



AIRCRAFT CONSIGNMENT SALES & ACQUISITIONS INFORMATION

COMPLETE AIRCRAFT SALES & ACQUISITION SERVICES

Decades of experience in the turbine resale market have given us a wide spectrum of clients and contacts. This makes Duncan Aviation a great choice when you're looking to buy or sell an aircraft. Unlike the majority of brokers and sales agents, whose service is limited to the buying and selling of airplanes, Duncan Aviation's sales staff is backed by the full resources of one of the world's most capable turbine maintenance and modification organizations.

AIRCRAFT CONSIGNMENT SALES

By selecting Duncan Aviation as your partner in selling your aircraft, you can be assured lower stress with professional representation, tailored to your preferences. We provide comprehensive aircraft consignment services while reflecting your expectations and desires. From the proper valuation to effective marketing, from sales representation to contract negotiation, from closing details to technical consultation during the purpurchase evaluation, we work tirelessly to maximize the return on your aircraft investment.

AIRCRAFT ACQUISITION

Acquiring an aircraft that meets your needs and minimizes your risk is time-consuming and complicated. As with any major investment, you should hire a consultant who works in the market full-time. Aircraft magazines and the internet provide limited access to available aircraft, and don't portray your options on an equal comparison basis. Without professional guidance, you won't know how good your aircraft purchase was until you try to re-sell it.

OUR TEAM

Duncan Aviation's Aircraft Sales and Acquisitions team is comprised of technical aircraft sales consultants, each with an average 25 years of aviation experience. Backed by in-house flight operations staff and 2,150 airframe, engine and avionics technical specialists located around the world, Duncan Aviation has first-hand access to, and knowledge of, the aircraft marketplace unmatched by any other broker or acquisition organization. These resources provide insight into desired options, upcoming mandates, maintenance forecasts and business relationships.

Trust, speed and accurate information are critical in any transaction. The Duncan Aviation Aircraft Sales and Acquisitions team has 24/7 direct access to the industry's most experienced aircraft support technical experts. This unique relationship provides customers with accurate and timely data and information regarding aircraft specifications, systems and work scopes. Customers can also receive fast and detailed price quotes and cost estimates that allow them to confidently compare service quotes and make informed decisions for their business.

WHAT MAKES DUNCAN AVIATION AIRCRAFT SALES & ACQUISITION DIFFERENT?



We publish the Business Jet Model Market Summary quarterly.
www.da.aero/market-sum



Our technical team members supported by our proprietary historical database provide clients with critical information enabling them to make informed decisions.



We provide clients with an Aircraft Market Listing, sorted by serial number. The Listing shows major model attributes, ownership, times, location, and asking price. The aircraft value is also calculated and compared to current pricing for a quick look at market value companies.



We provide all data in organized files available at any time from anywhere.



Acquisition clients receive a spreadsheet analysis that determines individual aircraft values, based on recent sales. This is deeper than Bluebook info and allows for valuing the aircraft with certain modifications and enhancements to give an idea of the total investment in each aircraft.



AIRCRAFT CONSIGNMENT SALES & ACQUISITIONS TEAM



RENE CARDONA

Rene Cardona has been working in aircraft sales since 1980. In 1988, he joined Duncan Aviation's Aircraft Sales & Acquisitions team. His brokerage experience, understanding of the intricacies present in the pre-owned aircraft market and desire to work hard have served him well. And his ability to speak Spanish, Portuguese and English has helped clients expand their market.



DOUG KVASSAY

Doug Kvassay comes from an aviation-oriented family with 30 years of aviation experience. Doug has many aviation contacts. He holds a Masters of Business Administration degree and worked for an international Bombardier and Bell Helicopter distributor for eight years before joining Duncan Aviation in 1988. His experience provides him with a special ability to handle complex transactions.



BOB MCCAMMON

Bob McCammon is a long-time Duncan Aviation team member, starting in the Line Department in 1968. He has since worked in a variety of areas and moved to Aircraft Sales & Acquisitions in 1992. Bob enjoys working with customers who are buying and selling aircraft, getting to know them and their companies. He loves that so many turn into repeat customers when they sell or upgrade.



DOUG ROTH

Doug Roth offers many years of aviation industry experience, beginning in 1975. After starting his career as an avionics technician, he quickly turned to aircraft sales. His skills in properly evaluating and purchasing aircraft were honed while providing aircraft management, brokerage, acquisition and pilot services for his own company, Roth Aviation Services, before joining Duncan Aviation in 1994. He also holds an ATP pilot certificate with Learjet, Citation 500, CitationJet and DC-3 type ratings.



MARC MCKENZIE

Mark McKenzie is our lead marketing analyst. He understands the after-market aircraft industry and networks among the most knowledgeable and influential pre-owned aircraft market insiders in the world, gathering the latest in intelligence. His experience as an airframe maintenance technician gives him practical and hands-on knowledge to assess market trends and aircraft resale.



STEVE GADE

Steve Gade has been a member of the Duncan Aviation senior management team since 1991; he provides leadership and strategic direction to enterprise marketing and communications activities, aircraft sales services and business development. Prior to joining Duncan Aviation, Steve's professional career included positions with IBM and the Federal Bureau of Investigation. He also holds a private pilot's license.



TIM BARBER

Tim Barber is Duncan Aviation's Aircraft Sales and Acquisitions Representative in Europe, the Middle East and Africa. He has been in aircraft sales for 10 years. He was the driving force behind the establishment of JetBrokers Europe and oversaw its operational merger with JetBrokers Inc. Barber has a good deal of business experience, having run sizable companies and held directorships with businesses listed on the Financial Times Stock Exchange (FTSE) and the Alternative Investment Market (AIM).



DAVID COLEMAN

David Coleman resides outside of Chicago and has 27 years of aviation industry experience. Growing up in a business aviation-oriented family, Dave has extensive experience in aircraft sales, maintenance oversight, and flight operations. Dave has a particular expertise in complex cross-border, distress, and inventory transactions. Dave is a current ATP-rated pilot with more than 6,700 hours of flying time in more than 39 aircraft models including ratings in turboprops, jets and seaplanes.