAL AVIATION USER

Issue #23 / Fall/Winter 2014:
“Business Aviation: It's everywhere you NEED to be!”

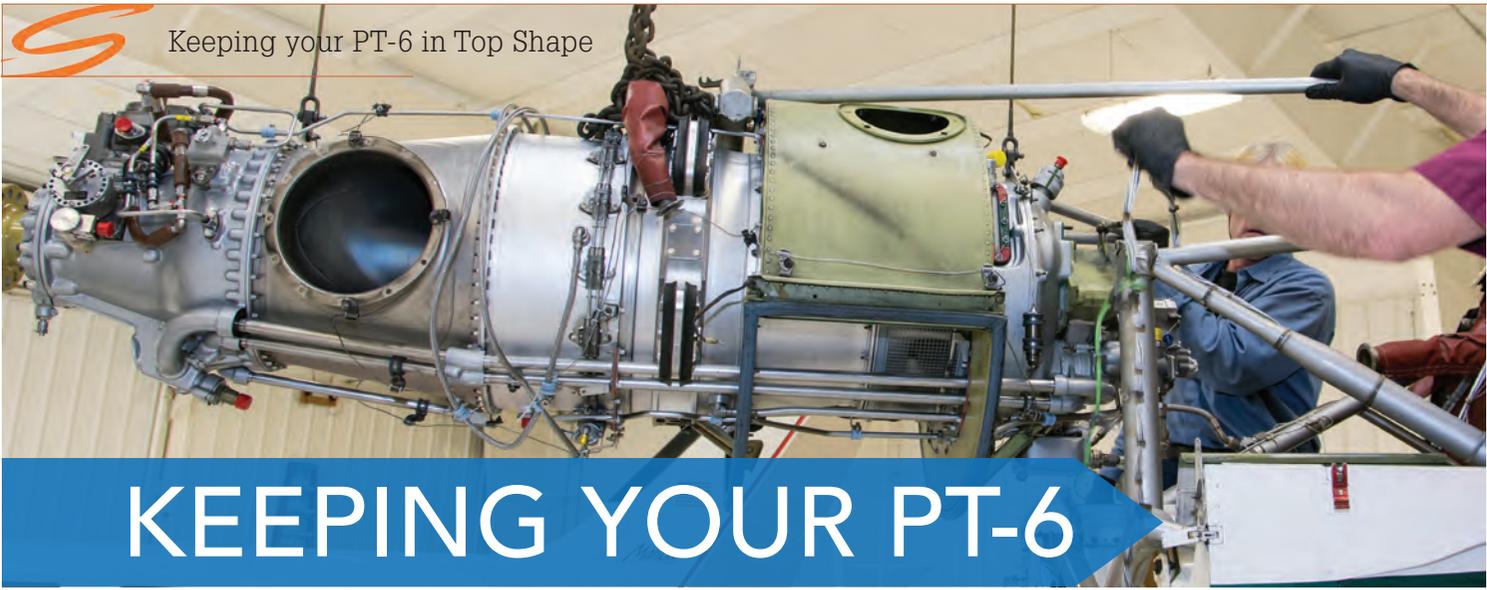
Users of Business Aviation come in all sizes. It's often misunderstood that one needs to be a Fortune 500 company to gain admission, but

that simply isn't true. The vast majority of Business Aviation users come from smaller companies who operate small to medium aircraft. No matter the company, many of the reasons for utilizing a private aircraft are shared amongst users. This article looks at those reasons and the array of options available to someone in need of this invaluable service.

Many more stories on a variety of topics are free to view by visiting our website at www.skytechinc.com. Click the “Advantage Magazine” page and follow the instructions to access past issues. We hope you'll check them out. ■

LET US KNOW WHAT YOU WANT TO READ ABOUT!

How are we doing? What is it that you would like to read about? Is there an aspect of ownership or aircraft usage that puzzles you, or an operational topic that you would like more information on? We are always looking for ideas and who better to get them from than the very people on our mailing list? Send an e-mail to Advantage@skytechinc.com. Your idea may just end up in one of our next issues. And if we use your idea, you may end up with something fun from Skytech! Thank you for allowing us to carve whatever time we can out of your busy schedule. We hope it's proven useful, and will continue to make that our focus as we start on the next 25 issues!



KEEPING YOUR PT-6

IN TOP SHAPE

The PT-6 is a fantastic engine – legendary in its reliability and ease of use. It also represents a significant portion of your aircraft’s value. The good news is there’s a lot that you can do to positively affect the outcome of future maintenance events. Some of these are incredibly simple, but if you don’t make them routine, they can be hard to overcome after the fact.

PROPER OPERATION

Understanding your engine and running it per the manufacturer’s approved guidelines is a simple and obvious way to stack the deck in your favor. Turbine operation is fantastically simple, but sometimes this simplicity tempts pilots to push the power lever forward a little more for an extra couple knots - so long as you don’t bust the limits for Inter-Turbine Temperature (ITT). Avoid the temptation and stick to the

procedures in your POH. Pratt & Whitney states it very clearly themselves, “Operating the engine beyond the recommended power settings in the POH / AFM for a prolonged period will result in accelerated margin deterioration due to hot section component distress and will affect engine reliability and durability. This effect is cumulative and will lead to the engine prematurely reaching an operating limit (usually ITT) before the recommended power is produced.” What this means is that engines are designed from the factory to maintain a certain amount of power throughout their specified life before overhaul. Operating your engine per the power setting set forth in the POH is the manufacturer’s way of ensuring no undue harm is inflicted on engine components, thus limiting the chances of making the book power throughout the engine’s life. Even though exceeding torque limits for brief periods of time may seem harmless when ITT limits are adhered to, the cumulative effect of heat will catch up. Another area of concern is over-torque excursions down low – particularly on take-off. Smooth advances of power can mitigate this problem.

CYCLE / TREND LOG

It is very important to keep a log of the cycles on your airplane/engine as this is the key number used in determining whether certain items are in need of overhaul/replacement or have useful time remaining. The Pratt & Whitney standard is 1 cycle for every 2 flight hours, but if no log has been kept, they revert to 1 cycle for every 1 flight hour. Engine shops tend to lean on the conservative side when no cycle information is known and overhaul or replace items that may not need the work. This can represent a major

SECTION 5 PERFORMANCE						
Altitude (FT)		IOAT (°C)	OAT (°C)	Torque (FT-LB)	Fuel Flow (PPH)*	TAS (KT)
ISA + 10 (°C)						
10000	26	25	1083	305	188	201
8000	19	15	1048	305	201	217
6000	9	5	1224	292	235	244
4000	-4	-5	1312	280	259	254
2000	-18	-25	1200	214	254	254
1000	-29	-34	957			
ISA + 20 (°C)						
10000	35	25	1064	303	188	204
8000	29	15	1148	310	221	240
6000	20	5	1248	299	257	257
4000	10	-5	1310	292	258	258
2000	-1	-16	1147	250	253	253
1000	-9	-24	955			
ISA + 35 (°C)						
10000	44	35	1017	305	194	209
8000	35	25	1088	317	227	248
6000	26	15	1177	307	248	253
4000	16	5	1285	274	255	255
2000	7	-5	1201	237	250	250
1000	-3	-16	1071	195		
500	-9	-24	890			

* See areas beyond aircraft OAT limit in paragraph 2.28 MAL

Maximum Speed Cruise (ISA +10, ISA +20, ISA +35) Figure 5-69

expense to the owner and could have been avoided by simply keeping a cycle log. If you haven't done so already, consult your shop to determine the parameters needed for your log.

COMPRESSOR WASHES

Corrosion is the deterioration of a material as it reacts to the environment. Sulphidation is a hot-corrosion phenomenon where fuel containing sulfur is burned at high temperatures and emits sodium sulfate gas. It can be accelerated by the presence of sodium in the atmosphere such as areas near saltwater. Both corrosion and sulphidation are determined to attack your engine. Your best form of defense per Pratt & Whitney is Compressor and Compressor Turbine washes performed in accordance with your Engine Maintenance Manual (EMM). There are two types of washes. The most common is the Desalination wash, which uses "clean" water to remove salt deposits on engines that are operating in salt laden environments (see Owner/Pilot Advantage Winter 2010 for a map of these areas). The second is a more periodic wash that uses both water and chemicals to remove more stubborn chemicals adhering to internal engine components. This is commonly referred to as a Performance Recovery wash. The nature and frequency of needing these washes is determined by the environment in which the airplane is flown.

HOT SECTION INSPECTION

The Hot Section of an engine is where the power is produced. As a result of combustion, carbon can accumulate inside the fuel nozzle passages. Over time, this carbon can degrade the fuel nozzle spray pattern which can result in non-uniform combustion and localized high temperature peaks or "hot spots". These hot spots, in addition to sulphidation, can burn through CT stators and discs. Following your manufacturer's maintenance schedule can go a long way to minimizing these issues. Pratt & Whitney has

a 400 hour removal and inspection of fuel nozzles as part of their maintenance schedule, which includes a boroscope of the engine's hot section. A schedule for the complete Hot Section inspection, which involves the splitting of the engine and removal of the main components for complete visual inspection, is defined by Pratt & Whitney depending on your model. A Hot Section can be performed by an Airframe and Powerplant mechanic using the engine manual, but it is advised to use a Pratt & Whitney authorized shop as their experience can not only save you money, but also help your engine maintain optimum performance through its overhaul period.

OVERHAUL

Eventually, even a PT-6 needs to be overhauled. This normally occurs around 3600 hours, however, these times can be extended or adjusted through the use of trend monitoring programs that track critical wear items. There is no "one-size-fits-all" overhaul as the condition, operating environment, past maintenance and overhaul service facility all factor into the equation. Experience and industry connections matter greatly – not only for the overhaul facility performing the work, but also the person or team coordinating with that facility. The measurement of a successful and cost-effective overhaul will vary from engine to engine, but there is a key driver for increasing your success rate. Choosing a trusted advisor to help guide you through the options can be a game-changer and pay dividends both initially and well down the road. Ultimately, you'll gain a fresh start with a legendary powerplant for many safe and reliable hours of flying ahead. ■

Skytech successfully coordinates many PT-6 overhauls a year through our in-house experience and industry connections – especially through the Pinnacle Air Network. For more information on the PT-6 and any of these issues, we welcome your questions.



Piper®

M600

The Ownership Advantage



Your schedule is your own.



Skytech is an Authorized Piper Dealer
PA, MD, DC, DE, VA, WV, NC, SC

888-386-3596 • pipersales@skytechinc.com • www.skytechinc.com

piper.com | 1.772.299.2403

KEEPING YOUR SMALLEST PASSENGERS SAFE WHEN FLYING

Whether you're a pilot or a passenger, traveling with small children requires some added attention to detail to ensure everyone is safe and secure. It's important to not only know what is required per the Federal Aviation Administration (FAA), but more importantly, what approaches provide the best and safest options for your most precious cargo.

The FAA employs a "lap child" policy for children under the age of 2. This allows them to be held in the lap of an adult when flying on both scheduled airlines as well as General Aviation aircraft; as long as the child doesn't occupy or use any restraining device. However, the FAA admits that the safest place for your child isn't on your lap as your arms aren't capable of "holding your child securely – especially during unexpected turbulence."

So why does the FAA allow it? Simply put, they believe it is statistically safer for a child under 2 to be traveling on an aircraft rather than in an automobile on the highway. If they were to require children under 2 years of age to purchase a ticket, they fear that families faced with the decision of having to buy an extra ticket would opt for the cheaper route of driving. With the national trend of well over 30,000 traffic fatalities a year compared to the fantastic safety records of air travel, you can see their reasoning. However, just because it's statistically safer, you shouldn't let your guard down.

So what should you do? The FAA attests that the "safest place for your child on an airplane is in a government-approved child safety restraint system (CRS) or device." A CRS is a "hard-backed child safety seat that is approved by the government for use in both motor vehicles and aircraft." In other words, the same car seat you have in your car will likely work. Just make sure it has "This restraint is certified for use in motor vehicles and aircraft" printed on it. Booster seats may or may not work. The FAA defines a booster seat as "those that are a raised platform base on which the child sits". They can further be broken in more defined categories: those with backs and those without. Backless booster seats are prohibited from use on an aircraft. Those with a solid back, equipped with internal restraints and proper labeling may be used for all phases of flight.

One device that was developed specifically for use on aircraft is the CARES Child Safety Device. It's billed as an alternative to using a hard-backed child seat for children between 22 and 44 pounds. This device is not approved for use in a car.



Photo Source: www.kidsflysafe.com

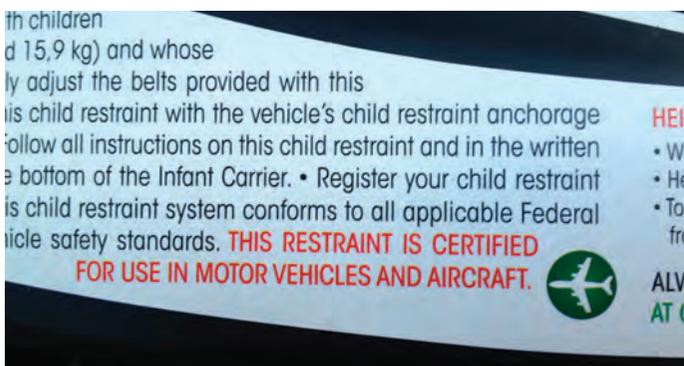
The FAA strongly urges you to follow these guidelines when selecting which type of CRS to use.

IF YOUR CHILD WEIGHS.....	USE A.....
Less than 20 pounds	Rear-facing CRS
20 to 40 pounds	Forward-facing CRS
22 to 44 pounds	CARES child safety device
More than 40 pounds	Airplane seat belt

For more information, including videos outlining the proper way to install both types of CRS devices in aircraft, check out the following information:

www.faa.gov/passengers/fly_children/

FAA Advisory Circular AC No: 120-87B Subject: Use of Child Restraint Systems on Aircraft. ■



Just when you think....

Summarized from the October 2015 issue of Navigating 360° by Rolland Vincent Associates, LLC.

In the post-Northern Summer period, with a return to work and focus on closing out the year “on plan” (or hopefully ahead of plan), it is a good time to take stock of some key business aviation indicators to assess where we are and where we are going over the next several months.

First of all, the Economy. Like the Bible or the Government, a simple word with enough intricacies and complexities to be the study of an entire lifetime. In 2015 in business aviation, nothing could be more important to the health of the industry than the health of the Economy. The U.S. will continue to be the bright spot for new and pre-owned business aircraft sales and flight operations for the foreseeable future.

U.S. business jet cycles (one takeoff and landing) on an annualized basis were 4.3 million through July 2015, up 24% from their recent cyclical trough in 2009 but still 11% below their all-time peak of 4.8 million reached in 2007. Since the sharp rebound in flight operations in 2010 off the 2009 floor (a year many would like to forget), annualized flight operations are tracking pretty much in parallel with the overall economy. From the end of 2010 through mid-year 2015, U.S. business jet cycles are up 11.3% and real GDP is up 10.5%.

The U.S. business jet fleet has grown by more than 15% since the end of 2008, when doomsayers outnumbered podiums from which to preach. The markets are acting rationally, because the people in the market are rational (with the possible exception of a small group darkening the skies in frantic attempts to be the next U.S. President).

The pre-owned business jet market offers clear indications of what is happening, although it is notoriously difficult to get a Commander's view of the battlefield through the perpetual haze, smoke and mirrors. Aircraft that are in high demand tend to have the following features:

- 5 years old or less with no damage history
- Enrolled on cost-per-hour programs
- ADS-B and FANS compliant
- Equipped with Wi-Fi in the cabin
- Specified with interior and exterior styling that appeals to a broad segment of prospects.
- OEM-factory maintained with detailed maintenance logs

Since 2014, pressure on large cabin inventory has been quite model specific, we think as much linked to the order-

diluting effect of new products announced and in development on sales of existing models. At the other end of the product spectrum, savvy buyers continue to (literally) pile in – with most everything they own – to the venerable PC-12 turboprop. With less than 4% inventory availability, and that blessed bring-it-all-on cargo door, seemingly the only thing still required in the spec is a crowbar – to pry owners fingers away so they can trade theirs in for a new one.

While business aviation has a vital role to play in emerging markets, the opportunities for using these assets most effectively and productively are primarily Stateside at this time. While not yet quite as liquid as capital flows, the movements of business aircraft tend to be quite fluid. Stakeholder organizations that can see through the smoke and haze – and there are many – are taking notice of opportunities and seizing the high ground. From non-bank lenders to FBO investors and PC-12 operators, the secret sauce is the same. With affordable money, confident consumers, and no shortage of energy and imagination, entrepreneurs are “stepping up to the plate”. ■

Rolland Vincent Associates, LLC, an aviation consulting firm, draws from over 30 years of aviation experience, delivering trusted market research, strategy, business & product development, and industry analysis. We are here to help you understand customer needs and preferences, design products and services to delight your customers, and discover and seize business opportunities. We provide you with practical, intelligent solutions to unleash the power of your business and navigate for global aviation leadership. In 2010, we created JETNET iQ, a syndicated quarterly research and forecasting service for business aviation. Proprietary quarterly surveys of business aircraft owners and operators worldwide are cornerstone features of JETNET iQ.

Rolland Vincent Associates, LLC

7000 Independence Parkway, Suite 160-3, Plano, Texas 75025 USA

Tel: 972-439-2069 (U.S. Central Time)

rvincent@rollandvincent.com www.rollandvincent.com

AIRCRAFT MARKET ANALYSIS

PILATUS

UPDATE

W I N T E R 2 0 1 6



THE SECOND PC-24 PROTOTYPE IS AIRBORNE!

November 2015 marked the first flight for the second PC-24 prototype (P02). With a call sign of HB-VXB, the PC-24 took off from Buochs Airport in Switzerland and flew for a total of 82 minutes. P02 will join the test flight program that will ultimately comprise a total of around 2,300 hours in the air. After completing initial test flights in Switzerland, P02 will be deployed mainly in the USA and in Canada, where it will undergo various systems tests and certification flights in partnership with the systems suppliers. Special scrutiny will be accorded to the avionics systems and the autopilot, but the program will also include cold weather trials and icing test.

Flights with the first prototype, the P01, have gone as planned thus far. The aircraft has completed a total of 143 hours in 87 flights since May. Numerous aerodynamic test have been carried out in the air, including test to determine slow-flight handling, center of gravity ad flutter testing, as well as high altitude flights. An average of 15 points were tested during each flight. This comprehensive program of airborne tests was supplemented by exhaustive ground testing.

top-speed of 285 knots thanks to an aerodynamic optimization effort which analyzed every square inch of the exterior to come up with a number of enhancements to reduce drag. Several subtle, but important changes include redesigned under wing flap actuator fairings, a flush cabin door handle, sealed gap joints around the flaps, and a reposition of several antennas to better align with airflow.



PILATUS ENHANCES PC-12 NG FOR 2016

For 2016, Pilatus' best-selling single turboprop PC-12 NG offers greater speed, better takeoff performance, more cabin comfort, greater range, and a quieter cabin with no increase in fuel burn or operating cost. This boost in overall efficiency is exemplary of the core Pilatus tenet of being an environmentally conscious aircraft builder.

The 2016 Pilatus PC-12 NG cruises at a new maximum

The most noticeable change to the 2016 PC-12 NG is the standard five blade graphite composite propeller by Hartzell. This new propeller reduces cabin noise levels, improves takeoff and climb performance, reduces life cycle maintenance costs, and is easily repairable in the field. The propeller blades feature a nickel cobalt leading edge and are fabricated using aerospace-grade carbon fiber monocoque structural design. The new propeller is certified for unlimited life.

The 2016 PC-12 NG features a takeoff distance over 50 feet of only 2,600 feet. At maximum gross takeoff weight, it can climb to a cruise altitude of 28,000 feet 10 percent quicker, and a maximum range has been extended to 1,840 nm with four passengers and VFR reserves. ■



Pilatus Authorized Dealer

OH, PA, MD, DC, VA, WV, NC, SC, TN, KY

pilatussales@skytechinc.com



Experience the Skytech Advantage

200 Airport Drive

Westminster, Maryland 21157

FIRST-CLASS
PRESORT
U.S. POSTAGE
PAID
LUTHERVILLE, MD
PERMIT NO. 171



a word to the wise

PROFICIENT VERSUS CURRENT

BY JUSTIN LAZZERI

Are you current, proficient, or both? That is a question that every pilot has likely asked themselves at some point over their flying career. Sure you may have met the operational requirements set forth by the FAA to exercise your pilot certificate, but should you? This can be a very different question. Every pilot must meet certain minimum requirements for the type of flying they are undertaking. Part 121 (airline) and Part 135 (charter) pilots are understandably held to stricter requirements, making it difficult to enter the current but not proficient category. As a Part 91 pilot, that isn't always the case. FAR 61.56 and 61.57, states what's needed for a pilot to be current. In the broadest of terms, a pilot can be considered current to fly day or night VFR and IFR if they have completed a flight review in the past 24 months, have logged 3 takeoffs and landings in the preceding 90 days (day and night), and have accomplished 6 instrument approaches, and holding/intercepting/tracking procedures in the prior 6 months. Consult the FAR's for a complete breakdown. Now the difference between what the FAA and your insurance company requires may be substantial. However, if you find yourself struggling or barely meeting these requirements, you may wind up in that gray area of legally current but not fully proficient. The good news is there are ways to help bridge the gap.

The FAA developed the WINGS – Pilot Proficiency Program with the goal of ongoing training to “address the primary

accident causal factors that continue to plague the general aviation community.” Pilots earn credit towards ultimately satisfying their flight review, but even if that requirement is already met, the merit of participating in the WINGS program can be significant. The program consists of on-going flight training, online courses, seminars and other events.

Never underestimate the powerful tool of a second set of eyes in the cockpit. Having a fellow pilot assist in the duties of your flight has proven time and time again to improve safety. You should, however, choose your help wisely. Whether it's a fellow pilot, local flight instructor, or high-time mentor, you want them to be able to assist and not provide a distraction. Expectations and duties should be clearly defined prior to a flight. Also, promote an environment that is welcoming of questions. For example, if the second pilot thinks they heard your clearance differently than you did, consider that they could be right.

Finally, simply setting aside time to fly more is a sure fire way to avoid rust. With busy schedules, that isn't always possible. But a lot can be accomplished in a short period of time if you plan properly. Try establishing a routine that works with your local airspace and airport to brush-up on multiple phases of flight without the need to fly far from home base. Even a half hour with the proper planning can pay dividends when it really counts. ■