

Owner & Pilot

ADVANTAGE

A Magazine for Owners and Pilots from *Skytech*^{inc.} Publications

General Aviation: Adapting & Persevering Amidst COVID-19

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Navigating in a Changing World



It is amazing how rapidly COVID-19 changed the world and virtually every facet of our daily lives. With respect

to Skytech, we have placed our employees and customer's safety first and foremost. We have implemented a myriad of procedures and protocols to safely operate our service, sales, charter and FBO business units. Whether it be working off site, face coverings, UV light, ozone filtration, disinfectant fabric treatments, health declarations, and regular temperature monitoring; we appreciate the efforts of our entire staff and our clients as we navigate this unique challenge. We're all in this together.

On a positive note, our industry has rebounded and is proving to be quite resilient. As we review in this issue, there are significant tax opportunities that have been enacted to help stimulate economic growth. Also, we are fortunate that the FAA has been able to fully certify new aircraft with revolutionary new systems that create a higher level of safety, reliability, and passenger comfort. This just happens to coincide with the many folks that have the need to travel, but have concerns over the congestion and lack of social distancing in the commercial airline system.

We are cautiously optimistic about the remainder of 2020 and we remain on the lookout for the potential obstacles we may encounter as we navigate the Corona virus environment.

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:

Dave Conover
Executive Vice-President
dconover@skytechinc.com

Market SNAPSHOT

MARKET SUMMARY

Information provided by JetNet (Current as of July 28, 2020)

	FOR SALE (6 MONTH AVERAGE)	ASKING PRICE (6 MONTH AVERAGE)	% FOR SALE (6 MONTH AVERAGE)	DAYS ON MARKET (6 MONTH AVERAGE)
PIPER M350	17	\$1,133,413	16.6%	418
EMBRAER PHENOM 100E	6	\$2,459,000	12.2%	240
CITATION M2	14	\$3,872,667	5.6%	251
KING AIR 250	10	\$3,360,690	4.8%	158
CARAVAN 208B	42	\$1,339,915	2.6%	525
SOCATA TBM-900	9	\$3,327,400	8.1%	162
PIPER M500	9	\$1,770,941	10.8%	100
PILATUS PC-12 NG	47	\$3,866,533	5.1%	201

THE RESILIENCY OF *General Aviation*

BY JUSTIN LAZZERI

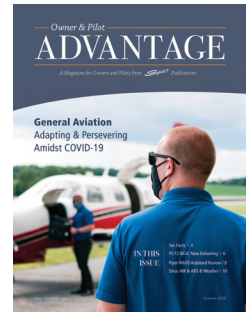
Like the rest of the world, the General Aviation (GA) industry took one on the chin in the middle of March when COVID-19 crashed the party and left everyone scrambling for "what's next?". The news was fast and furious; borders shutting down, trips cancelling, flight operations halted, and businesses reacting. In a matter of hours, the winds of change had shifted from the tail to the nose. That suddenness of change (we pilots often refer to it as "windshear") was probably one of the most memorable components of this time. The world quite literally pivoted overnight and continued to dissolve every day for the foreseeable future thereafter.

After the initial staggering, GA, like the rest of the world, began to find its balance. Bruised and battered, it was still standing, and very much able to react to the fight. You might say that GA was built for a world-wide disaster such as this. All the attributes that made the industry successful and desirable before COVID had suddenly taken on an entirely new level of importance. One of the hallmarks of General Aviation has always been the ability to provide social distancing long before it was an every-day, commonplace term. In every sense, no matter the method of exposure, GA will provide a level of social distancing and flexibility that is unmatched in other areas of travel. It may be for different reasons in a post-COVID world, but the advantages have never rung truer than they do today. Support your business. Visit and attend to family. Transport compromised medical patients. The reasons are as varied as the users, and the users are expanding. Aircraft Charter is often seen as a barometer to gauge the overall health of the industry. If people are flying, everything else tends to roll downhill...fuel, maintenance, training, and sales activity. For comparison sake, Skytech Travel's 2020 June charter hours flown came in at 112% of June in 2019. That trend is echoed across the country with operators seeing an uptick in travel that in most cases reaches at least 70% of pre-COVID activity. That is a sure sign that General Aviation can provide value in an unsettling time.



The Coronavirus Aid, Relief and Economic Security Act (CARES Act) has helped provide the industry with momentum. Besides the job saving Payroll Protection Plan and Payroll Support to Air Carriers, other initiatives are helping to drive business. For charters, there is a suspension of FET tax through December 31, 2020. That effectively makes air travel automatically 7.5% cheaper out of the gate. Our Tax Facts article in this issue discusses another topic that has, and will, drive many aircraft purchases in 2020 – the concept of Net Operating Loss Carryback. This tax incentive can make aircraft ownership extremely enticing for qualified buyers, and like the suspension of FET on charters, it is only here for short time.

COVID-19 has made its mark, and does not look to be going away anytime soon. General Aviation will continue to do what it does best – stay resilient, adapt, and find a way to provide a service that is impossible to duplicate via other methods of transportation. What made GA so alluring before COVID-19, is the same reason it has survived (and in some cases prospered) through it. General Aviation is social distancing at 35,000 feet. It is a bit of security and peace of mind in a world where that is harder to find. It has been, and will continue to be, a very valuable and sought after tool in a toolbox that all of the sudden has a new role to play. •



SUMMER 2020

PUBLISHER
Dave Conover

EXECUTIVE EDITOR AND
WRITER
Justin Lazzeri

COLUMNIST
Justin Lazzeri

GRAPHIC ARTIST
Jennifer Longo

THE ADVANTAGE
MAGAZINE STAFF
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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.

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.

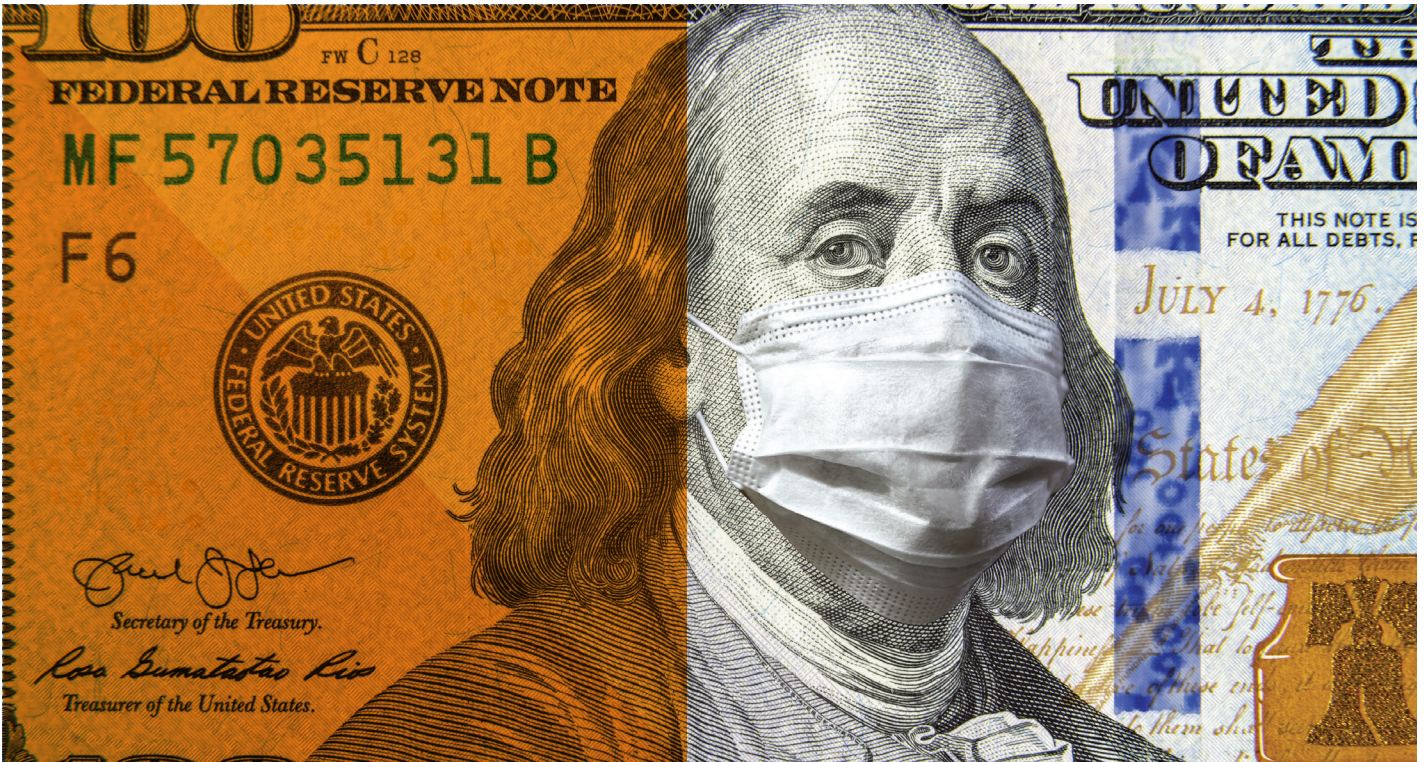
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Tax + FACTS

BY DANIEL CHEUNG CPA - Aviation Tax Consultants

www.aviationtaxconsultants.com



PURCHASING A BUSINESS AIRCRAFT IN 2020:

*The Era of Post-1031
Like Kind Exchange,
100% Bonus Depreciation
and the CARES Act*

Technology is advancing at a lightning pace. Aircraft manufacturers are continuously introducing new aircraft with speed, comfort, and safety enhancements. These improvements have many aircraft owners considering an upgrade to the latest models. When doing so, they should evaluate the following: What are the income tax ramifications in the current tax landscape when like-kind exchange is no longer available for aircraft transactions? How will the CARES Act provisions benefit an aircraft acquisition in 2020?

The Tax Cut and Jobs Act ('Jobs Act'), passed by Congress in December 2017, brought major changes to tax legislation that impacted the aviation community. It eliminated business aircraft from like-kind exchange regulations. Therefore, when a previously depreciated aircraft is sold, it will likely result in gain recognition (depreciation recapture). There is no deferral available on the resulting income tax liability.

The Jobs Act also increased bonus depreciation from 50% to 100%, allowing a business aircraft to be depreciated in full in the year of acquisition. As such, by purchasing a new aircraft and utilizing 100% bonus depreciation, one can effectively defer income tax liability resulting from the sale of the current aircraft.

TRADING UP IN 2020

Below is an illustration for a taxpayer with a fully depreciated 2018 Piper M350, trading up to a Piper M600, with 100% business use in 2020:

M350 Trade-in Value	\$1,000,000	
2020 Taxable Gain		\$1,000,000
Purchase M600	\$3,200,000	
2020 100% Bonus Depreciation		(\$3,200,000)
2020 Net Tax Deductions		(\$2,200,000)

Acquisition of the M600 will produce a net depreciation deduction of \$2.2M in 2020. This equates to a reduction of \$880,000 in income tax payments, at 40% marginal tax bracket.



THE CARES ACT - 2020

The recently enacted Coronavirus Aid, Relief, and Economic Security Act (the CARES Act) reinstates the ability for taxpayers to deduct current year tax losses against income from a prior tax year and receive a tax refund. The concept of a net operating loss carryback (NOLCB) allows income tax payments from up to five years ago to be refunded due to a tax loss

incurred in the current tax year. This may have implications for companies who are looking to purchase a business aircraft in 2020.

For example:

A company has net taxable income of \$3,000,000 in 2020 and are considering the purchase of a 2020 PC-12NGX (\$5,400,000) to help manage and grow their business. Assuming 100% business use of the aircraft for 2020, they would be allowed a \$5,400,000 depreciation deduction for the aircraft. This would eliminate the 2020 tax liability of \$1,200,000, assuming an income tax rate (federal and state) of 40%. The resulting tax loss of \$2,400,000 can be carried back to tax year 2015 and applied against their 2015 taxable income. If the loss is not fully absorbed by their 2015 income, the remaining loss can be carried to 2016, 2017 tax years, etc., until fully absorbed by prior year taxable income.

In this case, the result is a reduction of \$2,400,000 in 2015 taxable income, which would result in a tax refund of \$960,000. Through the purchase of the PC-12 NGX in 2020, the total income taxes saved would amount to \$2,160,000.

2020 Income Tax Savings		
2020 Taxable Income		\$3,000,000
Acquisition of a PC-12 NGX	\$5,400,000	
100% Bonus Depreciation		\$(5,400,000)
2020 Tax Loss		\$(2,400,000)
Income Tax Saved in 2020	40%	\$1,200,000
CARES Act Net Operating Loss Carryback Savings		
2020 Tax Loss		\$(2,400,000)
Income Tax Refund Due - 2015	40%	\$960,000
Total Income Tax Saved		\$2,160,000

While it may be a daunting task to make a significant capital acquisition in the current economic environment, for those companies that are able to weather the storm and position your business for a robust rebound, this tax provision should be carefully evaluated with your tax advisors. •

Daniel Cheung, CPA is a principal of Aviation Tax Consultants, LLC (ATC), with offices in Columbus, Indiana and Scottsdale, Arizona. Since its founding in 2003, ATC has been assisting taxpayers in acquiring business aircraft in a tax efficient manner, while complying with Federal Aviation Regulations and working closely with client's tax and legal advisors. ATC's consulting services include the elimination or reduction of sales and use tax at the time of acquisition, maximization of income tax savings, managing the cost of personal use, the compliance with passive activity loss, hobby loss and other IRS regulations.

PC-12 NGX

Now Delivering to Launch Customers

BY JENNIFER LONGO

The success of the Pilatus PC-12 is difficult to match, thanks to a combination of Swiss engineering and a host of features that make the aircraft so unique. It's versatility and ability to land and take-off in diverse environments make it one of the most sought-after aircraft in business aviation. Just when it seemed as though it couldn't get much better, Pilatus quietly made impressive improvements to the airframe and made the announcement in the Fall of 2019 at NBAA-BACE.

The overall concept hasn't changed. A utilitarian aircraft with incredible versatility and comfort. From the outside, it may be difficult to discern the new NGX from the NG, but there is more to the aircraft than meets the eye.

Taking inspiration from its newer sibling, the PC-24 Super Versatile Jet, the cabin boasts a modernized look. Ten percent larger windows allow more natural light to flood the cabin for a considerably brighter experience. Designed for passenger comfort, the fine leather interior seat backs are now taller than before and can fully recline. The forward lavatory remains the same – a hardwood and fully closeable, private space. The NGX maintains the airframe's signature large cargo door, opening to heated, pressurized, and accessible space for luggage.

Perhaps the most notable upgrade to the PC-12 is what's under the cowling - the PT6E-67XP turboprop engine by Pratt & Whitney Canada. The engine features an Electronic Propeller and Engine Control System including Full Authority Digital Engine Control (FADEC). Enjoy the new low speed propeller mode offering reduced cabin noise.

Pilots will appreciate some of the most advanced technology available in its class, with the Advanced Cockpit Environment (ACE™). The NGX features a touch screen controller with the smart addition of contour grips to help stabilize the pilot's hand for ease of input. A digital autothrottle was added in an effort to reduce pilot workload and allow for an even safer flight. Additionally, Pilatus has included Emergency Descent Mode and a Crew Alerting System.

Unlike its predecessor, the NGX has extended maintenance intervals of 600 flight hours. The time-between-overhaul period has stretched to 5,000 hours as opposed to 4,000. These are welcome changes that allow for significant cost savings, especially for its class.

Delivery of the PC-12 NGX has recently started with its launch customers. HP Inc. Director and former CEO, Dion Weisler received his after purchasing through Western Aircraft in Boise, Idaho after previously owning a 2017 PC-12 NG. Weisler stated, "I really loved my NG, but the NGX takes the PC-12 to an entirely new level. There's something for



everyone: passengers enjoy the modern new cabin, and the auto-throttle, single power lever, and electronic engine controls are a pilot's dream. I am also a staunch advocate for the new Traffic Alert & Collision Avoidance System II (TCAS) option with resolution advisories – the system proved its worth on our very first flight."

The first European delivery went to Dr. Ulrich Byszio in Germany. After receiving his aircraft, Dr. Byszio said, "The PC-12 NGX is the perfect aircraft for my travels around Europe. The combination of its speed, fuel efficiency, comfort and safety record make it ideal for both corporations and owner-pilots like myself. It offers an incredible level of versatility that can't be matched by anything else in this class." Dr. Byszio transitioned from a light jet to the PC-12 NGX.

It seemed like an impossible feat to make one of the most popular and successful aircraft in general aviation even better, but Pilatus has found a way to do just that. Consistently staying ahead of the curve, they're making their firm grasp in the single-engine turboprop market even stronger. •



Visit www.pilatus-aircraft.com or contact a Skytech Pilatus Sales representative at PilatusSales@skytechinc.com for more information about the PC-12 NGX.

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PIPER M600 AUTOLAND

Garmin's Solution to Single Pilot Incapacitation:

Airplanes Ought to Land Themselves

A Pilot's First-Hand Demo Experience

BY JOHN GODFREY

After reading about Garmin's new Autoland capability in the Piper M600 SLS, I called Tony Sammartino, Northeast Regional Sales Manager with Skytech, the Mid-Atlantic and Northeast distributor for Piper, thinking there would be a demo tour. This proved correct and Tony made a date to show me the airplane at BED on March 13. He explained that the chance to experience Autoland would be short-lived because the soon-to-come certification of the system will limit deployment to true emergency situations. Only in the meantime, while still experimental, may it be legally deployed as a test or demonstration.

Some personal background on this subject: Although my wife Elizabeth and I had many great trips in our P-210 with no worries about pilot incapacitation, this picture changed when our twin girls were born. Our mutual question: "what is Elizabeth supposed to do if John keels over—go down with the girls?" This poignant question had 2 apparent answers when asked in 2005, (a) a Cirrus with a parachute or (b) a second pilot.

We examined the Cirrus solution with a trip to a full motion Cirrus simulator in Minnesota. A qualified Cirrus instructor showed Elizabeth the Cirrus-recommended pilot incapacitation drill. This includes (1) assuring that autopilot is engaged in heading and altitude mode, (2) communicating with ATC and squawking 7700, (3) steering with the heading bug according to ATC suggestions or by visually finding a desirable landing spot, (4) climbing with the autopilot if below a recommended AGL altitude, (5) reducing power to slow down and then finally (6) pulling the red handle. Elizabeth performed steps 1-5 until memorized and finally step 6. We experienced a jolt at parachute opening and drifted to the simulated ground. Our reaction: "Really??, the pilot is unable to fly, the rear seat passengers are freaking out, and a non-pilot is supposed to remember all this?" We did not find the Cirrus solution comforting. In our subsequent Meridian and PC-12, we always took a second pilot when flying as a family.

On March 13, accompanied by my Focus Group family, we took off from BED in N60HL, the first Garmin Emergency Autoland M600 SLS. ATC at Worcester had been advised of an Autoland there. Approximately 15 miles north of Worcester at 4500 feet and 175 knots I lifted the guard over the red button on the panel and pushed it. The airplane immediately took command of itself. The airplane selected Worcester for landing based on

proximity, runway length and weather. It further selected the Runway 11 GPS approach. A calm voice announced to all that the Autoland function was engaged and that the airplane would be landing at Worcester. It accelerated to 200 knots to get to its selected airport ASAP. It declared an emergency to ATC, explained what it was doing to ATC and also explained each step to the cabin. It slowed when approaching the Final Approach Fix, announced landing in 5 minutes, lowered the landing gear, extended flaps and, based on OAT, activated deicing equipment.

"As a pilot whose first avionics experience was interacting with a Narco Superhomer, the experience of March 13 was utterly astounding. This is the first General Aviation aircraft to have an approved pilotless emergency auto landing system."

The coupled GPS approach was the only part of the exercise that seemed normal to the otherwise spellbound pilot. Aside from the landing gear and flap selectors in the up position (albeit with 3 green gear lights showing) it was a normal, coupled approach. The voice announced that there would be a solid touchdown and at 50 feet AGL the airplane commenced a flare, reduced power, planted itself on the runway, steered the nose wheel to keep the center line and applied the brakes; bringing the aircraft to a full stop on the runway. We disengaged Autoland at that point but if left on its own it would have shut down the engine, the voice would have announced door opening instructions and the aircraft would have continued to transmit that there was a disabled aircraft on the runway. The Garmin solution proved entirely acceptable and reassuring to all aboard.

As a pilot whose first avionics experience was interacting with a Narco Superhomer, the experience of March 13 was utterly astounding. This is the first General Aviation aircraft to have an approved pilotless emergency auto landing system. Surely the astonishing Garmin system is a harbinger of emergency Autoland becoming standard equipment in all airplanes. When that occurs, passenger fear of single pilot incapacitation will be defeated and a major impediment to general aviation flying will be eliminated. •

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SIRIUSXM AND ADS-B WEATHER:

A Comparison

BY DAVE HUBNER

SENIOR DIRECTOR AVIATION SERVICES, SIRIUSXM

Yes, this is an article comparing SiriusXM and ADS-B weather, and I do work for SiriusXM Aviation. You have a right to be skeptical. I would be. However, I will be as objective as possible, so that at the end of the article you will feel informed of the key differences and ready to select the best inflight weather solution to meet your flying needs.

PRICE: FREE VS. MONTHLY SUBSCRIPTION



Let's start where ADS-B has SiriusXM beat hands down. ADS-B weather is part of the 2020 ADS-B mandate. Equip your aircraft with ADS-B and you have the option to receive ADS-B weather free to offset the expense of equipping for the mandate. 'Option' is the key word here. The 2020 mandate does not require you to use ADS-B weather; you have the option to use SiriusXM, ADS-B weather, both or neither. Back to price. SiriusXM has weather packages starting at \$30 per month

and also offers a six month suspend program. This allows you to receive SiriusXM weather for \$180 (plus taxes) for six months and then suspend your service for the six months that you do not need the service. This is perfect for pilots who are primarily concerned with seasonal convective activity. SiriusXM offers four package options that range from the core weather information all pilots need to weather products that would be beneficial for owner-operators that use their aircraft for business purposes or fly frequently in all conditions.



SERVICE DELIVERY: GROUND-BASED NETWORK VS. SATELLITE DELIVERY



After price, the biggest difference between ADS-B weather and SiriusXM is the service delivery. SiriusXM Aviation's weather service is delivered via satellite. ADS-B's weather service is delivered via a ground-based network which can lead to altitude limitations and line-of-sight service interruptions. Most pilots will not be able to access ADS-B weather data until after they take off and reach a minimum altitude, which varies by location and proximity to the nearest ADS-B weather transmitters, and any line-of-sight obstructions.

The ADS-B service is also deployed in altitude tiers which limits the weather information available to a pilot.¹ SiriusXM Aviation Weather utilizes a satellite broadcast available coast-to-coast at any altitude, so all SiriusXM weather information is available to the pilot – even on the ground before takeoff.

SERVICE FEATURES: VARYING VS. SEAMLESS



Resolution, detail and coverage are another area of differences between SiriusXM Aviation and ADS-B weather. SiriusXM offers seamless, nationwide composite reflectivity radar and two types of lightning strikes. ADS-B offers two types of limited composite radar and only one type of lightning strike. The ADS-B regional radar is 2.5 KM resolution and is only available for 250 Nautical Miles (NM) around the aircraft. The CONUS radar is available for 251+ NM around the aircraft, is a much lower (less accurate) resolution at 10 KM, and is only available starting at the Medium Tier Altitude service. With the satellite broadcast, SiriusXM's composite reflectivity radar is available across the contiguous U.S. with the same consistent 2 KM radar resolution coast-to-coast, which is always better than ADS-B regardless of distance from the aircraft.

ADS-B provides only cloud-to-ground lightning strike information. SiriusXM offers both cloud-to-cloud and cloud-to-ground lightning strikes – nationwide. It is important to note that the initial phase of a developing thunderstorm is primarily made up of cloud-to-cloud lightning. Many of ADS-B's other products are subject to altitude tiers and cannot provide the full nationwide product detail. For example, the aircraft must be within 100 NM to receive certain ADS-B information such as TFRs (Temporary Flight Restrictions).

The SiriusXM Aviation satellite service provides all available weather

including TFRs throughout the entire U.S. (excluding Hawaii and Alaska) eliminating the pilot's need to wait until they are at the right altitude or distance to receive the same weather information from ADS-B.

UPDATE RATES: 5 MINUTES VS. 2.5 MINUTES



SiriusXM and ADS-B weather have differing product update rates. Composite reflectivity radar is one of the most critical weather product for pilots, and lightning is a secondary key product. Both help pilots avoid dangerous convective weather activity. SiriusXM delivers one consistent, coast-to-coast composite radar product that updates every 2.5 minutes.

ADS-B offers two different composite products, both of which have slower updates than SiriusXM's composite radar. ADS-B's regional radar covers 250 NM from the aircraft and updates every 5 minutes. ADS-B's CONUS radar is available beyond 250 NM from the aircraft and updates every 15 minutes. The ADS-B lightning service updates every 5 minutes while SiriusXM's service updates every 2.5 minutes.

WEATHER PRODUCTS: LESS VS. MORE



The final distinction is in the number of weather products ADS-B and SiriusXM offer. SiriusXM delivers a larger set of weather products than ADS-B. For example, SiriusXM offers base reflectivity radar while ADS-B does not. Base reflectivity radar is from the lowest radar tilt and lets you know what precipitation is coming out of the bottom of the storm cell and is especially beneficial to pilots flying under 10,000 ft.

These additional SiriusXM products provide more information and detail not available via ADS-B. ADS-B offers several products that SiriusXM does not, however we have not received many requests from pilots to add those products to our service. If there are products or enhancements that you would like to have added to SiriusXM Aviation, please e-mail me with your recommendation.

SIRIUSXM AVIATION TRIAL OFFER

If you've gotten this point in the article, thank you! Hopefully, you found it to be objective and are more informed of the key differences between the services. I encourage you to experience these differences for yourself and choose the service that works best for you. If you are not currently subscribing to SiriusXM Aviation and have a SiriusXM eligible receiver, I would be happy to offer you a free two month trial of SiriusXM Aviation and Entertainment. To get the two month trial and associated details, go to Current Offers at aopa.org/SiriusXM. If you're buying a plane from Skytech, even better news! You're eligible for a three month trial when purchasing a SiriusXM-enabled aircraft.

Email dave.hubner@siriusxm.com

¹ FAA Advisory Circular AC NO: 00-63A Change 1 Subject: Use of Flight Deck Display of Digital Weather and Aeronautical Information



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S a Word to the Wise

BY JUSTIN LAZZERI - Vice President of Aircraft Operations

These are a few topics worth keeping your eye on amidst COVID-19 in 2020.

Insurance Market

The insurance market continues to be in a correction after nearly 12 years of being very favorable. Don't wait until the last minute to plan for your renewal, or to lock up a policy for a new aircraft purchase.

Work hand-in-hand with a trusted broker and do your part to present a favorable portfolio for underwriters to review. Experience, training and a clean record – as they are in most times – is a fantastic place to start.

Training Slots

Training providers have been doing their part to keep the industry safe and moving along as close to normal as possible. That is hard to do when the landscape seemingly changes daily. As was the advice for insurance, plan ahead for upcoming training and keep your eye on a booked slot after you do. States throughout the country are impacted by COVID-19 differently, and some impacts could infiltrate your training plan. Another point to consider, is an unknown number of pilots who either took advantage of relaxed calendar tracked training requirements, or simply chose to shelve any training during these times. Those pilots will need to schedule training at some point, and it could create a rush on providers. Plan ahead.

Maintenance

Aircraft Maintenance facilities have stayed rather busy though COVID, as many owners have opted to take care of necessary work when travel demands may not be as much as normal. This can be an excellent time to down your airplane for some TLC. At Skytech, we're doing our part to ensure aircraft are safe to work on for employees and safe to fly for customers. Extra disinfecting steps are being taken both before and after work is complete.

2020 Industry Shows

If you were hoping to see an aircraft, company, or service up close and personal at a trade show this year, you may unfortunately be short on opportunities. Airventure, NBAA, and most regional shows have been cancelled by COVID-19. That doesn't mean you're out of luck. Contact those dealers, companies, or service providers if you are interested in setting up a personal viewing – many will be more than happy to set up a personal viewing with safety measures in place. •