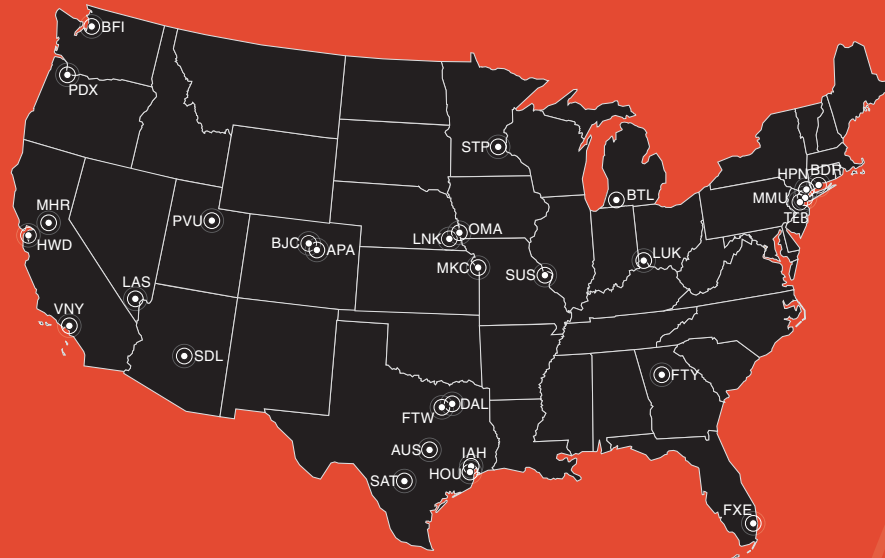


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How Duncan Aviation Can Help

Duncan Aviation has ADS-B Out upgrade options available for operators at facilities located throughout the United States. We are able to help operators right now in their choice of location and schedule. One of the main things operators need to keep in mind is that in addition to having ADS-B capable equipment installed in their aircraft, the FAA requires that equipment be tested and certified through an STC or major alteration approval utilizing an STC approved Transponder-GPS pairing.

Duncan Aviation holds or has access to more than 37 different ADS-B STCs on various aircraft. The company is authorized by Rockwell Collins to perform and certify upgrades to the TDR-94 and TDR-94D transponders. And Duncan Aviation assisted ACSS in the development of the NXT-700 transponder AML STC to replace existing MST-67A transponders, which are now available and in stock.

Installations can be performed at Duncan Aviation's three main full-service locations in Battle Creek, Michigan, Lincoln, Nebraska, and Provo, Utah, as well as at more than 20 satellite avionics facilities and work-away stations located at high-traffic corporate jet airports throughout the United States.

37 **REQUIRED** STCs AVAILABLE



ADS-B NOW

6,000

U.S. business aircraft still need to be equipped with ADS-B Out!

167
EVERY MONTH from now until



"We locked in time for February 2017 at the Duncan Aviation Battle Creek, Michigan, facility to get our ADS-B upgrades for our 560XL," says Ed Hillman, Director of Maintenance for two Citations. "We fly 400 hours each year, so the 560XL is needed almost daily for flying. Everyone in the industry seems to be putting off the upgrades, and, in our opinion, there'll be a rush of operators trying to get their aircraft in compliance at the last minute, and there won't be hangar space or enough qualified technicians available."



“That deadline is coming fast, and we can’t afford to have our aircraft AOG,” says Ed Hillman.



RISK WAITING & FIND YOURSELF



AOG



DEALING WITH SCHEDULING CONFLICTS



PAYING HIGHER PRICES

AIRCRAFT VALUE

FOR SALE

\$\$\$\$ WITH \$ WITHOUT

ADS-B OUT SOLUTION



ACSS NXT-700 replacing **MST-67A Transponders**
IN STOCK • • •

Why NOW is the Time to Complete the ADS-B Mandate

The business aviation industry has been talking about the upcoming mandate for ADS-B Out avionics equipment for years. Many operators have been reluctant to complete the requirement early. Yet the leaders in the FAA, GAMA, NATA and NBAA say operators need to be complying NOW.

The reality is there are at least 6,000 business class aircraft in the United States that still need to equip their aircraft for ADS-B Out. They have until December 31, 2019, to do this or they won't be flying inside Class A, B or C airspace. In fact, they run the risk of being AOG and not being able to fulfill their mission for their companies and flight departments.

Aircraft owners who wait to equip will most likely face scheduling pressure and higher installation costs. Duncan Aviation has capacity now.

Still not convinced? Let's look at the four myths operators state for waiting to upgrade, and why those excuses could lead to trouble come January 1, 2020.

At the EAA AirVenture Air Show in Oshkosh, Wisconsin, FAA Administrator Michael Huerta reiterated that the mandate deadline will NOT change.

MYTH #1: There is Plenty of Time

January 1, 2020 is a long ways off, but if you look at previous FAA mandates, most recently the push for RVSM, the industry will experience huge capacity issues that you don't want to get caught up in.

Business aircraft operators in the United States have less than 36 months remaining to equip the entire fleet with ADS-B Out avionics equipment. That means 167 aircraft need to be upgraded EVERY MONTH from now until the mandate.

If you wait too long, you will be in a situation where the installation prices will be more, based on simple supply and demand, and you run the risk of not being able to complete the work at the most qualified shop. By scheduling now, you will see better pricing and will be able to schedule the upgrade to fit your flight requirements and calendar.

MYTH #2: The Deadline Will Extend

We feel confident in saying that this won't happen. At the EAA AirVenture Air Show in Oshkosh, Wisconsin, in July, FAA Administrator Michael Huerta reiterated that the mandate deadline will not change, and he encouraged general aviation owners to upgrade their equipment now, adding that it's a smart move. The FAA says there will not be an extension. They have outlined their NextGen initiative and it includes ADS-B technology. Customers in the Far East, Australia, Hong Kong and Singapore all thought the same thing when the deadline to their mandate was December 12, 2013. It was not extended. The FAA has given our industry 10 years to comply. January 1, 2020, is the deadline. The time to schedule is NOW.

MYTH #3: The Prices Will Drop

This is an interesting thought, and we have heard many customers state this. If you resort to common sense, though, when was the last time you saw prices fall for something that was required and limited in number. It is our sincere belief that as the mandate approaches, prices will increase. We hate to see customers pay more because they procrastinated.

MYTH #4: We're Going To Sell Our Aircraft Anyway

This reason doesn't hold water. The ADS-B mandate will be required for the aircraft's new owner as well. Duncan Aviation's aircraft sales and acquisitions team tells us, whether or not an aircraft has an ADS-B Out solution is already affecting its resale value. Those with the capability simply sell for more than those without, typically at a dollar for dollar match. So you either pay now for the upgrade or you potentially will see a decrease in the selling price.



SCHEDULE NOW



Rockwell Collins AUTHORIZED

TDR-94 TDR-94D Transponders

