SPECIAL EDITION

Owner & Pilot

ADVANTAGE

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

ADVANCEMENTS IN AVIATION *are taking off*

IN THIS ISSUE

www.skytechinc.com

Fall 2019

From the Publisher

Innovation Leads the Way

As the sun begins to set on 2019, innovation and technology are surging to the forefront. Recent announcements from Pilatus and Piper have set new standards for efficiency, safety and operational cost reduction. Pilatus was able to make the most versatile aircraft; the PC-12 NG, even more efficient and safe with the new PC-12 NGX. On the other hand, Piper has accelerated us into the future with new safety and passenger peace of mind capabilities on the M600/SLS.

The 4th quarter at Skytech established a new baseline with a record amount of charter activity coupled with our aircraft management departments continued expansion. It appears that there is an increasing need for reliable turn-key transportation solutions. With this in mind, we recently completed the final steps to obtain our TSA certification and have our sights set on adding International charter operations to our repertoire.

We have a head start heading into 2020 with the recently announced revolutionary new aircraft. However, there are a few hurdles to jump in 2020. Aviation is experiencing a shortage of epic proportions of qualified technicians and pilots and the insurance industry is contracting and trying to limit their exposure. On the bright side, one of the advantages of being in the industry for 43 years is that we have seen similar hurdles previously (actually several times) and we have a plan to navigate them. In our view, 2020 is setting up to be another very exciting year with innovation and technology helping to lead the way.

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:
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Market SNAPSHOT

MARKET SUMMARY

Information provided by JetNet (11/2018 - 11/2019)

	FOR SALE (12 MONTHS)	AVG ASKING (12 MONTHS)	% FOR SALE (12 MONTHS)	DAYS ON MARKET (12 MONTHS)
BARON G58	↓ -9 -23% (30 FOR SALE)	↓ -$102k -13%	↓ -2.7% 7.8%	↑ 31 9% (358 DAYS)
PIPER M350	↑ 3 20% (18 FOR SALE)	↑ $58k 5%	↓ 0.0% 18.9%	↑ 92 55% (260 DAYS)
EMBRAER PHENOM 100E	↔ 0 10 FOR SALE	↓ -$656k -24%	↔ 0.0% 20.4%	↑ 22 11% (224 DAYS)
CITATION M2	↑ 6 40% (21 FOR SALE)	↓ -$254k -7%	↑ 1.6% 9.0%	↑ 40 32% (166 DAYS)
KING AIR 250	↑ 4 27% (19 FOR SALE)	↓ -$343k -10%	↑ 0.6% 8.0%	↑ 21 10% (225 DAYS)
CARAVAN 208B	↑ 11 69% (27 FOR SALE)	↓ -$114k -5%	↑ 1.2% 5.6%	↓ -84 -44% (193 DAYS)
SOCATA TBM-900	↑ 4 200% (6 FOR SALE)	↓ -$75k -2%	↑ 3.6% 5.4%	↓ -9 -8% (116 DAYS)
PIPER M500	↑ 3 43% (10 FOR SALE)	↑ $175k 10%	↑ 0.7% 13.2%	↓ -27 -16% (169 DAYS)
PILATUS PC-12 NG	↓ -1 -3% (36 FOR SALE)	↓ -$307k -8%	↓ -0.5% 4.1%	↑ 27 14% (214 DAYS)

Tax + FACTS

BY SUZANNE MEINERS-LEVY
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What is the Business Activity?

2019 BANKRUPTCY COURT AFFIRMS A TAXPAYER'S ABILITY TO TAKE GENERAL AVIATION DEDUCTIONS FOR AIRCRAFT THAT SUPPORTS ANOTHER BUSINESS

General aviation owners and operators are well acquainted with the ability of aircraft to build, support, and grow business operations of all sorts. The clients of our firm conduct business operations, from farming to consulting, oil and gas to software, entertainment to medicine to manufacturing, that are as diverse as the economy itself. Meeting travel needs and allowing flexibility are essential roles for general aviation aircraft, but too often the taxing authorities have sought to narrow the scope of the business nature of aircraft, seeking to limit the ability to take aircraft deductions against various revenue streams.

In Re: Williams, 123 AFTR 2d 2019-1736, (Bktct Ct CA), decided on April 8, 2019, the Court validated the Taxpayer's election to incorporate aircraft into their business, ruling that the aviation expenses were deductible against business revenue.

Why is the decision in Williams even notable, given that it seems only rational that general aviation expenses should be deductible when an aircraft is used for business? It is common that aircraft used in furtherance of business operations are owned outside of the revenue generating taxpayer. This happens for a variety of reasons, from liability and transferability concerns, to facilitating co-ownership or diversity of use. When the aircraft ownership taxpayer, be it a partnership or corporate entity, files a return that generates a loss, the Internal Revenue Service may seek to limit the flow through taxpayer's ability to deduct that loss from their other income, either by declaring it "passive" or arguing that it is not business activity. Internal Code Section 469 specifically requires a Taxpayer to file an election to treat various entities and taxpayers as a single activity for determining that passive or active treatment, retaining authority in the Commissioner to determine if a Taxpayer's election is rational and supportable.

In Williams, the Debtor engaged in rental real estate and management activities. Additionally, they owned and operated two aircraft in a separate leasing entity that they then provided, pursuant to a lease agreement, for use to the real estate entities to support the real estate activity. The Court indicated that a taxpayer, "may use any reasonable method of applying the relevant facts and circumstances in grouping activities." citing 26. C.F.R. § 1.469-4(c) (2), etc. Recognizing the commonality of ownership, the interdependencies of the entities, and the support that the aircraft leant to the income generating activity of real estate, the Court provided that grouping was appropriate and allowable. The Court provided, "the aircraft activity and the management activity of the Rental Real Estate may constitute a single activity with the activity of Rental Real Estate Entities as opposed to be separate trade or business activities of a debtor in their own."

This decision is an excellent example of a Court considering the reality of how aircraft are operated to support businesses and affirms the deductibility of business aviation expenses. What lessons can general aviation operators take from this decision? First, it emphasizes the importance of filing an election or disclosure, consistent with Revenue Procedure 2010- 13, informing the IRS of the activities that a taxpayer seeks to group for the purpose of determining the nature and scope of the undertaking. Second, it is a reminder that the Internal Revenue Code gives knowledgeable and diligent taxpayers significant flexibility in business operations and in incorporating aircraft into those operations provided that there is an overlying profit motive and business intent. Williams is an important decision in a body of case law that affirms the utility of business aviation. •

Suzanne Meiners-Levy is a Partner and the Pro Bono Coordinator at Advocate Consulting Legal Group, PLLC (ACLG). ACLG is a boutique legal practice, employing over twenty-five lawyers, CPAs, accountants and para-professionals to exclusively serve the legal and tax planning needs of the general aviation aircraft owners and operators.

FALL 2019

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THE ADVANTAGE MAGAZINE STAFF REQUESTS YOUR FEEDBACK!

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

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Thank you!

www.skytechinc.com

OFFICIAL PRESS RELEASE

The World's Best Turboprop – Better Than Ever: Pilatus Reveals the PC-12 NGX

October 22, 2019 -

Today, at the National Business Aviation Convention & Exhibition (NBAA-BACE) in Las Vegas, Pilatus took the wraps off the industry's most advanced and versatile single-engine turboprop – the PC-12 NGX.

The brand-new PC-12 NGX incorporates an improved engine, smarter avionics and a completely redesigned cabin with larger windows, making this third generation of the PC-12 airframe the most advanced single-engine turboprop ever. Building on the experience gathered from the worldwide PC-12 fleet of over 1,700 aircraft with more than seven million flight hours plus Pilatus industry-leading support, the new PC-12 NGX brings the latest technology to the turboprop market.

PROVEN ENGINE TECHNOLOGY WITH DIGITAL CONTROL

Single-engine turboprop operation demands a proven powerplant: at the heart of the new PC-12 NGX is the PT6E-67XP turboprop engine by Pratt & Whitney Canada. This improved engine features an Electronic Propeller and Engine Control System including Full Authority Digital Engine Control (FADEC) – a worldwide first in this market segment. In addition, the new propeller low speed mode results in a significant reduction in cabin noise for great passenger comfort. The new turboprop engine enables the PC-12 NGX to achieve a maximum cruise speed of 290 KTAS (537 kilometres per hour). The PC-12 NGX also adds advanced features like Prist®-free fuel operation.

SMART COCKPIT ENVIRONMENT

The PC-12 NGX boasts a range of new features for the pilot: the Advanced Cockpit Environment (ACE™) System by Honeywell as inspired by the PC-24 provides enhanced avionics. In another first for the segment, Pilatus combines the power of a cursor control device with the versatility of a smart touch screen controller in a truly professional flight deck. The digital autothrottle, i.e. automatic thrust adjustment, reduces pilot workload for greater safety and ensures automatic power optimisation in every phase of flight.

NEW CABIN WITH LARGER WINDOWS

The cabin windows have been enlarged by ten percent to enhance the PC-12 NGX's passenger experience and deliver more natural light. The rectangular shape of the new windows, also adapted from the PC-24, and dark windshield surround trim create a distinctive ramp presence for the PC-12 NGX.

The completely redesigned cabin comes in six different BMW Designworks' interiors. The especially developed extremely light passenger seats offer optimum ergonomics with full-recline capability if required. The seats are arranged to provide maximum freedom of movement with more headroom thanks to the redesigned headliner. The air-conditioning system delivers better and quieter air distribution.

REDUCED OPERATING COST

With the new PC-12 NGX, scheduled maintenance intervals have been extended to 600 flight hours, which provides significant cost savings. The time-between-overhaul period has also been increased from 4,000 to 5,000 hours, thereby reducing the cost of operating the PC-12 NGX even further, making it the undisputed leader in its class.

Speaking at the presentation in Las Vegas, Markus Bucher, CEO of Pilatus, stated: "We are excited to reveal the new PC-12 NGX today. To maintain the PC-12's leadership in the general aviation marketplace, we continuously seek innovative solutions which benefit the safety, comfort and productivity of our customers. The PC-12 NGX is a showcase for the advanced technology collaboration between Pilatus, Pratt & Whitney Canada, and Honeywell. Together, we took the best, and made it even better. What's more, our customers do not have to wait years into the future to enjoy these benefits, the PC-12 NGX is here today."

Base price of the PC-12 NGX in 2020 is 4,390,000 US dollars, with typically equipped executive-configured aircraft priced at 5,369,000 US dollars.

THE PC-12 NGX AT THE NBAA-BACE

Pilatus presents the first series production PC-12 NGX at the static display at NBAA-BACE in Las Vegas from 22 to 24 October. The PC-12 NGX is certified, and customer deliveries will begin in the second quarter of 2020. •

For more information, visit www.pilatus-aircraft.com.

PC-12 NGX

The cabin features a newly designed interior inspired by the PC-24.

Honeywell has added safety features such as roll protection and emergency descent mode to the NGX.

The windows are 10% larger, allowing for more natural light to enter the aircraft.

MESSAGE FROM *the President*

Pilatus doesn't introduce upgrades to their products quite like the rest of the industry does. As an example, back in 2016 they introduced a modification to the PC-12 NG which included standard additions like a new five-blade prop, aerodynamic cleanups that resulted in a five knot+ speed increase, a plethora of desirable optional equipment incorporated into the base airplane, better short-field performance, and a better climb rate. While they engaged in an informative and effective ad campaign and certainly gave their Dealers enough marketing ammunition to make the upgrade wildly successful in the marketplace, the PC-12 NG moniker for the airplane stayed just as it was. When queried about why the market designation didn't reflect the changes, they explained that they reserved new names for major modifications.

Well, say hello to the Pilatus PC-12 NGX, also known as The NeXt Big Thing. The new designation means exactly what you would expect, that this airplane is different than its predecessors. And the NGX has something for everyone. It starts the minute you get sight of the airplane because the 10% larger passenger windows are immediately noticeable. As you step inside, you are invited into a completely redesigned interior with – get ready for this – lie-flat seats with footrests. New upwash and downwash lighting support a brightly lit meeting space or a pleasing opportunity for a nap. New sidewalls have even more storage and the interior seats are easily added or removed without any tools.

If you glance upfront, what will stand out is not what is there but rather what is missing. The new PC-12 NGX features a first-of-its-kind Pratt & Whitney PT6E-67XP…with emphasis on the "E". That denotes Electronic, and that's what the engine is. It is the first PT-6 you will have ever seen that does not have a Fuel Control Unit. The engine features dual-channel full authority digital electric control (FADEC) which includes overtorque and over-speed protection, flameout protection, and surge protection. The potential for "hot starts" and the associated damage to your checkbook and your schedule are suddenly relegated to "the good 'ol days". Also, Missing In Action is the Manual OverRide lever and the Condition lever. The propeller in a PC-12, in addition to never having a lever in the first place, is now completely electronic. That permits a new prop RPM setting called "Prop Low" which reduces the prop RPM to 1550. The reduced cabin noise at 1550 RPM is simply amazing.

Total digital control of the engines contributes two major financial enhancements to the PC-12 NGX. First, the engine now has a 5,000-hour TBO and a Hot Section Inspection is not required. Second, the inspection interval of the airplane is now a whopping 600 hours.

Honeywell's contribution to the NGX is a stability package that includes roll protection, emergency descent mode triggered by a "Cabin Altitude" altitude warming (it turns the airplane 90° and automatically descends to 15,000 feet); incorporates Visual approaches, triggers audio call-outs of runways and taxiways, and is ADS-B in and out compliant. Its new Surface View feature shows where an airplane is on a ramp or taxiway, reverts the charts displayed to a night vision format, incorporates S-XM weather, and has a Bluetooth audio panel with 3-D audio. Finally, if you ever find it necessary to investigate a CAS message, the appropriate checklist is displayed as soon as you acknowledge the message. Oh, and did I mention that the touch-screen controller is standard?

We have a limited number of 2020 units available beginning in the second quarter of next year and we will be conducting a short demonstration tour in February. Swiss quality and Swiss innovation speak for itself. If you'd like to participate in that conversation just give us a call. •

-John Foster, President of Skytech, inc.

Call Skytech, your nearest Authorized Pilatus PC-12 NGX Sales Center for further information on 888-386-3596. PilatusSales@skytechinc.com · PA, MD, DC, VA, WV, NC, SC, KY, TN, OH

Skytech, inc.

OFFICIAL PRESS RELEASE

Piper Announces New M600/SLS. First GA Aircraft to be Standard Equipped with HALO™ Safety System and Autoland Capability. Available Q4 2019.

October 30, 2019 –

Piper Aircraft announced today, the next generation M Series aircraft – the M600/SLS, standard equipped with the new HALO™ Safety System – enhancing Safety, Luxury, and Support for one of the world's leading personal use, Basic Med compliant aircraft. It is now on track to be the first general aviation aircraft in the world to be certified with Autoland capability.

SAFETY

The HALO™ Safety System is a compilation of innovative technologies unique to the M600/SLS and the Garmin G3000 avionics suite. The system includes Auto-throttle, Emergency Descent Mode, Enhanced Stability and Protection, Surface Watch, Safe Taxi, Flight Stream connectivity and more. However, of greatest significance is the addition of Garmin Autoland – digital technology that safely lands the aircraft at the nearest suitable airport in the event that the pilot is incapacitated.

The Halo system, once engaged either automatically or by a passenger, gains immediate situational awareness and assumes control of all systems necessary to bring you and your passengers safely to the best suited runway. During all phases of flight it communicates with passengers and appropriate air traffic control facilities regarding the new flight plan route and estimated time until landing. Halo continually monitors all aircraft system parameters and real-time external inputs as if the pilot were at the controls. It takes into account runway size and orientation, wind, time, fuel range, glide path and considers weather conditions and terrain en route to the nearest suitable runway. Once Halo has landed the aircraft, the braking system will activate and will bring the aircraft to a full and complete stop. Finally, the engine will shut down and instructions will be provided on how to exit the aircraft.

LUXURY

The M600/SLS raises the bar in Luxury with the addition of the EXP interior package as standard equipment. The interior package was designed with a focus on the personal travel experience and enables the customer to select from sophisticated interior color palettes with custom materials, stitching patterns and contrasting threads. Veneer and trim finishes further enhance the sense of unmatched refinement. Additionally, thoughtfully designed interior options, like two toned leather seats and Alcantara fabric have been added to elevate the passenger experience.

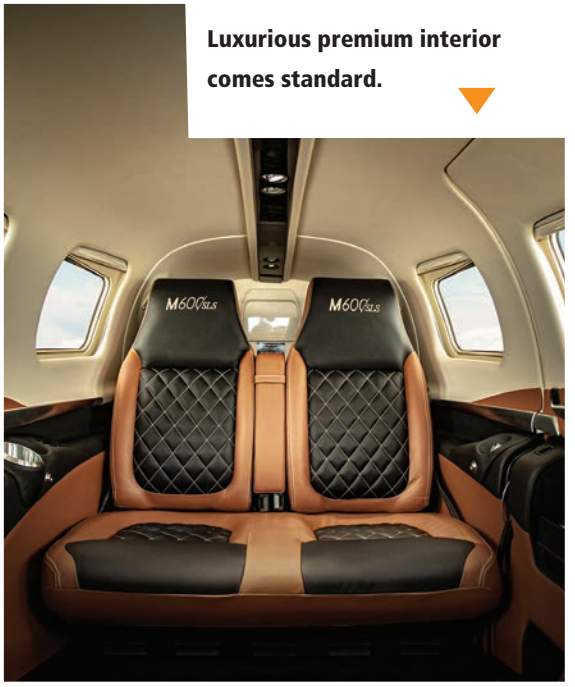
SUPPORT

Ownership of a M600/SLS is backed by an exclusive service program for the first five years of ownership. The Ultimate Care Program includes all scheduled maintenance, as well as hourly and calendar-based inspections.

"The M600/SLS and its HALO™ Safety System with Autoland is the result of an unwavering commitment to safety as well as the desire to evolve our products based on market input, said President and CEO, Simon Caldecott. "The HALO System greatly enhances situational awareness and operational safety through the use of advanced technology and is one the most significant advancements in General Aviation history. The team at Piper Aircraft is proud that we continue on track to be first to market with Garmin Autoland, which will ultimately help pave the way for others."

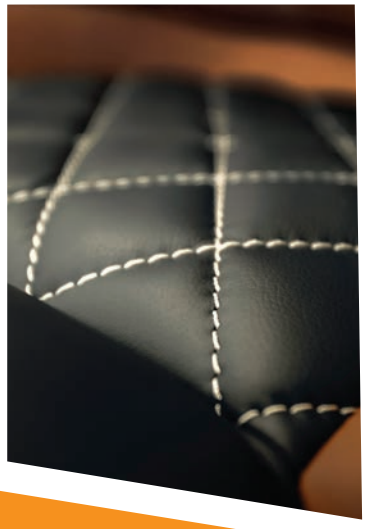
Certification of the M600/SLS is imminent with deliveries beginning this quarter through the global Piper Dealer network at a price point of $2.994M. •

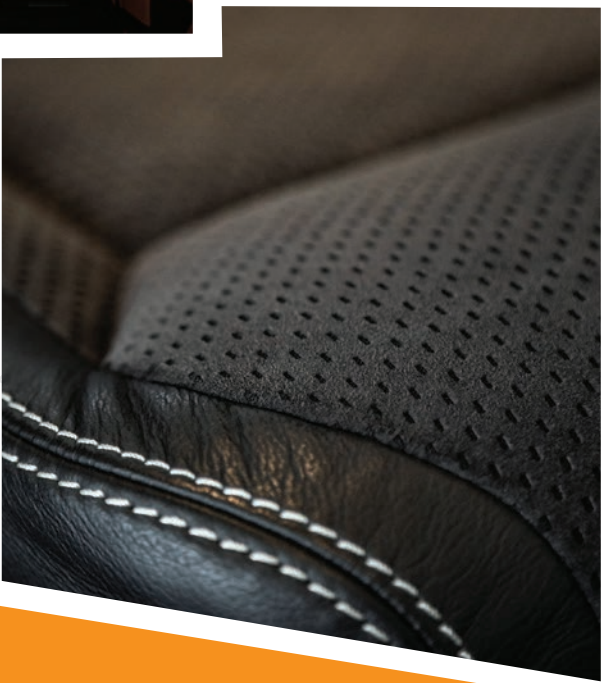
For more information, visit www.piper.com.



Luxurious premium interior comes standard.

The new HALO safety system includes Garmin's Autoland technology.





MESSAGE FROM *the President*

The trajectory of major improvements to General Aviation aircraft is always the same. The military develops a system that enhances situational awareness, saves the pilot, saves the airplane, or does all three. Many times these systems are classified for years on end.

Then one day they become mature enough and sufficiently common to be adapted to commercial operations and large business jets. They receive wide acceptance and are enhanced by multiple operating environments.

Much later (although with the advent of digital technology and the application of Moore's Law the time frame continues to shrink) the technology makes its way into General Aviation aircraft. The examples abound: autopilots, flat-panel displays, traffic avoidance systems, weather radar, lightning detectors, GPS, head-up displays, and the list goes on and on.

The development of long-range airliners in the late 1960s heralded the development of a system that would allow an airplane to land in conditions that were essentially 0/0. After all, if you had just flown from Tokyo to San Francisco, but the West Coast was experiencing one of its famous all-day fog events, you had a problem. By 1968 a new system made its way into the cockpit, relegating the crew members' function to essentially that of an Observer. Not only would the system control the throttles and land the airplane, it would deploy the reversers and apply the brakes. In some Airline Operations Manuals once one of these "Category III" approaches was initiated the crew was not allowed to touch the controls until after the reversers had been stowed. That system – Autoland – is still awaiting its debut in General Aviation. Or was until today.

Enter the 2020 model Piper M600/SLS. The first "S" stands for Safety and it is safety in a whole new light. The SLS features the first emergency Autoland system in the industry. The push of a button by a passenger or a woozy pilot sets in motion a sequence of events born of the estimated 3 million flight hours on unmanned aircraft. Specifically, the airplane selects an appropriate airport based on runway length, weather conditions, available approaches, wind direction and speed, and available emergency services. It tunes the transponder to 7700 and the radios to both the emergency frequency and the appropriate Center/Approach/Tower frequencies. It initiates automated broadcasts through both radios every 15 seconds on 121.5 and every 30 seconds on the others, stating that an emergency has occurred and giving automated position and intention reports. It selects the best route to the prime destination while taking convective weather into account and activating the de-ice system. If the weather changes it can change the route while considering the fuel available. And it does all this while talking continuously to the passengers and giving them updates and instructions on how to talk to ATC if they would like.

And how, you might ask, do the passengers lower the flaps and the landing gear on approach, or apply the brakes? Or shut down the engine? They don't. Automation of the flaps, landing gear, and throttle/speed configuration is part of the package – but there is much, much more.

As of today, an M600/SLS does not need a Co-pilot in an emergency that incapacitates the Pilot. It just needs a passenger with the ability to push a button and the confidence to keep their hands off anything except the microphone. Rounding out the SLS moniker is a standard Luxury package loaded with useful features for the connected world. Support completes the package with a standard Five-Year maintenance package, effectively meaning all you do is purchase the consumables…fuel and oil… that run the M600.

Taken in the aggregate, the 2020 M600/SLS is the most advanced Personal and / or entry-level Business aircraft ever manufactured. Buck Rogers would be proud. So would Steve Jobs. To get a first-hand look at this incredible machine contact Skytech. And bring your favorite passengers, with confidence. •

-John Foster, President of Skytech, inc.

SAFETY LUXURY SUPPORT

Piper HALO SAFETY SYSTEM

+ Autoland: If necessary, HALO takes over the controls and guides the aircraft to the nearest runway for a precision landing. Automatically activates when autopilot is in LVL mode for two minutes or when Emergency Descent Mode is activated at 14,000 feet. Can also be engaged manually by a guarded switch on the instrument panel. GFC 700 Autopilot with Advanced AFCS Fully integrated flight control system for exceptional flight automation with a dual AHRS-based system. Seamlessly integrates a flight director, autopilot, automatic trim and yaw damper into the G3000 suite.

+ Automatic Level Mode: Returns the aircraft to a wings-level attitude with zero vertical speed at the push of a button.

+ Autothrottle: The M600/SLS includes a fully integrated, standalone auto throttle, which reduces the pilot workload. The single-lever autothrottle automatically adjusts the aircraft's power settings based on the preset flight profile – from climb-out to the landing approach.

+ Hypoxia Recognition System with Automatic Descent Mode: Monitors pilot interaction when autopilot is engaged at cabin altitudes above 14,900 feet. If needed, the system brings the aircraft to a lower altitude to allow recovery from hypoxia.

+ SafeTaxi®: A highly detailed, georeferenced airport map that displays your aircraft's position on the airfield. Also shows an overlaid map of hold short lines.

+ TerminalTraffic™: Syncs with SafeTaxi maps to display all ADS-B equipped aircraft and ground vehicles for increased situational awareness.

+ SurfaceWatch: Its clear visual and aural cues direct you to the correct runway on takeoff and approach.

+ Flight Stream 510: A wireless gateway that streamlines your workload by connecting preflight planning to your mobile device from the G3000 avionics system.

Source: www.piper.com

Skytech, inc.

Skytech is an Authorized Piper Sales & Service Center

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888-386-3596 • PiperSales@skytechinc.com

The revolutionary emergency Autoland feature can be activated with the push of a button. The aircraft will autonomously land at the closest airport while also notifying Air Traffic Control.

Watch the Garmin Autonomi video at www.garmin.com

Image Source: Garmin Autonomi: Autoland Activation (video)

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a *Word* to the *Wise*

BY JUSTIN LAZZERI - *Vice President of Aircraft Operations*

A TIGHTENING INSURANCE MARKET

You may not have paid much attention to it over the past several years, but insurance is bound to get your undivided attention sooner rather than later – if it hasn't already. As operators, we've enjoyed a soft market for a historically long time. Competition amongst the players led to favorable rates, good coverage limits, and very achievable pilot transition/training requirements. This started to change about two years ago as many underwriters in the aviation business began to exit due to weakening profits and increasing liabilities (Boeing's 737 MAX to name an obvious one). This left the remaining carriers with little to no choice but to implement a market correction. As is often the case in many situations, the correction may prove to swing the pendulum further in one direction at first until the market settles down.

WHAT DOES THIS MEAN FOR YOU?

Beyond the obvious price increase for the same or lesser coverage, there are other implications depending on where you are in your aviation journey. For existing owners, don't wait until your policy comes up for renewal to start the conversation with your broker – preferably a specialized aviation insurance broker. Explore ways to mitigate any changes now and give yourself the time it may take to ensure the new plan is in place. Don't assume that your exiting plan will always renew at some cost either. The underwriters on your old plan may not exist anymore and new ones may not want to assume the same policy. Plan well ahead. For new or potentially new owners, make sure that the insurance discussion takes place well ahead of your scheduled closing. It needs to be in your purchase decision making to avoid the very real potential of owning an aircraft that you can't find coverage on.

STRATEGIES TO MITIGATE IMPLICATIONS

As we've stressed already, a proactive approach and using an aviation insurance broker is key. Beyond that, there are ways you can mitigate a future increase/quote if you have time to plan-ahead. Experience and history are key in insurance policies. Prioritize safety in your operations – both with flight and ground policies and procedures. Standard Operating Procedures (SOP's) and aviation Safety Management System (SMS) adoption may be prudent if not already a part of your operation. Take a page out of professional flight departments/management companies if you aren't one or using one already. Hangar keeper claims continue to be a major thorn in the industries side so review your set-up to ensure risks are mitigated. For owner-pilots, continue to add not only flight-time, but prioritize the type of flight-time you put in your logbook. Turbine experience is a major topic for any aspiring Jet-A jockey.

It's entirely possible that advancements in aviation have a role themselves in reducing risk for underwriters. This issue speaks to two major industry announcements from Pilatus and Piper that respectively work to make a pilot's job easier and provide a revolutionary option for not only pilots but also passengers. That option not only saves the people, but also remarkably the aircraft. As we see how this unfolds along with any other changes to the market, heed the advice to plan-ahead. You'll be happy you did. •