

Owner & Pilot

# ADVANTAGE

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



## Piper Introduces the *M700 FURY*

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### The Value of Superior Support



In the realm of aviation, where innovation meets the clouds, the buying and selling of aircraft are such

dynamic processes influenced by various factors ranging from technological advancements to market trends. Several key aspects encompass the sales process, but an aspect that we often see overlooked in the industry is the Post-Sale Support.

One saying at Skytech has always been, "We don't want to sell you one airplane...our goal is to sell you several airplanes!" The only way to achieve that goal is to provide superior support after the sale. Providing post-sale support can help facilitate a smooth transition for the buyer. This may include assisting with aircraft delivery, coordinating training for new owners and pilots, offering guidance on maintenance and operational matters, or simply being a phone call away for a quick question on a Saturday afternoon. All of which we are well versed in providing with the aircraft that we sell and service. Whether you have purchased one or seventeen aircraft from Skytech over the past 48 years, know that we truly appreciate your business and value the trust placed in us.

As the show season shifts into high gear, we hope that we see many of our old customers, as well as meet our newest and future customers at these upcoming events. Be sure to visit our website for upcoming events and shows this summer and fall. See you there!

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: Rick Shepard Executive Vice-President of Operations rshepard@skytechinc.com

# Market Snapshot

MARKET SUMMARY Information provided by JetNet (Current as of May 23, 2024)

AIRCRAFT MAKE AND MODEL	FOR SALE (USA/International)	ASKING PRICE (12 month average)	% FOR SALE (12 month average)	DAYS ON MARKET (12 month average)
Piper M350	14 / 7	\$1,382k	11.2%	124
Piper M600/SLS	15 / 4	\$3,426k	10.1%	117
Citation M2 (Gen 2)	4 / 1	\$6,275k	8.2%	121
King Air 250	5 / 2	\$5,630k	2.6%	128
Caravan 208B	2 / 19	\$2,250k	1.4%	206
Socata TBM-900	7 / 1	\$2,975k	7.3%	190
Pilatus PC-12 NGX	6 / 7	\$6,811k	3.8%	99
Pilatus PC-24	6 / 11	\$11,138k	7.1%	151

### SCHEDULE OF 2024 EVENTS\*

#### Women in Aviation

Orlando, FL  
March 21-23

#### Sun 'N Fun

Lakeland, FL  
April 9-14

#### POPA Annual Convention

Colorado Springs, CO  
June 5-7

#### EAA AirVenture

Oshkosh, WI  
July 22-28

#### NBAA

Las Vegas, NV  
October 22-24

#### PMOPA Convention & Fly-Out

Houston, TX  
November 1-3

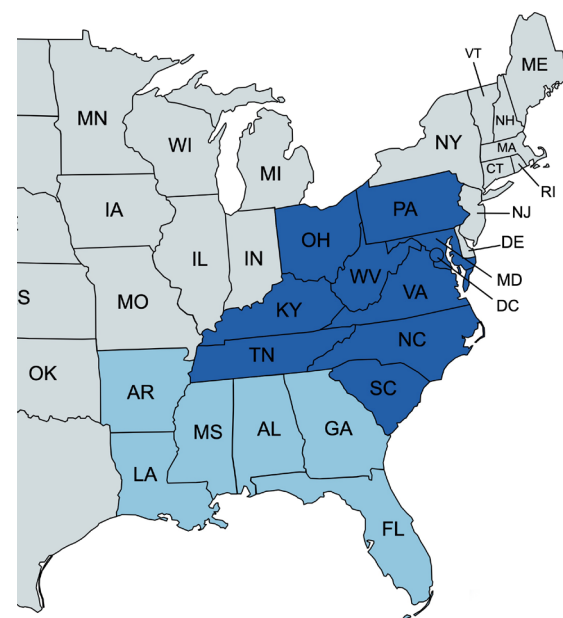
Visit [www.skytechinc.com](http://www.skytechinc.com) for the most up-to-date show schedule.

\*Event times/dates/attendance subject to change. Call Skytech at 888.386.3596 to confirm event details.

# Recent

# Highlights

## TERRITORY EXPANSION

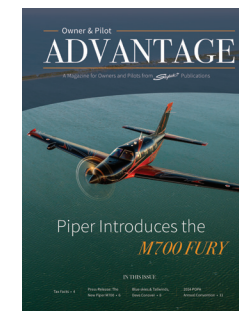


On January 1, 2024, Skytech's Pilatus sales territory expanded to include Arkansas, Louisiana, Mississippi, Alabama, Georgia, Florida and the Caribbean. We are committed to providing exceptional customer service as we begin working in this new region and continue serving the Mid-Atlantic.

## WELCOME, SCOTT DUCKER!

Skytech is excited to welcome Scott Ducker back to the team as a Pilatus Sales Representative! Scott's extensive aviation knowledge and familiarity with the Southeastern territory make him the perfect fit for this position. He is a former Skytech employee, having been part of the team briefly beginning in 1995. He also brings his previous experience working with Pilatus in Broomfield, Colorado.

In 2001, he started his career with Epps Aviation in Georgia, selling the Pilatus PC-12 and, eventually, the PC-24, where he remained for over 20 years until his departure in March 2024. With Skytech, Scott continues representing the aircraft in Arkansas, Louisiana, Mississippi, Alabama, Georgia, Florida, and the Caribbean. To reach Scott Ducker, please e-mail [SDucker@skytechinc.com](mailto:SDucker@skytechinc.com).



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THE ADVANTAGE  
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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.

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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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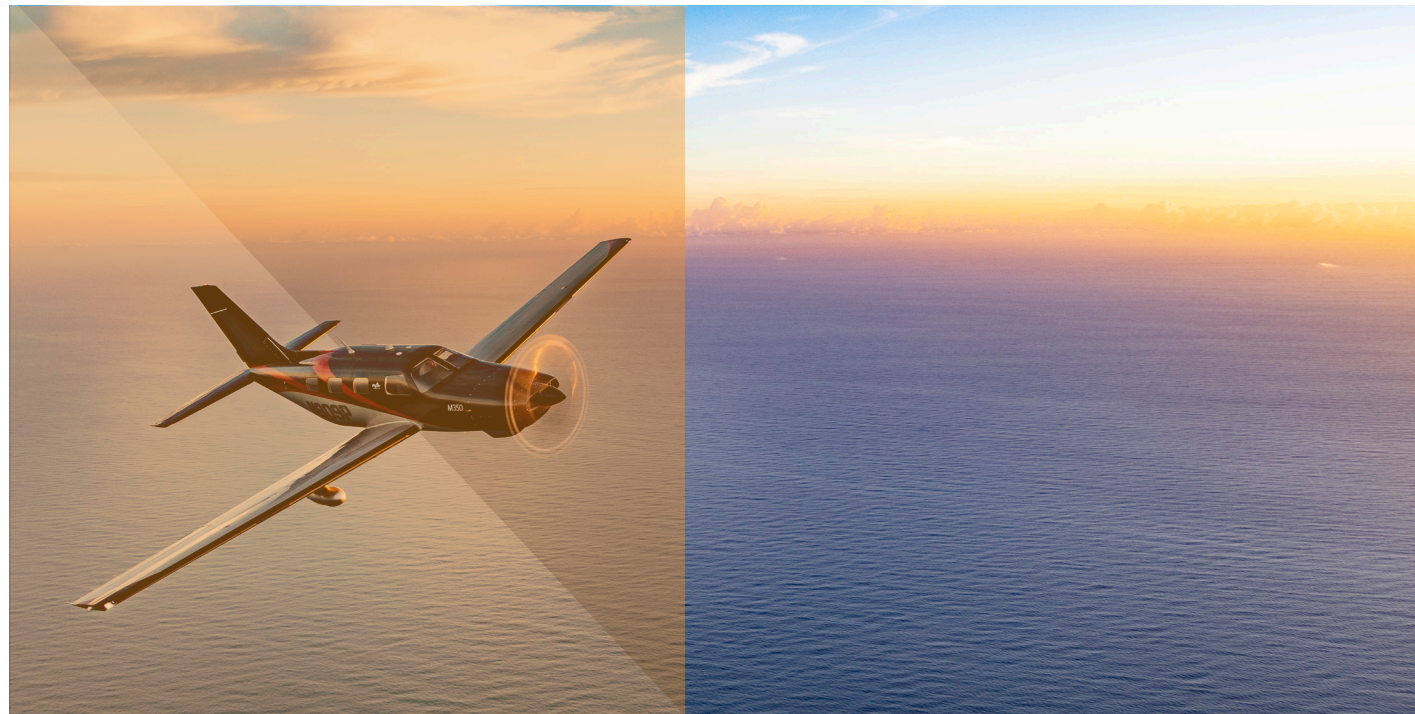


# Tax + Facts

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## “IRS Crackdown” on Private Jet Usage to Focus on Appropriate Record-Keeping & Reporting: Advocate Clients are Well-Equipped for the Challenge

On February 21, 2024, the IRS announced it will use enforcement funds from the Inflation Reduction Act (PL 117-169) to initiate “dozens” of new audits focusing on tax noncompliance around personal usage of business aircraft by large corporations, partnerships, and high-wealth individuals. This effort is purportedly designed to identify if further audit activity is warranted. According to IRS Commissioner Danny Werfel, “The IRS is concerned that the use of these jets isn’t being properly allocated between business and personal activities,” noting that, “Personal use of corporate jets and other aircraft by executives and others have personal and business tax implications.”

This insight, that personal use has complex implications across a taxpayer’s business and personal returns, is one that aircraft specialists have been aware of, and accounting for, for more than a decade. The proposed and final Reg. 1.274-10, Personal Use Disallowance Rules for Aircraft, guided the development and implementation of advanced software by industry leaders . Properly developed software is designed to equip clients and preparers to properly allocate use, disallowance, fringe benefit income, and depreciation disallowance.

The Commissioner clarified, in speaking with the media, that the new examinations will look for potential violations of:

- Code Sec. 280F qualified business use and business aircraft depreciation rules
- Reg §1.274-10 personal use disallowance rules for aircraft
- Reg §1.61-21 income inclusion rules for fringe benefits like air travel

In explaining the effort to the media, the Commissioner conceded that, “this is a complex area of tax law and recordkeeping can be challenging.” The IRS’s own software has, up to now, been unable to efficiently and effectively complete the necessary analytics to properly evaluate the application of the law and regulations to taxpayer deductions.

For those general aviation owners not yet working with specialized advisors, we encourage you to talk with your current tax professionals about the tools that they have to assist you in this challenging area and if further guidance may be needed. There are a number of “traps” in the methodology in the regulations that can result in substantial lost deductions, or overstatement of available deductions that are very difficult to properly handle without a specialized focus.

General aviation aircraft are essential to building, growing, and maintaining the American economy. In over twenty-five years of operation, working with clients across the United States, we have been honored to work with clients using aircraft to accomplish incredible advances in a wide range of critical industries. Simultaneously, we have witnessed an increasing complexity in legal and regulatory requirements, and reporting needs in the area of tax. We encourage everyone in this industry to take heed of this announcement and ensure that you are avoiding tax traps and protecting important and allowed business deductions through complete and accurate recordkeeping, reporting, and advice. •

### Suzanne Meiners-Levy

Shareholder of Advocate Consulting Legal Group, PLLC



Suzanne Meiners-Levy is a Partner and the Pro Bono Coordinator at Advocate Consulting Legal Group, PLLC (ACLG). ACLG is a boutique legal practice consisting of a team of tax and legal professionals, whose primary focus is to provide turnkey Aviation “TLC”, or assistance with Tax, Legal, and Compliance matters for general aviation aircraft owners and operators. Suzanne has worked on hundreds of aircraft transactions on behalf of aircraft owners and operators, successfully represented clients in local, state, and federal audits, and has been certified as an aircraft leasing expert witness in both state and federal courts. She is a member of the Bar in Florida, Texas, Tennessee, New York, and the United States Tax Court. She is a sought-after public speaker on tax matters, presenting at a range of aviation professional events, and authors quarterly tax columns for several aviation publications. Suzanne graduated summa cum laude from Vanderbilt University and magna cum laude and Order of the Coif from NYU School of Law. She currently serves on the Board of Directors of and Executive Committee of Juvenile Law Center and is a Program Director and Team Coach for Odyssey of the Mind.



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# Piper Announces the *M700 FURY*

The Fastest Single Engine Piper Ever Built

VERO BEACH, FL, February 6, 2024 – Piper Aircraft, Inc. announced today a new model in its PA46 line of high-performance aircraft—the Piper M700 FURY—a single-engine, 700 shaft horsepower, cabin-class turboprop.

The Piper M700 FURY represents the first step towards a new generation of the M-Class family, outperforming past PA46 models and several competitive aircraft in performance, operational cost efficiencies, and overall value. Powered by the Pratt & Whitney PT6A-52 engine, the M700 FURY boasts a maximum cruise speed of 301 kts with a max range of 1,149 nm / 1,849 km (at max cruise speed, 1,424 nm at normal cruise speed) while maintaining its Basic Med compliant 6,000-pound MGTOW limit.

At a 301-knot max cruise speed, the M700 FURY stands alone as the fastest single-engine aircraft in Piper’s enviable 87-year, 134,000 unit production history, and it’s the second fastest model of all time. Only the mighty Piper Cheyenne 400LS turbine twin is faster.

**Key performance highlights in different phases of flight include:**

- **Take-off Performance** – TOFL distance over a 50’ obstacle at SL, STD day MGTOW is a classleading 1,994 ft., representing a 641 ft., 24 percent improvement when compared to the M600 SLS that it replaces. That TOFL performance is also 1,198 ft. (38 percent) shorter than a competing single-engine jet.
- **Initial Climb** – after a MGTOW departure, the M700 enjoys a class-leading 2,048 fpm climb rate, 32 percent better than the M600.
- **Climb to Altitude** – settled into the climb, the M700 FURY reaches a comfortable FL250 in 13.9 minutes (34 percent quicker than the M600) after covering a short 34-mile distance (35 percent less distance than prior) while only burning 97 lbs. of fuel (25 percent less fuel than the M600 and nearly 50% less fuel than a single-engine jet competitor).
- **Cruise** – 301-knot max cruise speed.
- **Landing Performance** – Landing over a 50 ft. obstacle, the M700 FURY continues its classleading performance, achieving a 26 percent reduction versus the M600 and within half the ground roll distance of some competitors.

“The M700 FURY is a beautifully efficient, cross-country thoroughbred that gives our customers a performance-based flight experience with economics never seen before,” said Piper President and CEO John Calcagno. “We listened, and we delivered. The M700 FURY encompasses power, performance and the most advanced safety measures available today and an overall value proposition that is extremely compelling to individuals and corporate flight departments alike.”

Airframe changes to accommodate the more powerful engine include a redesigned, more efficient intake plenum that improves ram air recovery, new engine mount assemblies and an improved exhaust stack design that maximizes residual thrust.

The M700 FURY features Garmin’s G3000® avionics system—a touchscreen-controlled glass flight deck. The G3000 avionics suite is the most sophisticated Garmin technology available and offers the most comprehensive, intuitive and technologically advanced package in today’s market. It all comes standard in the M700 FURY along with the HALO Safety System (including Garmin’s Autoland technology) that was first certified in the M600/SLS.

The new model will retain Garmin’s PlaneSync™ technology, which includes a 4G LTE Cellular and WiFi® datalink that enables new avionics capabilities to streamline an aircraft owner’s pre-flight and post-flight activities. Piper is also first-to-market with Garmin’s remote aircraft status capability enabling owners to remotely check the fuel quantity, aircraft location, oil temperature, battery voltage, the current METAR at the aircraft’s location and more via the Garmin Pilot™ application. PlaneSync technology also automatically downloads databases wirelessly while the aircraft is powered down and the owner is away from the aircraft.

This new aircraft includes six (6) new interior schemes, featuring new leathers and aesthetically styled seats that have been thoughtfully crafted with the customer in mind.

FAA certification for the aircraft will be achieved before the end of Q1, 2024 with deliveries starting immediately thereafter. International validations for Canada, EASA, the UK, and Brazil will be achieved in the second half of 2024, with customer deliveries in those regions before the end of the year. •



Equipped with the latest technology and *safety features*, including Garmin Autoland and Autothrottle.

<p>301 kts Max Cruise Speed</p>	<p>3,432 ft. per minute Rate of Climb</p>	<p>1,994 ft. Takeoff Distance <i>(Over 50' Obstacle)</i></p>
<p><b>Engine</b> Pratt &amp; Whitney PT6A-52 Flat-Rated Horsepower at 700 SHP</p> <p><b>Propeller</b> Hartzell 5-Blade Constant Speed Fully Reversible</p> <p><b>Fuel Capacity</b> Useable 260 US gal</p>	<p><b>Max Cabin Differential</b> 5.5 psi</p> <p><b>Max Approved Altitude</b> 30,000 ft.</p> <p><b>Landing Distance</b> <i>(Over 50' Obstacle)</i> 1,950 ft.</p>	<p><b>Maximum Takeoff Weight</b> 6,000 lb</p> <p><b>Maximum Ramp Weight</b> 6,050 lb</p> <p><b>Standard Empty Weight</b> 3,730 lb</p> <p><b>Standard Useful Load</b> 2,220 lb</p>



Scan to View the M700 Spec Sheet

- HALO Safety System**
- Garmin Emergency Autoland (fully autonomous)
  - Auto Throttle
  - Radar Altimeter
  - Enhanced AFCS Enablement
  - SurfaceWatch
  - Synthetic Vision
  - SafeTaxi
  - TerminalTraffic

# *Blue Skies & Tailwinds,*

## Dave Conover

BY JENNIFER LONGO - Director of Marketing, Skytech



David Everett Conover

*June 16, 1961 - January 19, 2024*

It's rare and special to encounter an employee who excels in their job and embraces the company culture with such fervor that they become a part of its fabric. In 1982, Skytech was lucky to welcome Dave Conover, a shining example of a team member whose loyalty and dedication had been unwavering. His influence extended far beyond our company, leaving an indelible mark on the aviation industry that will continue to inspire for years to come.

From the beginning of his career as an Avionics Installation Technician at Dassault Falcon and, eventually, Skytech, then known as Stephenson Aviation, Dave embarked on a journey through many milestones. His relentless pursuit of knowledge and skills initially led him to earn his A&P certificate at the Spartan School of Aeronautics, helping propel him into the maintenance team, where he eventually became a Team Leader. In early 1984, Skytech sold one of the first Piper Malibus delivered in the United States, and Dave's team was at the forefront of maintaining every system in the airplane.



In 1991, Skytech shifted its focus toward selling used aircraft. Dave, now leading the company's engineering efforts, worked on making significant modifications to the existing Malibu fleet. He was responsible for obtaining Supplemental Type Certificates (STC), which included a complete interior upgrade and a first-of-its-kind, one-piece heated windshield. He quickly found himself traveling worldwide to inspect pre-owned airplanes that became candidates for the STCs.

But Dave didn't stop there. Learning to fly would be a pivotal step in his career, as it would give him a firsthand understanding of the challenges and joys of aviation. Thus, he earned his Private Pilot License, along with his instrument and commercial ratings. This decision broadened his skill set and deepened his connection to the industry and the people he served. At one point, he was the Only Authorized Sales Representative approved to fly a



Cessna factory C-208 Caravan demonstrator without being a Cessna employee. Impressively, Dave amassed over 4,000 hours of flight time in many aircraft models throughout his career.

Dave's involvement with nearly every aspect of the business was a testament to his versatility. His wealth of experience and vibrant personality made him a natural fit for the sales department. He seamlessly transitioned from maintaining aircraft to selling various models, including the Piper product line, Cessna Caravans, the Pilatus PC-12, and, several years later, the PC-24. His in-depth understanding of the products and the industry allowed him to assume a leadership role in the sales department. In 2003, he led the world in Caravan sales, which is an incredible accomplishment in itself. And while his presence primarily dominated maintenance and sales, his skills were also instrumental in moving Skytech into the charter business.

Beyond his obvious professional abilities, Dave had a natural ability to bring joy and laughter to those around him. His knack for being the life of the party at any social gathering and his genuine kindness made him a beloved figure in the lives of many. Despite facing many challenges in recent years, he always displayed remarkable bravery and maintained an optimistic outlook, never wanting to burden others with his circumstances. Dave dedicated over four decades to Skytech, where he finally retired as the Senior Executive Vice President.

On January 19th, 2024, we sorrowfully said goodbye to Dave after a long and courageous battle with multiple myeloma. His loss has been felt within Skytech and stretched far beyond our walls, as his presence impacted many people throughout the aviation industry. His absence leaves an irreplaceable void, but his memory will continue to guide and inspire us. He left a lasting legacy that will always be remembered and honored.

*Blue skies and tailwinds, Dave. •*



# THE SUPER VERSATILE JET

Discover how the PC-24 breaks all existing notions of what a business jet can do.

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Authorized Sales Center

 **Crafted in Switzerland**



## 2024 POPA *Annual* Convention

BY LORI LUCION - Marketing Director, POPA

Another successful POPA Convention is in the books, and it was hailed as one of the best yet! The 28th Annual Operations and Safety Convention hosted approximately 240 attendees, including POPA members, their guests, vendors, and representatives from Pilatus and Pilatus Sales & Service Centers. Held at The Broadmoor in Colorado Springs, CO, the venue was perfect!

The convention kicked-off with a warm welcome reception, offering attendees delicious food and drinks to enjoy while catching up with old acquaintances and making new connections. The first day launched energetically with a keynote address by Sean D. Tucker, known for his enthusiastic and flawless aerobatic performances.

Maintaining a strong emphasis on safety, the sessions delved into crucial topics like "Hypoxia Awareness and Effects," "The Invisible Thread of Loss of Control in Flight," and "Don't Be That Pilot." Following an information-packed day, the atmosphere transitioned to fun and games as everyone gathered on The Broadmoor's West Tower Lawn for games, delicious food, and further networking opportunities.

After a second day filled with presentations, the event concluded with a delightful dinner and a lively auction. The auction featured exciting items, including upset recovery training by acclaimed aerobatic champions Sean D. Tucker and Patty Wagstaff, along with extraordinary experiences at Pilatus Switzerland and Pilatus Australia. POPA President Paul Bell, took on the role of auctioneer and kept the energy and bidding high during the event!

Preparations are already in progress for next year's convention, scheduled to take place at the Renaissance in Nashville, TN from June 12 to 14, 2025, so mark your calendars and plan to attend! •



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## *S* a Word to the Wise

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BY SEAN WALLACE - Director of FBO Operations/Safety Manager, Skytech

### *Thunderstorm Safety*

Navigating through thunderstorms can be a daunting prospect for general aviation pilots. The unpredictable nature of thunderstorms presents significant hazards, such as severe turbulence, lightning, hail, and heavy precipitation, which can pose serious threats to aircraft safety. Understanding thunderstorm safety in general aviation is paramount for pilots and passengers alike in light of these dangers.

One of the fundamental principles of thunderstorm safety is avoidance. Pilots should receive thorough training in interpreting weather forecasts and reports and be equipped with the knowledge to recognize and avoid thunderstorms before they become a threat. Utilizing weather radar systems and satellite weather imagery can also aid in identifying and circumnavigating thunderstorm cells, thus enhancing overall safety.

If a pilot inadvertently encounters a thunderstorm, proper decision-making becomes critical. Pilots should prioritize the safety of the flight and its occupants by promptly seeking deviations around the storm, if feasible. Additionally, maintaining open communica-

tion with air traffic control to request altitude or route changes can help avoid the most hazardous areas within a thunderstorm.

It is imperative for pilots always to exercise caution and never attempt to penetrate or fly close to a thunderstorm, as the risks can be severe. Seeking suitable alternatives, such as altering the flight path, diverting to an alternate airport, or holding until the weather improves, is prudent to ensure safety.

Furthermore, staying informed about the latest weather updates and heeding severe weather warnings are essential for safe flights. Employing comprehensive pre-flight planning and continuous in-flight weather monitoring can aid in making informed decisions regarding thunderstorm avoidance and safety procedures.

Ultimately, thunderstorm safety in aviation requires a proactive approach that prioritizes preventative measures and prudent decision-making. By being well-informed, exercising caution, and embracing a safety-first mindset, pilots can confidently navigate the skies and protect the well-being of all those aboard their aircraft. •