

# AIRCRAFT SALES

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## AIRCRAFT SALES & ACQUISITIONS INFORMATION

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### COMPLETE AIRCRAFT SALES & ACQUISITION SERVICES

Duncan Aviation was founded as an aircraft brokerage organization and has been working with jet and turboprop owners on the sale and acquisition of aviation assets for more than 68 years. During this time, we have developed an unparalleled network of contacts by providing service to more than 4,000 aircraft every year and maintaining relationships with nearly 60,000 aircraft owners, operators, and industry sources worldwide. These touchpoints create valuable market and business intelligence leveraged by Duncan Aviation's Aircraft Sales & Acquisitions team on behalf of brokerage and acquisition clients around the globe.

### AIRCRAFT SALES

By selecting Duncan Aviation as your partner in selling your aircraft, you can be assured of experienced, professional representation, tailored to your needs. From valuation and market analysis to effective marketing, from sales representation to contract negotiation, from closing details to technical consultation during a pre-purchase evaluation, we work tirelessly to maximize the return on your aircraft investment.

Our experienced sales representatives and researchers closely track markets and have completed more than 3,500 transactions, many of which have been supported by the expertise of our in-house technical representatives or import/export specialists.

### 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 with the experience and reputation required to navigate a complex global market. Aircraft magazines and the internet provide limited access to available aircraft, and don't portray your options on an equal comparison basis. Our global network translates to unparalleled intelligence and off-market opportunities.

Through our jet acquisition consultation services, we provide valuable market advice and operational guidance for clients looking to purchase or upgrade aircraft to best meet their mission and financial requirements. It is our goal that each client we assist will not only return to us, but tell others about us. Long after your aircraft acquisition is complete, our team of nearly 3,000 aviation professionals will be there to support your entire ownership experience.

### OUR TEAM

Duncan Aviation's Aircraft Sales and Acquisitions team is comprised of technical aircraft sales consultants, each with an average 35 years of aviation experience. The team upholds and follows ethics guidance from both the National Business Aviation Association (NBAA) and the International Aircraft Dealers Association (IADA). Backed by in-house flight operations staff and 2,500+ 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 detailed cost estimates that allow them to confidently compare service quotes and make informed decisions for their business.

### OUR AIRCRAFT SALES & ACQUISITIONS TEAM PROVIDES SIX UNIQUE ADVANTAGES

- High-quality technical support
- Unequaled market access and intelligence
- Comprehensive business intelligence
- Import/export compliance
- Influence and access to vital resources
- Vision of growth driven by relationships

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## AIRCRAFT CONSIGNMENT SALES & ACQUISITIONS TEAM



LEAH ALEXANDER

[www.DuncanAviation.aero/services/aircraft-sales/leah-alexander](http://www.DuncanAviation.aero/services/aircraft-sales/leah-alexander)

Leah grew up in business aviation and began working in the industry over 20 years ago. She brings a combination of market analysis and business development expertise as well as experience with aviation management and consulting to her role at Duncan Aviation. Prior to joining Duncan Aviation's Aircraft Sales and Acquisitions team, Leah held a management position at Vertiport Chicago, and was principal of Business Aviation Insights. In 2023, Leah relocated from Chicago, Illinois, to the Southern Coast of England to expand Duncan Aviation's client base in Europe and the Middle East. Leah is an IADA-Certified Aircraft Sales Broker. She was the first Certified Aircraft Sales Broker from IADA in the entire Europe, Middle East, and Africa region. To date, she is the only IADA-Certified Broker in the United Kingdom.



TIM BARBER

[www.DuncanAviation.aero/services/aircraft-sales/tim-barber](http://www.DuncanAviation.aero/services/aircraft-sales/tim-barber)

Tim Barber is based in the UK and primarily focuses on markets outside of the US. His activities have seen him working as an exclusively mandated broker on behalf of aircraft buyers and sellers in Europe, Asia, the Middle East, India, Australia, as well as the United States and South and Central America. He has been in aircraft sales and acquisitions for nearly 15 years and prior to joining Duncan Aviation he had been the driving force behind the establishment of JetBrokers Europe, ultimately overseeing its operational merger with JetBrokers Inc. Tim 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) in the UK. In 2019, he was named a 2019 Top 30 International Dealmaker by Corporate Jet Investor. Tim was also named one of the 2023 Spear's 500 Top Advisors, and was recognized by CIOLook as one of The 10 Most Influential Leaders in the Aviation & Aerospace Industry.



RENE CARDONA

[www.DuncanAviation.aero/services/aircraft-sales/rene-cardona](http://www.DuncanAviation.aero/services/aircraft-sales/rene-cardona)

Rene Cardona has been working in aircraft sales since 1980. In 1988, he joined Duncan Aviation's Aircraft Sales & Acquisitions team. His extensive brokerage experience, understanding of transactional nuances, intricacies present in the pre-owned aircraft market, and desire to work hard have served his customers well. His fluency in English and Spanish, and his understanding of Portuguese has helped clients expand their markets. Rene is an IADA-Certified Aircraft Sales Broker.



RYAN HUSS

Ryan Huss was selected to fill the role of Director of Sales and serve on the company's Senior Management Team overseeing the Duncan Aviation sales teams. Huss served 7.5 years in the US Air Force before joining Duncan Aviation. He started at Duncan Aviation as an Airframe Technician I and over the past 19 years has held the positions of Airframe Lead Tech, Airframe Team Leader, Bombardier Airframe Service Sales Rep and, Airframe and Engine Sales Manager, Director of Sales, and most recently Vice President of Sales and Marketing.



Meghan Knott

[www.DuncanAviation.aero/services/aircraft-sales/meghan-knott](http://www.DuncanAviation.aero/services/aircraft-sales/meghan-knott)

Meghan Knott has spent the past seven years in aviation. She has experience with Part 91, 135, and 145 as a maintenance administrator where she oversaw a charter fleet managing the maintenance, inspections, and records of 75 aircraft in addition to her experience as a project manager over a Gulfstream fleet. Meghan joined Duncan Aviation's Aircraft Sales & Acquisitions team in September 2023 as a market research analyst. In this role, she provides support to the team by focusing on collecting expedient and accurate data, analytics, and insights on current aircraft markets for their clientele.



ANN POLLARD

[www.DuncanAviation.aero/services/aircraft-sales/ann-pollard](http://www.DuncanAviation.aero/services/aircraft-sales/ann-pollard)

Ann Pollard is a skilled aviation professional with 30+ years of diverse experience. Before joining Duncan Aviation in September of 2021, she held the position of Vice President/Director of Sales & Acquisitions, at Shoreline Aviation. Ann is one of six aviators in her family, which has a long history in military, commercial, corporate, and private aviation. She has extensive experience in all facets of corporate aviation, including complex aircraft transactions, aircraft management relationships and oversight of inspection, completion and upgrade projects. Ann currently serves on the board of the Massachusetts Business Aviation Association and previously served on the Duncan Aviation Customer Advisory Council, Phillips 66 Aviation Council, and the board of the National Air Transportation Association. Ann is an IADA-Certified Aircraft Sales Broker.

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## DOUG ROTH

[www.DuncanAviation.aero/services/aircraft-sales/doug-roth](http://www.DuncanAviation.aero/services/aircraft-sales/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. Doug is an IADA-Certified Aircraft Sales Broker.



## ROBERT SUAREZ

[www.DuncanAviation.aero/services/aircraft-sales/robert-suarez](http://www.DuncanAviation.aero/services/aircraft-sales/robert-suarez)

Robert Suarez began his career at Duncan Aviation in 2016 and has since attained significant experience in several capacities within the company. Robert acquired his Private Pilot's License in 2019, is IFR rated and is working toward his Seaplane Rating. He has logged more than 250 flight hours. Robert joined the Aircraft Sales team as a Market Research Analyst in 2021, tracking core business aircraft markets, creating marketing campaigns, and assisting in the consignment, acquisition, and sale of aircraft. In 2023, Robert transitioned to a full-time Aircraft Broker.



## REBEKAH WILLIAMS

[www.DuncanAviation.aero/services/aircraft-sales/rebekah-williams](http://www.DuncanAviation.aero/services/aircraft-sales/rebekah-williams)

Rebekah Williams has been a member of the Duncan Aviation team for over nearly 10 years. As a market research analyst with the aircraft sales and acquisitions team, Williams develops relationships with aircraft brokers and clients as well as studying aircraft market conditions. Before her analyst role, Williams worked with the parts and rotables sales team for Duncan Aviation, as well as the Arbor Day Foundation.