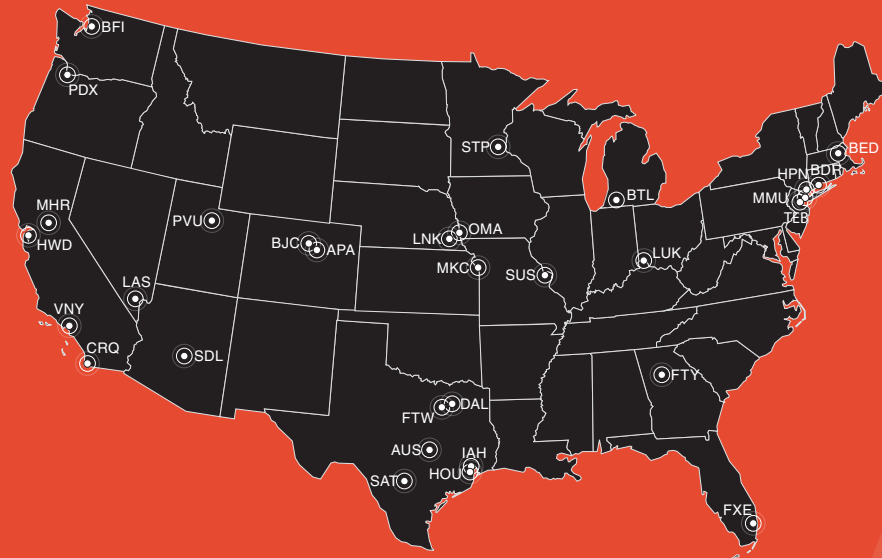


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### Duncan Aviation Can Help: Schedule Now

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. These transponders 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!

Based on current industry installation rates, more than 2,000 aircraft will be grounded after



"We locked in time for February 2017 at the Duncan Aviation Battle Creek, Michigan, facility to get our ADS-B upgrades for our 560XL. We fly 400 hours each year, so the 560XL is needed almost daily. 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. There won't be hangar space or enough qualified technicians available."

- Ed Hillman, DOM for two Citations

[www.DuncanAviation.aero/adsb](http://www.DuncanAviation.aero/adsb)



“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

**BENDIXING MST 70B 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. 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.

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

At the July 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 seems like a long way off, but if you look at previous FAA mandates, the industry experienced huge backlogs because there simply was not enough hangar space and installation capacity. Remember the issues with RVSM? There are even more aircraft that still need ADS-B.

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

If you wait too long, the installation price will increase, based on simple supply and demand, and you run the risk of not being able to complete the work at a 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 Be Extended

We feel confident saying the deadline is firm and will not be extended. 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. The agency has outlined its NextGen initiative and it includes ADS-B technology. Customers in Asia Pacific, Hong Kong and Singapore all thought the same thing when the deadline for their mandate approached in December 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 your installation work is NOW.

### MYTH #3: The Prices Will Drop

This is an interesting thought, and we have heard many customers state this. If you look at our industry and the history of mandates, though, you’d have a hard time finding a time when prices fell for equipment that is both required and has limited availability. It’s our expert opinion after studying the issue thoroughly that as the mandate approaches, prices will increase.

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

As an industry broker told us, “Without ADS-B, you may as well use your aircraft as an expensive paperweight. No one is going to buy it.” Duncan Aviation’s Aircraft Sales & Acquisitions team says whether the aircraft is equipped with ADS-B Out is already affecting its resale value. In this buyer’s market, if you don’t pay to upgrade to ADS-B Out now, the price you’ll be able to ask for your aircraft will be significantly less than if you had ADS-B Out.

### MYTH #5: I Don’t Need ADS-B

Yes, you do. You need a transponder capable of DO-260B transmissions and an upgraded or new WAAS receiver unless you plan to fly below 10,000 feet and avoid Class A, B, and C airspace.



**SCHEDULE NOW**



**Rockwell Collins AUTHORIZED**

**TDR-94 TDR-94D Transponders**

