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**DUNCAN
AVIATION**



The PC-12 highlights all the different artisans who work at Duncan Aviation. "It was a real team effort, and they stood behind their word," says Todd Duncan. "Having the creative talent behind you and the ability to do something different is the most fun a guy can have."

On March 29, 2024, the completed PC-12 was revealed to family, friends, and team members at a viewing party. Robert and Karen, Todd and Connie, their twin sons Harrison and PK, their wives, and children are featured together on the cover.

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BOARD OF DIRECTORS CHAIRMAN Todd Duncan

Those of you who know me well know that not only do I love to fly, but I love to fish. Fishing is an exhilarating experience that blends patience with bursts of adrenaline. Standing on the edge of a tranquil lake or river, the anticipation builds as you cast your line into the murky depths. The thrill intensifies when a pike strikes, its powerful jaws clamping down on the bait with surprising force. The battle that ensues is a test of skill and strength, as the fish twists and turns, trying to evade capture. With each tug, there's a rush of excitement as you carefully maneuver the fish closer to shore. Finally, as the pike breaks the surface, its sleek, greenish-brown body shimmering in the sunlight, there's a sense of accomplishment and respect for this magnificent creature.

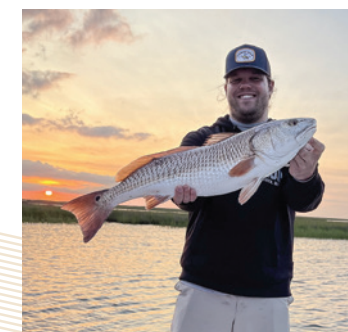
I recently had the opportunity to paint our newest company aircraft to resemble a fish. We tell you all about it in this *Duncan Debrief*. What we don't mention in the tale of how our PC-12 morphed to represent one of my favorite hobbies is that Duncan Aviation not only maintains, modifies, and refurbishes beautiful and functional aircraft inside and out, but we use them to make our business successful.

As a full-fledged business aircraft operator, we understand that aviation provides our daily business activities and travel with the advantages of time savings, flexibility, productivity, privacy, access, and safety. In addition to all the benefits of business aviation, we also understand the challenges that inevitably arise in operating an efficient and reliable flight department. We rely on aircraft to help us conduct business, and as such, we have an intimate understanding of the benefits and drawbacks from an owner/operator's perspective.

It is with the operation of business aircraft in mind that we helped found the IADA (International Aircraft Dealers Association) to ensure integrity in aircraft sales transactions. Our aircraft operation and understanding enticed us to help a client plan a flight that took them through the path of totality of the most current US total solar eclipse this spring. And it is with the understanding and respect of the intricacies of these complicated assets that we employ highly skilled Tech Reps to share troubleshooting and technical understanding with clients and other technicians alike.

Ultimately, our unique understanding of business aviation from the perspectives of a service provider, technical advisor, industry leader, multiple OEM partner, and aircraft operator allows us to understand and better meet client needs.

Give me a call if you have ideas. I would love to hear how we can serve you even better. I'd also like to hear your best fish story. 🐟



Todd and his twin sons, Harrison and PK, enjoy spending time together fishing. Left: PK & Todd with a walleye | Center: Harrison with a red snapper | Right: Todd with a northern pike

MORE THAN A

MSR



It's a bird...It's a plane...It's... a fish?

The commissioned design on Duncan Aviation's newly acquired Pilatus PC-12 reflects Board of Directors Chair Todd Duncan's passion for fishing and the outdoors, and highlights our talented team members who were able to bring the vision to life. From the one-of-a-kind iridescent paint scheme, to the modern and sophisticated interior, there's much more than what meets the eye.

THE FIRST STEP

At Todd's request, EMEA Aircraft Sales & Acquisitions Rep Leah Alexander acquired a 10-year-old Pilatus PC-12 early in 2023 and immediately added the aircraft to our flight department.

"Todd had been interested in a PC-12 for some time, and we started serious acquisition discussions early in 2021," says Leah. "Nevertheless, with the understanding that any aircraft would also be placed in our fleet in support of the company's

operations, I performed detailed mission and budget analyses based on our flight department's actual trips and compared a number of models, including the Citation M2, Excel XLS, several in the CJ series, as well as the PC-12s.

The door was open to pursue other *good fit* models, but it was clear that a PC-12/47 in particular was both a good fit for the operation and the most desired model. The challenge was then to find a PC-12/47 with a great pedigree at a time when inventories were shrinking and prices were rising. A Colorado-based dealer who knew we were seriously looking brought this one to our attention before it was going to be openly marketed for sale.

"This aircraft truly checked all of the boxes," says Leah.

The PC-12 was a well-used aircraft that had more than 4,000 hours total time and desperately needed avionics modifications/upgrades, heavy maintenance, new paint, and a new interior.

We knew just the place to make this happen.

A HIGH BAR

Todd Duncan knew the bar was high, and it would be difficult to emulate the popular and easily recognized paint schemes on the other company-owned aircraft.

"I tell people who have seen the one-off paint work on our company-owned aircraft that they are really the responsibility of my mother and father," says Todd. "This one, was on me. I knew I had a high bar to clear and it was going to be difficult. I leaned heavily on my dad for advice throughout the entire process."

Matterhorn white with a stripe? ...far from it.

A CHILDHOOD PASSION

Todd has always had a passion for fishing and the outdoors. He has especially fond memories of fishing in Canada with his dad.

"I was hooked as a little kid," says Todd. "I've done it ever since I was little. I love taking

my friends and family just like my dad did with me. It's just something I love doing."

When asked to describe the paint scheme, Todd says it's an interpretation of what fishing is.

"It's not a literal fish, it's the experience," he says. "To me, it's about the experience you get when you go fishing, whether it's a pond here in Nebraska, or somewhere more exotic. You load up all your equipment, grab the fellas, and go. That's what this thing was built for, and I'm just so excited to take this all over the world."

A COMMISSIONED DESIGN

The commissioned design was created by Derek DeYoung.

"I had always admired Derek's work" explains Todd. "He's a famous artist in the fishing world, and I noticed his work years ago. I was in a fishing store and saw an Abel fishing reel that had been hand-painted with his designs, and I fell in love with it."

Aircraft Sales & Acquisitions Rep Robert Suarez contacted

Derek, explained the situation, and asked if he would be interested.

"I said 'heck yeah, who wouldn't want to design a paint scheme for an airplane?' I'm excited to work with anyone who comes to me with a great attitude and realistic expectation of my time," says Derek. "We were able to come up with a plan and make it happen."

Derek says the first thing Todd told him was that he loves going to Canada, and that they take the plane on a lot of fishing trips. He also said he was looking forward to landing the aircraft there and seeing people's reactions.

Todd had told Derek that he's a freshwater lake kind of guy, and loves the northern pike, muskie, and walleye. He wanted to look at the aircraft and be reminded of a freshwater fish.

Derek presented Todd with four designs. After back and forth about the technicality of painting an aircraft with these exquisite designs, and questioning if it could actually be done and how it would look, they decided on a design that

closely reflects the northern pike, and matches Todd's initial vision of landing the plane in Canada.

"Northern pike are moss green with ivory-colored oval spots," explains Derek. "I don't just glance at fish. I try to find nuances and colors that maybe not every pike has. A fish's colors and patterns change with the lighting. Things can happen like a hologram and different colors show up purely based on the way you look at them. I knew the plane was something that we couldn't go way complex on, based on the limitations. But I couldn't just do a moss green plane with ivory oval spots; that was not an option."

The final design has an iridescent purple nose that fades into green with ivory spots that turn warm yellow toward the belly of the aircraft.

"It's a beautiful interpretation of a northern pike," says Derek.

To come up with the design, Derek took a schematic of the plane on his iPad and digitally painted it. The 2D design suggested how it would

look, and the paint department had to decipher how it would apply in 3D. Derek said the final product was as close as you could get with the type of application they were doing.

Derek says it was an exciting and fun process.

“This was one that took some patience and didn’t happen overnight,” he says. “I can’t wait to see Todd’s reaction the first time he touches down in Canada for a fishing trip.”

NO HESITATIONS

Paint Layout Technician Stacy Finch and Paint Crew Leader Trevor Reinke were ready for anything Todd could throw at them.

“This was different from anything we’ve ever done,” says Trevor. “A lot of the projects we work on are cut and dried. This was a little more than that, and we never had any doubts. My initial shock when I got the portfolio of renderings was, ‘Oh, my!’ The hardest part was getting started, so from there, we got to work.”

After receiving the artist’s renderings, Stacy came up with his own version of the design with the shapes that would fit the aircraft to scale, and made stencils that he could cut out. He also heavily researched the artist’s work.

The challenge with this paint scheme, aside from the obvious, was getting the blends and fades the way they were intended while trying to keep the correct shapes and the artist’s concept true. When Stacy and Trevor first looked at the artist renderings, they noticed there weren’t any hard edges.

“All of the shapes were faded on the edges, so we had to find a way to make the shapes and soften the edges as we went,” Stacy says. “It was challenging and took a little more time, but we were able to pull it off.”

To get those soft edges, the team outlined the shapes with foam tubing.

“It was a simple solution, and worked exactly as we expected,” says Stacy. “It was something we’ve never had to try before.”

They both say there was a lot of preparation, and it was rewarding to know that Todd had confidence in them.

“Knowing Todd had confidence in us helped a ton,” says Stacy. “It made everyone on the team feel good about themselves and the work they do. Everyone communicated well and had the same vision, so it was no surprise we pulled this off.”

Trevor says he is proud of the team. “They got the desired result,” he says. “It was great to see Todd that excited. When he walked through the door to see the plane for the first time, he was either going to love it or he wasn’t. And, he did.”

The aircraft featured 16 formulated colors. All were pearls, three of which were tri-coats. There are also about six to eight more colors that were blended to create some of the transitions and high- and low-light areas.

Todd says what really got him excited about this project was when he saw some of the Duncan Aviation Paint team look at him and say, “You know. We can do this. We can pull this off, and it’ll be fantastic.” He specifically remembers Paint Team Leader Brandon Boyer looking at him and saying that they can make this scheme happen, and it will be absolutely beautiful.

“It was a real team effort, and they stood behind their word,” says Todd. “They pulled it off. Having the creative talent behind you and the ability to do something different is the most fun a guy can have.”

ELEGANT, BOLD, AND CUSTOM

Todd never intended for the exterior paint scheme to be



replicated in the interior. He thought it should be separate in the way it looks and feels. Inside the aircraft, he was shooting for a Western Nebraska feel with natural colors and leathers, with a small hint of the exterior scheme. The interior is highlighted by unique stitching, hydrographics, and a few Easter eggs. It provides a homey feel that is elegant, bold, and custom.

Designer Jaime Blanken describes the cabin as cozy, yet modern and sophisticated, with bold pops of color on the conference tables and contrast stitching on the seats.

A UNIQUE CONSIDERATION

The seats are undoubtedly the highlight of the interior. The front four seats are a lighter, two-tone Torino Lakestone and Torino Appalachian color with contrasting purple double-stitching. The back two seats are a dark, single-tone Torino Appalachian color with orange single-stitching. The colored stitching is a way to bring just a dab of color into the interior of the aircraft through the exterior paint colors.

The combination on the seats with different leather colors, stitching colors and sizes, and unique quilting on the centerpiece

inserts give them a distinctive look that you won’t find anywhere else.

During a meeting with the Design team, Todd recalls a thought he had.

“I had one of those moments where I was like, ‘Wait a minute, it’s our Interior shop, it’s our team. If we want to have two different colors of stitching, we can actually do this. We have the capability.’” Todd says, “I love that type of detail, and I know our customers do, too. It’s a unique consideration.”

A DUNCAN AVIATION FIRST

All of the cabinetry and drinkrails were created through a hydrographic process with a carbon fiber pattern that is the same color as the leather seats in the flight deck. The light-colored pattern opens up the interior and helps it feel more inviting. The inserts in the conference table are Copper Sheets that have a Dark



Distressed Patina pattern and add a pop of color.

The seat backs were also hydrodipped, which is a first for Duncan Aviation.

“Since the seat backs are plastic, we were able to dip them and create a cohesive, unexpected touch,” says Jaime. “We also included a small Duncan Aviation logo on the back of the front four seats in a Purple Pearl to match the stitching when the sun hits it just right. The two back seats have an orange logo to coordinate with the orange stitching.”

Upholstery Master Specialist Tom Dirkschneider says this is the first time he’s done anything with applying hydrographics to a chair.

“They were in pretty rough condition when they came to us,” says Tom. “They look so good now, it’s unreal how far they’ve come. The hydrodipping is just another option that gives the customer a good, high-quality product.”



Todd gives credit to the Interior and Design teams for the incredible creativity they have.

“We’ve been able to have some fun with this,” he says.

ALL ABOUT THE STITCHING

After receiving the drawings for the seats, Tom marked out the lines and where the stitching would go, then transferred those marks onto vinyl to create the patterns. He checked the width to 1/16th of an inch to ensure the sizes were correct and blended well. Between the backrest, the seat cushion, headrests, and leg rests, there were more than 60 patterns to make all the different parts of the chair.

The purple double-stitching on the front four seats was stitched using a special sewing machine, but the rest of the stitching, aside from the quilted inserts, was hand-sewn by the Duncan Aviation team in Lincoln.

Utilizing the new CNC quilting machine we have at our Battle Creek, Michigan, location, custom diamond-patterned quilted inserts were crafted to add texture and focus to the seat design.

DETAILS, DETAILS, DETAILS

The carpet was kept simple to allow the rest of the interior to shine. It is an Acousticord carpet

that is normally only used for flight deck and baggage areas because it wears so well. All of the materials in the aircraft are durable and are able to be easily wiped down and cleaned after every trip.

“I didn’t want an interior that wouldn’t stand up to the task,” says Todd.

The lower sidewalls feature orange and purple wool fabric that brings in more color to contrast the rest of the cabin.

AVIONICS UPGRADES

In addition to the customized paint and interior, a team at Duncan Aviation’s Satellite Shop in Denver, Colorado, outfitted the Pilatus’ flight deck with all new Garmin systems. The avionics upgrades provide the pilots with more information, greater redundancies, and additional safety features. The flight deck also features a new instrument panel, fabricated by Nimbus Aviation.

The upgrade provided a significant weight savings over the old systems and wires.

“We weighed everything, including the wires, and by adding the new equipment, the Pilatus is now 162.23 pounds lighter!” says Edduyn Pita, Manager of the Denver Satellite.

The team in Denver removed all of the original avionics and wiring, and replaced it with a G600 TXi, which includes new, color primary flight displays for the pilot and co-



pilot, a Garmin Engine Indication System, and SVS (Synthetic Vision System) with terrain displays.

They installed a dual GTN 750Xi, providing GPS Com Nav/ Radar Indicator; the GFC600, an all-digital Autopilot; the GWX75 Radar system, and the GI275 Standby Instrument, which provides backup power in the event of an electrical malfunction.

The Denver team added USB outlets that connect to the GI275 for software updates. The pilots can also use the USB outlets to charge and power their tablets.

Edduyn and his team then began the painstaking process of finding and removing unused wires. They pre-made the wiring and harnesses the new equipment would need before the Pilatus arrived, saving the team two weeks of downtime!

Among the many wires they installed were wires for AirText, a text-only system. Pilots and passengers will be able to send and receive texts, and the cabin now includes two USB outlets for charging, too.

“I’m really proud of the team,” says Edduyn.

BEFORE ALL OF THAT

Before any of the paint, interior, and avionics could happen, however, the aircraft needed maintenance work. Because Duncan Aviation is not authorized to perform maintenance work on Pilatus



aircraft, the aircraft needed to be taken to KCAC Aviation in Olathe, Kansas, where it received its annual inspection and numerous repairs.

TEAM MEMBER INPUT

Project Manager Jamie Wilson says it is gratifying to see a project as creative as this, from concept to fruition.

“Todd requested our team members’ input throughout the design process,” says Jamie. “It is wonderful working at a company where the owner wants team member input on their own aircraft.”

BEING CREATIVE & HAVING FUN

This aircraft highlights all the different artisans who work at Duncan Aviation. From the shop in Denver, to the Paint team, Interior team, and everyone else involved, an enormous amount of work went into this project and well over 100 team members played a role in the transformation.

“I absolutely love it,” says Todd. “You don’t really know what kind of fish, or if it’s even a fish. I love

that about it. This is something that is unique to me. This is next-level and a lot of fun to be able to fly to represent Duncan Aviation.”

Todd credits his mom and dad, their passion for unique things, and their love of contemporary art.

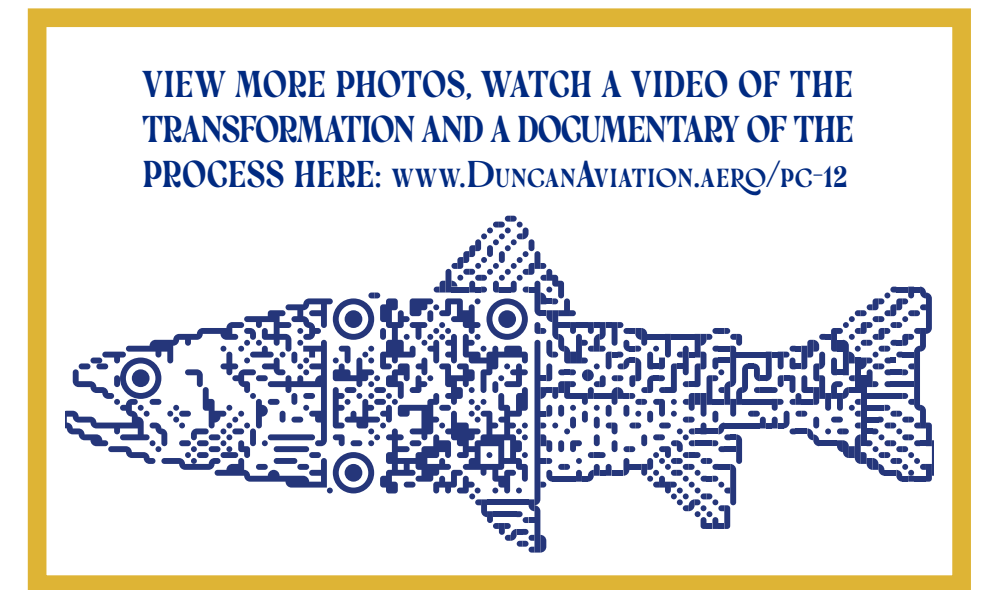
“They gave me the ability to be creative and have fun,” says Todd. “I can’t even imagine Grandpa Donald’s reaction. He’d absolutely love it and be enormously proud of us all. But, he’d be real interested as to where the story of Duncan

Aviation is going in the next 10, 20, and 30 years, too.”

One word to describe this aircraft? There isn’t.

“For me, this was a heck of a lot of fun,” says Todd. “We will have this aircraft for years to come, and we recognize the team members who turned a vision into reality. It’s just incredible.”

It’s far from being just a fish. It’s the testament of an experienced group of individuals coming together to turn a vision into reality. 🐟



flying DUNCAN ARTISTS

If you know anything about Duncan Aviation, you know we own and operate aircraft with some of the most unique paint schemes in the industry.

Pilatus PC-12: More Than A Fish

In 2023, we acquired a 10-year-old Pilatus PC-12 that needed avionics upgrades, heavy maintenance, new paint, and refurbished interior. We commissioned a design from world-renowned artist Derek DeYoung that reflects Board of Directors Chairman Todd Duncan's passion for fishing and the outdoors. The final design, unveiled this spring, closely resembles a northern pike and has an iridescent purple nose that fades into green with ivory spots that turn warm yellow toward the belly. The aircraft features 16 formulated pearl colors, three of which are tri-coats. Six to eight more colors were blended to create transitions and high- and low-light areas.

"It's not a literal fish, it's the experience," Todd Duncan says. "To me, it's about the experience you get when you go fishing, whether it's a pond here in Nebraska, or somewhere more exotic. You load up all your equipment, grab the fellas, and go. That's what this thing was built for, and I'm just so excited to take this all over the world."

Learn more: www.DuncanAviation.aero/PC-12



Citation XLS: Roses and Ravens

The commissioned design for this aircraft was created in 2019 by renowned artist Nancy Friedemann Sánchez, a Colombian-American contemporary artist who has held exhibitions across the world and is based in Lincoln,

Nebraska. Her design was requested by Duncan Aviation Chairman Emeritus J. Robert Duncan and his wife Karen and brought to life on a company-owned Citation 560XLS through the aircraft artisans of our Lincoln-based, full-service MRO (maintenance, repair and overhaul). Nancy's artwork draws heavily on things women would historically paint, like flowers, lace, and birds. After one of Nancy's art shows, Karen made the comment that it would be great to see some of her flowers on an aircraft, adding that she also liked birds and was especially fond of ravens.

The aircraft features a Robin's Egg Blue base with vibrant roses and ravens. The design process took more than 12 months and utilized 26 specific aviation paint colors.

Learn more: www.DuncanAviation.aero/roses-and-ravens



Iconic Bonanza

In 2017, we gave a newly acquired Bonanza a paint scheme that features different icons that represent the various services we provide to the business aviation community. The scheme was designed by Kaela Paseka, Creative Director and Project Manager in our Marketing Communications department, and painstakingly applied by the paint experts at our Battle Creek, Michigan, MRO facility.

Watch the video of how this aircraft came to life: www.DuncanAviation.aero/videos/custom-bonanza-paint-job



Citation M2: Double Take Design

Robert and Karen Duncan surround themselves with the things they're passionate about: aviation and art. When we acquired a new Citation M2 in 2013, they wanted the jet's paint scheme to reflect the brush strokes of an abstract artist. The paint scheme was designed by now retired Senior Designer Teri Nekuda and was painted in Lincoln. It features a lime green base with red, blue, and yellow paint splatters.

Learn more: www.DuncanAviation.aero/lime-green-wonder



Citation Mustang

Although no longer flying for Duncan Aviation, we owned a Citation Mustang that in 2008 received a striking yellow-and-orange plaid scheme designed by retired designer Teri and painted in Lincoln.

Teri says, "Adding a plaid to those light colors created some dissonance because typically plaid is bold with great contrast. I think I broke all the rules in some ways with that aircraft, but it worked, and we got the one-of-a-kind result Robert was looking for."

LR-35A

Nicknamed "Spiderman Lear," our first unusual-looking aircraft was a red-and-black LR-35A. It was painted in 2003 and is no longer flying. It, too, was designed by Teri and painted in Lincoln.



From conceptual to final works of art.

New Paint Facility Means More Flexibility



Doug Bohac, Duncan Aviation's Enterprise Paint Manager, has seen lots of change in his 37-year career. The recently announced groundbreaking for a new paint hangar with two cross-draft bays at our Lincoln, Nebraska, facility will be the fifth paint hangar construction Doug has witnessed. He saw the first paint expansion in Lincoln in 1990, and had a role of increasing influence and responsibility in the development and planning of paint expansions in Battle Creek, Michigan, in 2007; Lincoln in 2012; and Provo, Utah, in 2019.

"I never would have imagined the growth I have seen in Duncan Aviation or in my career when I started in the media blast shop or even as a paint sander or paint technician," Doug says. The glamour of painting jets attracted Doug to aviation from his first professional job in an auto body shop. "I love what I do because of the people I work with and the customer and industry relationships I have built."

The New Paint Hangar

The \$25 million greenfield hangar build will include a new 32,500-square-foot, dual-bay paint hangar with an adjacent 9,000-square-foot storage and support area. The building will connect directly to Duncan Aviation's existing paint facility and will have site development including expansion of the ramp.

The cross-draft bays will feature modern climate-control, and the facility will expand and upgrade our waste water treatment for the complex, add air showers to contain even more contaminants, and provide a small application booth for send-in parts like flaps and thrust-reversers. The facility will also be more energy-

efficient, recirculating up to 80% of the heat in any curing processes. In addition, the interior hangar panels and ceiling will be stark white, allowing for better color quality control during paint application.


The facility was designed and engineered by longtime Duncan Aviation partner Tectonic Management Group, Inc. and will be built by Hausmann Construction.

In December, footings for the building will be poured and steel will begin arriving on-site. Construction is expected to be complete by January 2026.

Greater Flexibility

"The driving factor for the hangar build is flexibility, not capacity," Doug is careful to point out. The Lincoln facility paints roughly 105 aircraft each year and Duncan Aviation paints 250 aircraft enterprise-wide. "We won't be painting more aircraft in Lincoln. However, we will be able to offer clients better flexibility, especially those who want detailed, more intricate paint schemes that require more than one paint slot to complete."

The new facility will allow us to support customers as they move into aircraft models as large as the G650, 10X, and GL-7500. It will also allow us more flexibility to support unscheduled and drop-in work like paint touch-up, registration number changes, and other paint needs with shorter lead times.

Once the new facility is open, we will decommission Lincoln's Paint Bays 1 & 2, the same ones Doug first saw built in 1990, and repurpose that space to support the overall needs of the organization. The 45,000-square-foot paint facility he helped build in Lincoln in 2012 will continue to serve customers for many years to come. 

The Importance Of Being Well-Connected

With a legacy in aircraft sales that began with Donald Duncan in 1956 and our evolution to the world-class business aviation sales and service company Duncan Aviation is today, it is important that we continue to blaze the trail and set the standard. Hundreds of Duncan Aviation team members serve on industry and charitable boards, leading the way, forging relationships, and giving back to the communities we live and work in. Their board contributions are equally important in building relationships and trust, as giving back is a core value at Duncan Aviation.



We're The Experts

Beyond resources for continuous education, standard-setting, and developing a robust network of experts across our field, participating in both industry and non-industry organizations gives us the opportunity to share insights and demonstrate leadership and expertise in the market as transaction specialists. We regularly participate in panel discussions, speak at conferences, and offer our perspective on articles about the business jet market.

In the past 12 months, members of our Aircraft Sales & Acquisitions team have participated in several ultra-high-net-worth-individual events across the world, multiple state and national business aviation organizations, numerous industry boards, and various industry panels.

Ann Pollard, Aircraft Sales & Acquisitions, says that state and national business aviation organizations work hard to protect and promote the industry,

address legislative challenges, promote workforce development, safety and regulatory initiatives, and educate the public about the benefits of general aviation.

“Giving back, whether to industry or society, is a guiding principle for thousands of Duncan Aviation’s team members,” Ann says. “Doing the right thing leads to foundational relationships that last, and many aircraft sales relationships result from organic interactions with like-minded individuals and businesses. These organizations help build trust long before a business transaction is contemplated.”

It's About Who You Know


At the end of the day, our primary objective is to ensure that our clients have the best experience possible throughout their transaction and aircraft ownership. We make recommendations based on who we believe would be the best fit and who we trust would provide the highest standards of service to our clients. In order to provide this added benefit, it is necessary to have a deep and wide professional network. Industry events, boards, and panels give our team an opportunity to expand their network and create long-lasting relationships across all industries that are mutually beneficial for our team members and our clients.

When working through a transaction, you never know what may pop up. It’s great to have knowledgeable resources on call to assist with any issues that may arise, no matter how complex.

“Sometimes, we face obstacles during the purchase or sale of an aircraft and knowing specialists who can assist getting a deal over the line is invaluable,” says Tim Barber, EMEA Aircraft Sales & Acquisitions. “Whether it’s searching for a hard-to-find part to complete a pre-purchase evaluation, finding an aircraft in short supply for a buyer, or assisting with the appointment of an aviation lawyer or tax advisor, we’re expected to have the answers.”

Leah Alexander, EMEA Aircraft Sales & Acquisitions, adds, “Through years of camaraderie and experience, I have fostered an incredibly strong network across many types of companies and roles. I know that if I have a question or need additional information, I can truly phone a friend to find the answer.”

There’s something to be said for the speed of trust. With so many players involved in any given transaction—financiers, asset managers, aviation managers, tax advisors, lawyers, operators, an MRO, as well as a broker representing the other party—having relationships based on years of trust and mutual respect allows the transaction to move forward with the understanding that everyone is at the table to ensure the best outcome possible. When approaching a transaction with wholly unknown parties, the negotiations could last longer and could potentially be costlier, as trust is undeveloped.

Duncan Aviation’s established network of experts can help represent a buyer’s or seller’s interests and mitigate risks. When coming to the table with a Duncan Aviation Aircraft Sales & Acquisitions Rep, you come to the table backed by their professional network. 

The Power Of LinkedIn

LinkedIn is an essential networking tool for the Aircraft Sales & Acquisitions team. This platform has been instrumental in showcasing the team and enables us to connect with colleagues, industry leaders, and prospects.

International Aircraft Dealer's Association

Duncan Aviation is a founding member of IADA (the International Aircraft Dealer’s Association) and is an IADA Certified Dealer with four IADA-certified brokers. IADA is dedicated to the highest level of ethics, experience, standards, and trust, all cornerstones that also define Duncan Aviation’s core values.

Working with one of Duncan Aviation’s IADA Accredited Aircraft Brokers provides assurance to all parties in a transaction that we will bring a high level of professionalism and experience to the table, increasing the likelihood of a smooth transaction. It also provides our brokers the educational opportunities to ensure we remain well-informed on any topic related to business aircraft and their transactions.



Meet The Team

www.DuncanAviation.aero/aircraftsales

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TOTALITY

A Unique View Of



As people throughout a swath of North America held their breath looking into the sky on April 8, 2024, two Duncan Aviation pilots embarked on a journey during the total solar eclipse, flying through the event with precision and expertise.

This particular flight was a request from a client who needed to make a business trip that day and wanted to fly through the path of totality on the way. Led by our Flight Coordinator Stacy Hilton, Corporate Jet Captain Dave Severson and Senior Captain Mark Schindler, executed the carefully planned 1 hour, 40 minute flight covering 674 nautical miles between Columbus, Ohio, and Teterboro, New Jersey.

With precise planning, the pilots ensured the timing was perfect, taking off with a normal clearance and pulling back power significantly to be able to see totality at the designated time for their location between 3:15 and 3:18 pm. Although ATC (Air Traffic Controllers) initially requested they change their route, after explaining the goal of their waypoint deviation, they were granted permission to continue.

“As the time for the eclipse approached, the passengers in the back of the aircraft pulled out their eclipse glasses,” Mark recalls.

Dave notes that the experience didn’t feel real.

“For us, the temperature dropped in the front as the sun disappeared. Flying under the shadow felt

surreal, like being under an umbrella, with the clouds casting shadows below, while the rest of the sky remained lit,” Dave says.

Despite all of the excitement surrounding the eclipse, for the pilots, it was another day on the job. With the support of everyone who helped with the flight, including ATC, the pilots successfully navigated through the totality of the solar eclipse, leaving a once-in-a-lifetime experience for them and their passengers.

As for the incredible picture of the aircraft flying in the shadow of the moon, that was captured in Madison, Ohio, by Eric Nicaastro of Erie, Pennsylvania.

“It was definitely a nice surprise seeing that in my frame. I had no idea it was there until I viewed the images,” Eric says. Eric then took to the internet to track down the aircraft owner, which lead him to share the image with the client and Duncan Aviation.

Thanks for sharing the unique memento, Eric! 📸

April 8, 2024 | 3:15pm | Madison, Ohio
Photo Credit: Eric Nicaastro | @zoomandfocus

Canon R5, 100-500mm lens, 1.4x extender
700mm, f/10, ISO 500, 1/125s
Mounted on a iOptron Skyguider Pro
to track the sun and keep it in frame for
the entire eclipse.

Preserving Tribal Knowledge:

ENSURING QUALITY AND CONFIDENCE AT DUNCAN AVIATION

TECH REPS TREVOR BARTLETT (LEFT) AND TODD SHRINER (RIGHT)

In the highly specialized field of aviation maintenance, transferring tribal knowledge from experienced technicians to younger ones is crucial. At Duncan Aviation, this practice maintains a higher standard of quality and instills customer confidence. Our culture of teaching and learning, spearheaded by seasoned aviation Tech Reps, ensures that expertise gets passed down effectively, creating a robust and knowledgeable workforce.

The Role Of Tech Reps

Tech Reps at Duncan Aviation, like Jim Overhuel, are pivotal to our success. According to Austin Chambers, Senior Airframe Service Sales Rep in Battle Creek, Michigan, Jim is one of his top selling points for Gulfstream customers. “My customers know him, trust him, and want to see him when they come for maintenance.”

Duncan Aviation has a total of 43 Tech Reps. Among them, some, like Jim, specialize in Challenger, Citation, Embraer, Falcon, Global, Gulfstream, Hawker, or Learjet models, while others are experts in accessories, avionics, components, fabrications, instruments, interiors, engines, NDT, paint, or structures.

These experts regularly gather technicians to discuss technical and troubleshooting aspects of ongoing projects, often using aircraft schematics for detailed explanations. This hands-on, face-to-face interaction happens every day, fostering a culture of continuous learning.

Shawn Andrews, Battle Creek Airframe Manager, stresses the importance of these interactions, noting that Duncan Aviation Tech Reps possess decades of

knowledge and experience they are committed to passing on to the next generation of technicians. This transfer of knowledge is not just about maintaining standards but also about preventing mistakes before they happen. “No one wants to hear what they did wrong,” says Shawn. “Our Tech Reps get in front of that and teach good maintenance practices to prevent the wrong from happening.”

Building Customer Confidence

The expertise of Duncan Aviation Tech Reps distinguishes us from competitors and is crucial in building customer trust. “In-house customers witness our investment in our teams through this daily training,” says Shawn. “That enhances their confidence in our quality of service. And when OEMs (Original Equipment Manufacturers) also contact your Tech Reps for advice, you know you have something special.”

Laura Scanlan, Maintenance Director at EJM, attests to the importance of Tech Reps, especially as the technical workforce ages and retires. She frequently relies on experts like Jim for maintenance issues, appreciating his experience and knowledge. Laura says seeing familiar faces and consistent expertise at Duncan Aviation assures her that the aircraft are in capable hands.

A Culture Of Continuous Learning

Our Tech Reps are committed to continuous learning and improvement, which is evident in their proactive steps to stay current with the latest technologies and industry developments. They spend

TECH REP JIM OVERHEUL (RIGHT) DISCUSSING AN ONGOING PROJECT, FOSTERING A CULTURE OF CONTINUOUS LEARNING.

DUNCAN AVIATION SHARES OUR TECH REPS' VAST KNOWLEDGE WITH YOU THROUGH OUR MONTHLY NEWSLETTER. SUBSCRIBE NOW TO GET FREE TIPS, ADVICE ON TOPICS, AND TRENDS IN BUSINESS AVIATION.

www.DuncanAviation.aero/intelligence

SUBSCRIBE

a considerable amount of time researching new technologies, Airworthiness Directives, Service Bulletins, and Service Letters released by OEMs. This dedication ensures that they remain at the forefront of the industry, providing top-notch service to customers.

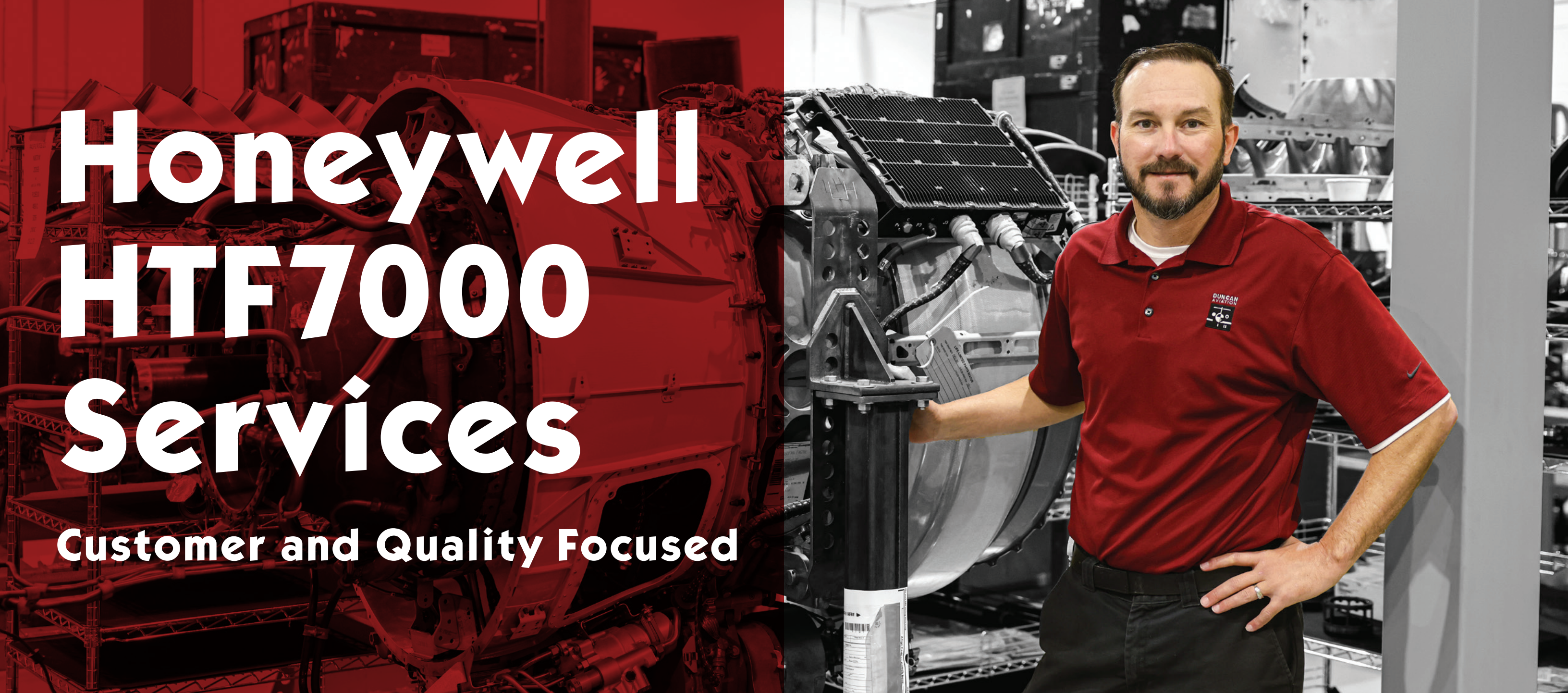
Tech Reps also contribute to the broader aviation community by participating in industry advisory boards, technical committees, and OEM Maintenance Review Boards. Their feedback often leads to the creation of new Service Bulletins and other procedures that enhance aircraft maintainability and reliability.

Mentorship And Knowledge Sharing

Mentorship is a vital component of a Tech Rep's role. Chuck

Zahnow, Citation Airframe Tech Rep in Battle Creek, leads training classes and works side-by-side with technicians in the hangar. Todd Shriner, Bombardier Tech Rep in Lincoln, Nebraska, conducts classroom training on basic maintenance practices for new technicians. And many others are deeply involved in the development of younger technicians. Their goal is to advance the collective knowledge of the entire Duncan Aviation team, ensuring that we remain a leader in the industry.

As a valuable resource to other technicians, customers, and OEMs, our Tech Reps instill confidence and trust in an industry where precision and reliability are paramount.



Honeywell HTF7000 Services

Customer and Quality Focused

“I understand why customers like this engine. It is very reliable and has a good reputation in the fleet,” says Shawn Schmitz, the HTF Program Manager at Duncan Aviation.

The Honeywell HTF7000 Series engine is renowned for its reliability and high performance, playing a crucial role in business aviation. At Duncan Aviation, a long-time partner with Honeywell and an HTF Series Authorized facility, we continue to expand our engine maintenance capabilities, reflecting the growing demand for these engines and our commitment to exceptional customer service.

If you fly one of the many popular business aircraft, such as the CL300, CL350, CL3500, G280, Embraer

Legacy 450, or Legacy 500, Praetor 500 and 600, and Citation Longitude, finding quality, available, and responsive HTF7000 Series engine maintenance service is vital for operations.

Customer Focused

Since receiving authorization for repairs on the HTF7000 series in 2015, we have not only expanded our in-house service capabilities, but our engine maintenance shop, which initially shared a 4,000-square-foot space in a hangar backshop, now occupies a modern, state-of-the-art, 20,000-square-foot facility in Lincoln, Nebraska. This expansion

includes a dedicated on-site NDT (nondestructive testing) lab, a flow and balance room, a large engine clean room, and a state-of-the-art paint booth, among other enhancements. This ensures all aspects of the HTF7000 maintenance process are handled efficiently and effectively in one location controlling downtime, quality, and added expenses.

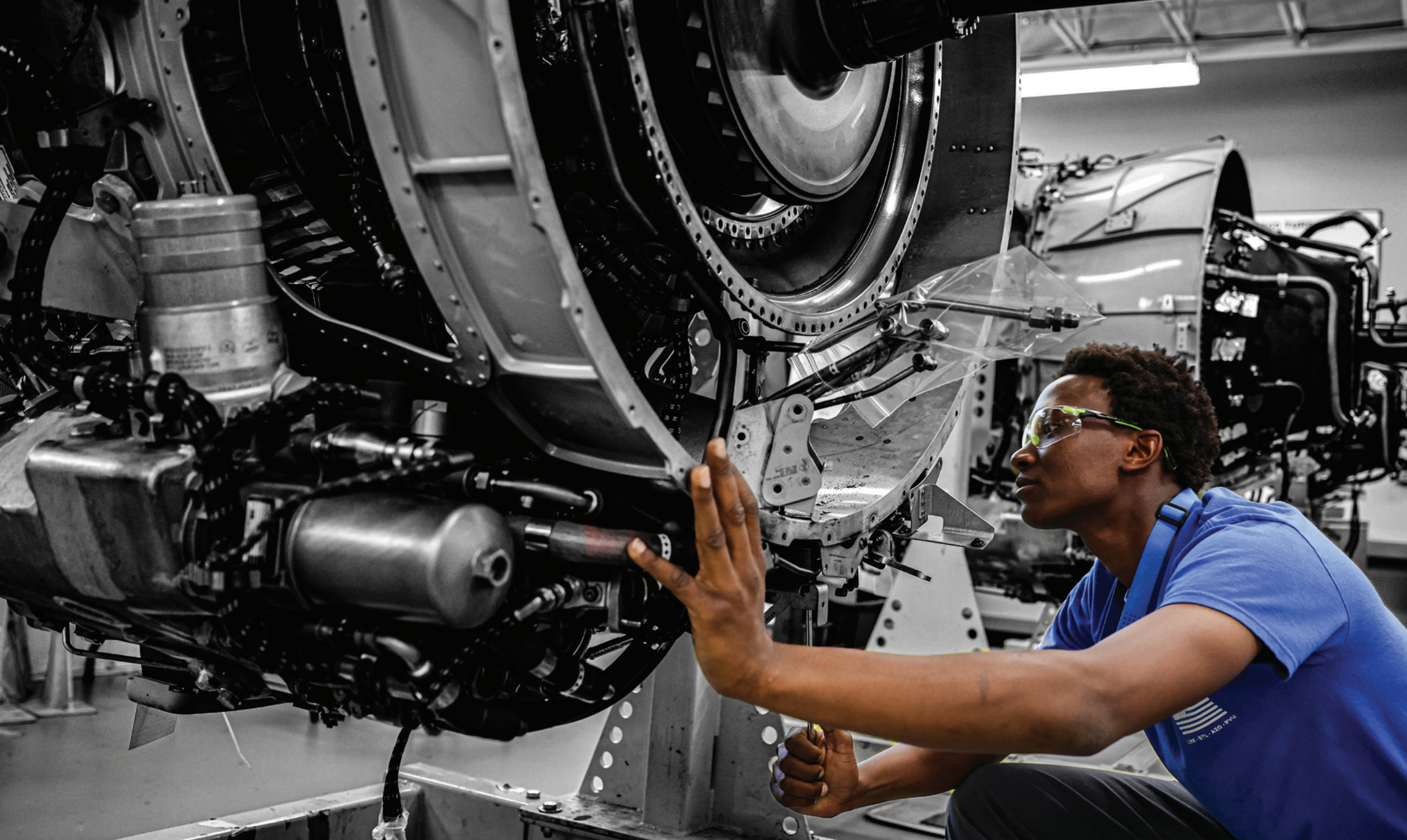
The growth of our HTF program has been largely driven by word of mouth, a testament to the quality of service provided. “We are not the largest HTF service provider,” says Shawn. “But our customers appreciate our focus on quality over quantity and our dedication to ensuring they are satisfied.”

This satisfaction is reflected in our access to new customers. Over the past decade, the company has experienced an average annual increase of 22% in the number of customers seeking HTF engine services.

“As the fleet continues to grow, we are positioned to meet this demand with quality team growth,” says Shawn.

HTF7000 Rental Engines and Warranty Claims

Duncan Aviation keeps customers flying with a pool of rental engines and other industry resources. By letting us do all the legwork, such as working with MSP, lining up rental engines, handling billings, and shipping parts, operators can experience hands-free maintenance.



Supporting Growth and Education

Communication is key for clients. Even if they wish to be hands-off, they need to be kept informed of any issues and how they are being addressed. At Duncan Aviation, we treat engine maintenance as a team effort. Everyone who works on the engines is well-trained and capable and can talk a customer through what is happening and what they can expect.


With the demand for the HTF7000 engine service expected to increase in the near future, we are preparing to expand our team and enhance training programs. Shawn emphasizes the importance of

education, ensuring that all team members are well-versed in the latest Service Bulletins and repairs. This knowledge allows the sales team to better support customers and ensures consistent service quality across all Duncan Aviation locations, including Battle Creek, Michigan; Lincoln, Nebraska; Provo, Utah; and throughout our Rapid Response Team network.

Added Capabilities


Looking ahead, Duncan Aviation is poised to further enhance our capabilities by adding in-house HP case shroud grinding by the end of 2025.

This will include a significant investment in the inventory of rotatable HP cases, enabling the creation of match set assemblies.

Our ongoing investment in the HTF7000 program, coupled with our commitment to customer service and technical excellence, ensures that we remain a leader in the business aviation maintenance industry. As the number of HTF7000 engines in operation continues to grow, customers can count on us for reliable, efficient, and comprehensive engine maintenance services. 



Pratt & Whitney Designated Overhaul Facility

This August, Duncan Aviation broke ground on a significant expansion of our turbine engine overhaul facility at the Lincoln Airport in Lincoln, Nebraska. This new 36,000-square-foot Pratt & Whitney Designated Overhaul Facility will conduct hot sections and overhauls on PW300 and PW500 turbofan engines. Atec, Inc., based in Houston, Texas, is contracted to engineer and construct a 20,000 lb. Thrust Class engine test cell and control room. Hot section inspection services will be operational by the end of 2024, with full overhaul capabilities coming online in early 2026. 

HTF Service With One Call — +1 402.470.4560

With one call, we can be at your location with the proper tooling to perform engine R&Rs, the 4,800/9,600-hour (Praeter: 4,500/9,000-hour) borescope inspections, periodic maintenance, hot-end entry, aft sump bimodal repair, Service Bulletin incorporation, and troubleshooting.

For 24/7 AOG support, visit: www.DuncanAviation.aero/services/aog 

A SHOW PIECE

In the world of business aviation, you see a lot of aircraft interiors that feature neutral colors like beige and grey. The simple color palettes are perceived as a safer option since they appeal to the masses and help with resale value.

Occasionally, a customer personally values creativity and is willing to take the plunge into a unique design. This Gulfstream V is a prime example.

“Working with a customer who is open to creative and fun designs is one of my favorite things to do,” says Senior Lead Designer Molly Pfeiffer. “Each individual detail of this aircraft had a unique aspect that came together to produce something absolutely beautiful.”

This newly refurbished Gulfstream is a show piece that emulates the creativity and craftsmanship of Duncan Aviation. Some of the details include two-tone leather seats with a fabric insert, porthole window surrounds, vinyl-wrapped sidewalls, carbon fiber table boxes, and a stone look used throughout that really makes it a one-of-a-kind show piece.

DECADES OF AVIATION

At first, the owner wasn't sure which direction he wanted to take with the interior. We played with multiple ideas and fine-tuned the various visions until the current design came forward.

“The colors and finishes were inspired by the Albatross we

refurbished years ago,” explains Molly. “He was searching the internet for inspiration and came across photos of the Albatross. He loved how the wood tone and green looked together.”

BORROMEODESILVA

Carlo Borromeo, owner of BorromeodeSilva, has a history of working with the owner and understands the owner's design preferences. Carlo and Molly worked together to ensure the new interior fit the owner's taste, and was aviation-approved. Carlo came up with the overall vision, and Molly brought it to life.

“Most of the big ideas came from Carlo and his team,” says Molly. “I ensured the materials they selected fit aviation requirements, and came up with a lot of the details on how to execute the vision with the unique concepts we were trying to achieve.”

BEAUTIFUL, HANDSOME, AND CUSTOM-TAILORED

Molly compared the look of the seats in the aircraft to a handsome, custom-tailored suit. They are highlighted by two-tone light and dark green leather on the arms and seat surrounds yet the herringbone fabric insert is really what catches the eye. We added pull lines that ran vertically along the fabric to add depth and dimension to the seats and make the inserts pop.

“These are some of the most handsome seats I've ever done,” says Molly. “They remind me of a custom-tailored men's suit with clean lines, pull details, and hidden seams. The simple design and patterned fabric create a clean look that is interesting and draws you in.”

Every aspect of the seats was hand-cut by the Upholstery shop at the Duncan Aviation facility in Provo, Utah.



SEE THE UNIQUE DETAILS
COME TO LIFE:

[www.DuncanAviation.aero/
videos/GV-show-piece](http://www.DuncanAviation.aero/videos/GV-show-piece)



Upholstery Team Leader Brandon Crosby explains that the headrests are larger than we normally see.

“The larger headrest fits the head better, and gives more of a predominate appearance,” Brandon says. “A lot of the time with smaller headrests, it hits the head at an odd spot. When the larger headrests are up, there is more surface cushion for the head to relax on.”

YACHT-LIKE

Carlo had previously designed the owner’s yacht and wanted to incorporate some of the same design aspects into the aircraft. To do this, the team modified the windows to resemble a porthole, and installed LVT (Luxury Vinyl Tile) flooring in the entryway and lavatory.

Brandon and his team used 2.5”-wide LVT planks that resemble the teak wood often used in yachts. The CNC shop cut out 1/8”-wide strips of aluminum that were powder-coated black and placed between each row. The result closely resembles the flooring typically seen in yachts.

HYDROGRAPHICS

Carlo wanted a stone look to be incorporated. Because of weight restrictions, Molly suggested using a hydrographic film that mimics the appearance of stone without adding weight. Using hydrographics, the stone appearance could be applied on the tight radiuses of the drinkrails and credenza. This is a prime example of how Carlo provided vision and Molly brought it to life.

The drinkrails, credenza top, and countertops were all hydrodipped with the stone look. The table boxes, tabletops, and grab rails were hydrodipped as well, using a carbon fiber film.



A SLEEKER LOOK

The drinkrails and table boxes were completely modified to achieve a sleeker, more modernized cabin that is more in line with newer models. At input, the tops of the drinkrails were at different heights, and the lower sidewalls were just

a leather bump-out. The team redesigned them, making them the same elevation and creating two-level drinkrails. We focused on details such as making custom cupholders specific to the owner’s cups, and applying powder coating to give them a durable finish



that complemented the color of the stone. We also added metal plating to flank both sides of the table, mirroring the table card boxes, which have a strip of plating running along either side.

A DUNCAN AVIATION FIRST

The upper sidewalls were vinyl-wrapped and appear to have a straight grain, light oak veneer.

“This was a first for our team,” explains Molly. “We wanted to achieve the look of veneer throughout a majority of the cabin, including the upper sidewall. The wrap allowed us to have the veneer aesthetic without having to solve the challenges of using real veneer.”

A QUIETER CABIN

The owner likes to rest and have quiet in the aircraft, so he was looking for a way to improve the sound quality in the aft area. The team installed multiple components throughout the cabin. Soundproofing blankets were added as well as a thicker carpet pad to absorb extra sound. We modified the curtain design with a thick-pleated structure to help with functionality and also create a

more pleasing aesthetic when the curtains were open or closed.

THE FINER DETAILS

The carpet is a luxurious, handmade, 100% silk carpet. The unique characteristic to an all-silk carpet is that the yarns lay different directions when you walk on it, almost creating a marbling effect.

The aircraft also received Prizm lighting upgrades that allow passengers to change the color and temperatures to get warmer and cooler lighting. An Alto Cadence sound upgrade and Collins CMS Venue were installed. The CMS features new touchscreen monitors in the armrest.

The project was capped off with the installation of the recently certified Starlink high-speed, in-flight internet connectivity system.

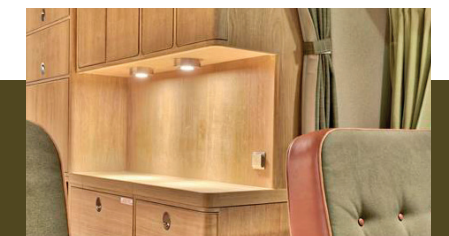
A BIG FEAT

Brandon says this was a big feat for his team, and they did a great job tackling it. “The team came together and put out a project that looks outstanding. We typically see a lot of tans and greys, so it was nice to work with something different. It’s sharp.”



Molly says the attention to detail and high levels of quality artisanship on all aspects of the project really made this a piece of flying art.

“At the end of the day, my design is nothing without the craftsmanship of our teams being able to bring it to life,” she says. “It’s not your standard aircraft. It has so many unique details woven throughout the interior and everyone here was so patient and really executed those details perfectly. I couldn’t have been happier with how the final product turned out; it was even better than I envisioned.”



CHECK OUT THE
GRUMMAN G-111
ALBATROSS THAT

INSPIRED THE CUSTOMER:
[www.DuncanAviation.aero/
videos/albatross](http://www.DuncanAviation.aero/videos/albatross)



A Natural Beauty

The experts at our full-service MRO (maintenance, repair, and overhaul) facility in Lincoln, Nebraska, took this legacy Falcon 2000EX and gave it a timeless appearance. Highlighted by silk carpet, new PSU overlay panels, streamlined drinkrails, and several unique details, the new paint and interior came together to modernize the aircraft.

The Designer's Eye

When preparing for such an extensive refurbishment, it's vital to develop a detailed strategy. This helps ensure the Designer and customer are on the same page with regard to the vision, minor details, cost, and downtime. Our Designers will often travel to meet with the customer and review design concepts through physical samples and illustrations. Duncan Aviation Senior Lead Designer Stephanie Kuhn says it's important



to have images and actual samples of what will be installed into the aircraft to ensure the design concepts and customer expectations align.

"I always create numerous illustrations that precisely depict my proposals," Stephanie says. "This owner either approved or considered many of the suggestions I made beforehand. It is very important to be as detail-oriented as possible, capturing everything from the overall mood of the interior, down to the soap dispenser and towel bar. It's important for the customer to be able to envisage the vision for the refurbishment."

Duncan Aviation Senior Completions & Modifications Sales Rep Tracey Boesch explains that the more work that is done on the front end, the better. While it's not impossible to add work while the aircraft is in-house, it's easier for everyone to understand the details ahead of time.



The drinkrails were modernized and existing cupholders were relocated to fit the new lid that accommodates the cabin switch panels.

"If we are able to address suggested design enhancements or upgrade requests during the quoting process, it allows us to integrate them into the proposal and provide the most accurate price and downtime for the project," says Tracey. "The benefits realized by both our client and our teams are that the project runs smoothly, as planned, and on budget."

Experience

Together, Tracey and Stephanie have designed hundreds of private jets over the years. Combined, they have nearly 50 years of experience in the industry, and in that time, have learned the ins and outs of how to redesign an interior to be unique and functional. They know the best materials to use and modifications to make, and how to raise the bar. More importantly, they are backed by the most experienced technicians in the industry who

are capable of bringing just about any vision to life.

When Tracey started at Duncan Aviation, there were only 400 Duncan Aviation team members.

"I worked on just about every model long ago as a Designer and when I started as a Completions Sales Rep," says Tracey. "Once it became evident there were many nuances, various floorplans, and varying designs by each manufacturer, as well as certain limitations between models, our team began to specialize in certain manufacturer models to better serve our clients. My focus has been on Falcon aircraft for quite some time. This has given me the ability to communicate more effectively regarding the specific details of the various Falcon models."

The Inspiration

Having customer-provided inspiration helps our team pinpoint the exact look or atmosphere the



See the timeless details come together in this video:
www.DuncanAviation.aero/videos/Falcon-2000EX-Natural-Beauty



settee was outdated, bulky, and protruded into the aisle. By reducing the thickness on the backrest and streamlining the design, we were able to provide two more inches in the aisle without sacrificing seating area or comfort.

The blue leather lower sidewalls coordinate perfectly with the accent yarn in the carpet and complement the exterior paint stripe.

The new composite brown, ebony veneer on the drinkrails, tabletops, galley and lavatory give off an exquisite touch.

The new polycarbonate on the galley and lavatory slider doors has a soft linen texture that provides an opaque look to the illuminated compartments.

The grain of the solid surface galley and lavatory countertops offers a marbled appearance, providing a stylish alternative to natural materials.

We also installed new Prizm LED lighting, USB ports, Collins Venue Cabin Management System (CMS), and the Alto Technology sound system.



The Exterior

Stephanie initially presented a few options for the new paint design. After selecting their favorite elements from the different designs, Stephanie used the client's input to reimagine the possibilities and create a final design that incorporated everything the client desired.

The new paint features a sleek, modern design with sweeping stripes in blue, navy, and silver grey. The timeless and professional appearance enhances the aircraft's overall presence.

The Details

The plating offers a modern look and coordinates beautifully with the veneer. Black pearl satin is featured on metal surfaces like latches, lights, air vents, faucets, sinks, and cupholders.

The new fabric on the window panels enhances the space with a soft texture. We apply a soil protectant to give the material liquid-repellent properties similar to an Ultraleather material. Additionally, the fabric offers slightly better sound absorption than Ultraleather.



owners desire. The clients liked the aesthetics of their Falcon 7X, so Stephanie assembled several materials and paint scheme options that reflected those preferences while ensuring a unique identity tailored specifically for the Falcon 2000.

Appreciation for Natural Beauty

The carpet is the most defining part of the interior. The field is 100% silk with a luxurious, marbled, and soft appearance.

"Typically, carpets feature a flatter tone or incorporate accents of silk," explains Stephanie. "In this case, the silk covering the entire field provides a shimmer effect and serves as a prominent focal point."

Silk, while more delicate than traditional wool carpet, still maintains durability. Its shimmering appearance emanates a

luxurious look that feels soft to the touch. This natural beauty must be appreciated for its organic material. "Silk carpet often exhibits a marbled, natural appearance," says Stephanie. "Appreciating its natural beauty is key because silk fibers naturally resist laying uniformly in one direction."

To truly appreciate this aircraft's new interior, one must fully embrace the natural beauty of authentic materials.

"It's a statement piece in luxury investments," says Stephanie.

An Updated and Streamlined Look

The team incorporated our Duncan Aviation-designed, one-piece PSU overlay panels and modernized the drinkrails to create an updated look in the cabin that is also functional.

We developed the PSU overlay panels to provide an updated look to the cabin interior and integrate with existing or new LED lighting. They also allow for easy removal and installation compared to traditional PSU panels. The new recessed areas have a radiused design and are covered in the same material as the PSU overlay.

We designed the updated drinkrails to have a streamlined profile that modernizes the interior and gives it contemporary appeal. The existing cupholders were relocated to fit the new lid that accommodates the cabin switch panels.

More Clearance

Because the interior space can be narrow between the conference table and the settee, the owners wanted more aisle clearance and a clearer pathway. The previous

A MERLOT MASTERPIECE

CHECK OUT A VIDEO OF THIS STUNNING G200 HERE:
www.DuncanAviation.aero/videos/G200-Merlot-Masterpiece



We recently completed a stunning paint and interior refurbishment of a Gulfstream G200 at our facility in Lincoln, Nebraska. Designed by Autumn Elizabeth Design and executed by Duncan Aviation, the aircraft now boasts a luxurious merlot paint scheme accented with elegant gold details, a custom interior, and connectivity upgrades.

“When the aircraft first came to us, the interior and exterior had seen better days. It was looking tired, and lacked an inflight connectivity solution,” says Senior Modifications & Completions Sales Rep Jeff Beaudette. “They took advantage of the downtime to complete the 192-month inspection to completely transform and

customize their aircraft interior, exterior paint, and equip it with a high-speed connectivity system.”

The interior of the G200 is impressive, featuring off-white leather seating highlighted with merlot piping that perfectly complements the exterior. The foam and leather were cut using our upholstery automation technology in Lincoln, and the custom quilted inserts were completed using the CNC quilting machine in Battle Creek, Michigan.

The new stone countertops in the galley and lavatory feature a merlot vein that enhances the piping in the seating and exterior paint.

The new plush wool carpet is unique to the customer and adds sophistication to the refined

atmosphere, creating a cohesive cabin environment. The off-white Ultraleather headliners, PSU panels, and upper sidewalls add an extra elegant touch that brought new life to the interior.

In addition to the aesthetic enhancements, the aircraft received significant technological upgrades. A Gogo AVANCE L5 system was installed, providing passengers with fast and reliable inflight connectivity.

With this refurbishment, Duncan Aviation continues to showcase our expertise in delivering top-tier aircraft upgrades that are unique to the customer, blending aesthetic elegance with technological advancements. 



Denver Satellite Upgrades Citation CJ2 to Garmin G600 TXi



Learn More



www.DuncanAviation.aero/services/avionics-installation/garmin-g600txi

Duncan Aviation recently installed a full Garmin® avionics upgrade in a Citation CJ2 aircraft at our Satellite in Denver, Colorado. The Garmin STC (Supplemental Type Certificate) that was used covers installation of dual 10.6-inch G600 TXi displays, dual GTN™ 750Xi navigators (if not already installed), a 7-inch portrait TXi EIS display, the GFC™ 600 autopilot system, a GMA™ 350 Audio Panel, and GI 275 Standby instruments.

One of the biggest advantages of this installation is the addition of the GFC 600 autopilot, which provides VNAV descents, fully coupled go-arounds, and Garmin's Electronic Stability and Protection

system, which allows for an extra safety margin when manually flying the airplane. The system has the ability to fly a wide range of precision, non-precision, and GPS-guided approaches and holds, and even builds custom holds if necessary. The system also includes EDM (Emergency Descent Mode) in the event of loss of cabin pressure where the airplane is capable of automatically descending the aircraft without pilot intervention if the pilot becomes incapacitated.

This customer chose to also install the GWX 8000 StormOptix weather radar with auto scan that includes enhanced ground clutter suppression technology that applies

advanced algorithms in conjunction with an onboard terrain database to eliminate nonweather returns from the display for a more consistent, more accurate view of weather at all altitudes and all ranges when in manual mode. The upgrade also has the option to add PlaneSync connected aircraft management system that automatically updates your avionics databases, logs flight/engine data, and lets you remotely check fuel and systems status via the Garmin Pilot app.

First of Three

“The installation went really well, and it is the first of three CJ2s that will receive the upgrade in close

succession,” says Edduyn Pita, Denver Satellite Manager. “We performed a similar installation earlier this year when we installed the G600 TXi in our company-owned PC-12, so we are developing installation efficiencies. That aircraft, in addition to receiving cutting-edge technology in the flight deck also saw significant weight savings of over 160 pounds.”

With this first CJ2 installation completed, Edduyn anticipates that future G600 TXi installations will be completed within eight weeks. To make the most of the required aircraft downtime, the Denver Satellite has partnered with Straight Flight, another

FAA Part 145 Repair Station at Centennial Airport, to perform needed airframe inspections and maintenance during the flight deck upgrade.

Support at Several Satellites

CJ operators have shown significant interest in this flight deck upgrade. Anticipating this demand, several facilities in Duncan Aviation's Satellite network are gearing up to complete these installations, including Austin and Houston, Texas; Denver, Colorado; Sacramento, California; St. Paul, Minnesota; and Manassas, Virginia. Some of these shops have developed

relationships with quality, local airframe service providers to complete any necessary inspections and maintenance, ensuring that both the avionics and airframe technicians working on these aircraft are trained specifically for the CitationJet models.

“Duncan Aviation has an excellent relationship with Garmin, deep expertise in Garmin systems, and can rely on the engineering support and expertise available at our full-service MRO facilities as we complete these upgrades within our Satellite network,” says Nate Klenke, Duncan Aviation's Completions/Modifications Sales Manager. 

New Honeywell licensing Agreements

www.DuncanAviationParts.com

View available stock quantities and repair capabilities with your myDuncan account at www.DuncanAviationParts.com. Don't have a myDuncan account? Reach out to Duncan Aviation Parts & Rotables Sales via email at PRS.SalesTeam@DuncanAviation.com to set one up.

Since 2020, Duncan Aviation has added five new licensing agreements and renewed another, adding nearly 3,000 new part numbers in Honeywell avionics systems commonly found in top business jets.

This expansion means you can now rely on us as a comprehensive service provider for Honeywell component sales, repairs, overhauls, and exchanges.

- Here is what Duncan Aviation offers:
- A trusted partnership with Honeywell for over 40 years, ensuring you always receive high-quality service, excellent value, and a seamless experience.
 - We have ramped up our inventory of high-demand and high-failure units, reducing wait times and ensuring quick availability.
 - myDuncan, a web-based project management system, offers you the convenience of managing projects from anywhere with internet access.
 - Dedicated customer account representatives, ensuring personalized attention and expert guidance through the component maintenance

- process. These reps coordinate work and necessary AOG services, always knowing team workloads.
- 24/7 global parts sales support where you always connect with a live, knowledgeable representative ready to assist via multiple channels, such as phone, email, and chat, providing fast, informed responses.
 - Tailored solutions, with Avionics Technicians performing precise, component-level repairs rather than costly board swaps, thus reducing repair costs and lead times. The technicians' deep understanding of Honeywell units ensures valuable insights.
 - Proactive maintenance recommendations that prevent warranty issues and ensure unit reliability until the next inspection cycle. Investing in restoring cores to service further minimizes warranty claims, ensuring high-quality performance for the next customer.
 - Our team keeps abreast of changes through continuous education and provides excellent support, understanding the interchangeability of part numbers to meet your needs. 🛩️



Legacy SPEN

December 2020
1,992 Part Numbers

Textron Consignment Program, Symbol Generators, Autopilot Computers, Mode Selectors, Flight Guidance Computers, Altitude Indicators, Air Data, Attitude Heading Reference Units



Air Data Computers A2-800/810

December 2022
64 Part Numbers

CL 601
LJ 31
Citation 650
Falcon 50B/20
Falcon 900/900B
Hawker 125-800
Boeing 727-100



Air Data Computers A2-840/850/940/950

March 2023
44 Part Numbers

CL 601
LJ 31
Citation 650
Falcon 50B/20
Falcon 900/900B
Hawker 125-800
Boeing 727-100



Primus Navigation & Integrated Computers A2-2000 ; IC-800

September 2023
68 Part Numbers

CL 600/601
GL Express, XRS, GL 5000
Citation 750/650
Embraer Legacy 600/650
Embraer ERJ 135/145
Falcon 900 (B, C, EX)
Falcon 2000
Hawker 700/800/800XP
Hawker 1000
Dornier DO-328



Primus 1000 & EPIC CDS-R Integrated Computers IC-800/815/1000

December 2023
169 Part Numbers

Citation V, 550B, 560, Citation Ultra, Sovereign
Cessna CJ1(+), CJ2(+)
Falcon 900(C)
Falcon 2000EX
Falcon LC/LXS

YOUR VIEW IS WAITING

LEVERAGE 68 YEARS OF EXPERIENCE IN JET SALES AND ACQUISITIONS

LOOKING TO BUY OR SELL A BUSINESS JET?

At Duncan Aviation, we understand that buying or selling a jet is a profoundly personal journey. As your vital advisors, we offer operational expertise and timely insights that go beyond the surface and support you throughout your ownership experiences. Our team's dedication and vast network of industry connections ensure that every decision you make is thoroughly informed, aligning perfectly with your unique mission and aspirations.



News & Tech Updates

Duncan Aviation strives to keep you up-to-date on the ever-changing aviation industry.

www.DuncanAviation.aero/news



The Duncan Aviation team took this worn CL-300 with a dated interior and transformed it to look like it came straight off the production line.

Custom Paint on Gulfstream G650ER

A Gulfstream G650ER paint project with minor maintenance work was completed at our Lincoln, Nebraska, MRO (maintenance, repair, and overhaul) facility this spring.

Having had a Gulfstream G550 painted at our facility in Battle Creek, Michigan, years ago, the customer requested that we paint their Gulfstream G650ER as well.

"The client had a positive experience with us the first time around," says George Bajo, Senior Completions Sales Rep. "So, when it came time to add his personal touch to the new aircraft, he trusted we would do exceptional work again and we did just that. It was an overall great experience."

The new, custom paint scheme on the aircraft mimics the previous scheme the customer had on their G550, and is highlighted by an off-white base and more complex stripes compared to the typical paint on a Gulfstream. 🇺🇸

Provo Facility Modernizes Dated CL-300

Our full-service MRO in Provo, Utah, took a dated CL-300 and transformed it to look like a brand new

www.DuncanAviation.aero/galleries



Watch the first full paint refurbishment on a CL-3500. Scan the QR code or visit: www.DuncanAviation.aero/videos/first-cl-3500-paint

aircraft. The aircraft was undergoing a pre-purchase evaluation in Provo and work began immediately after the purchase transaction was completed. The aircraft received a new interior, partial paint, and minor maintenance work before being delivered to a happy customer.

The team took the worn and dated interior and transformed it to look like it came straight off the production line. The interior has reupholstered seats with two-tone patterned headrests, a new countertop in the lavatory, vinyl flooring, grey and white patterned carpet, and new shades.

The aft lavatory countertop has complex curves, which presents a unique set of challenges when working with a rigid material like Corian. Our team has been refining techniques for applying this material to more organic shapes, and is now able to shape Corian into different profiles. The new countertop, combined with the unique design features of the CL-300 sink, create a unique look.

The customer previously operated a Hawker XP, and wanted the paint on the new CL-300 to reflect what they had on the Hawker. The Paint Shop and Design team came up with a solution to modify the existing stripe scheme instead of repainting the entire aircraft.

Custom Paint on CL-3500

We recently completed our first full paint refurbishment on a CL-3500 at our full-service MRO in Lincoln for a longtime customer. The customer has been bringing a variety of aircraft, ranging from CL-300s to LR-55s and JetStars to Duncan Aviation since 1996.

Project Manager Doyle Garrett explains that all the aircraft in the customer's fleet have the same paint scheme, so once they took delivery of their new CL-3500, they brought it straight to Duncan Aviation because we had painted the other aircraft in their fleet.

"We had all the details from their previous schemes, so it made for a rather smooth experience," says Doyle. "Our team was excited to work on this new airframe, and it made it even more rewarding for us that it was for a longtime Duncan Aviation customer."

Check out this video to get a closer look at the new paint: www.DuncanAviation.aero/videos/first-cl-3500-paint

Tim Barber Named Spear's Top Recommended Aviation Advisor

Tim Barber, EMEA Aircraft Sales & Acquisitions, was featured among the top private client advisors in the 2024 Spear's 500 Lifestyle Index. Spear's Magazine produces this annual listing of select advisors in the field of Wealth Management, Legal, Property, Yachting, and Aviation. Tim is one of a small number of individuals who handle the sale and purchase of pre-owned aircraft highlighted in this year's edition.

"It's a real honor to be recognized as a Best Aviation Adviser from Spear's," says Tim. "This is a credit to the work ethic and professionalism of everyone within Duncan Aviation. The company strives to maintain the very highest levels of customer service across all of its activities. Clearly, when we are buying or selling an



EMEA Aircraft Sales & Acquisitions Tim Barber

aircraft for a client, it goes without saying that we seek to achieve 100% satisfaction."

As a longtime member of the Duncan Aviation Aircraft Sales & Acquisitions team, Tim has represented aircraft buyers and sellers in Europe, Asia, the Middle East, India, Australia, the United States, and South and Central America.

Houston Satellite Installs Starlink System

Our Satellite in Houston, Texas, was the first Duncan Aviation location to install the Starlink in-flight, internet connectivity system. Installed in a GL-XRS this spring, the customer was thrilled, streaming three movies simultaneously and communicating with his wife through Facetime on the flight home. He was pleased with the speeds achieved and the bandwidth that allowed so much activity with virtually unnoticeable latency.

"Although this was our first installation, the avionics and structures teams were impressed by the well-organized STC (Supplemental Type Certificate) and kit that allowed us to perform the installation well within the three weeks we had allotted," says Houston Satellite Manager Mark Winter.

In early March, Duncan Aviation finalized a dealership agreement to sell and install hardware for the Starlink connectivity system on a growing list of makes and models. All of Duncan Aviation's full-service facilities and many of our Satellites are qualified and authorized to perform the installations, and we have installed 18 systems so far with six more in work.



Brad Wales, Scott Stoki, Tyler Spurling, and VP of Engine Operations Doug Alleman

Turbine Engine Leadership Reorganized to Support Growth

Duncan Aviation is pleased to announce leadership changes to our Turbine Engine Services. Scott Stoki, Brad Wales, and Tyler Spurling have been named Managers of Engine Services for Pratt & Whitney, Honeywell, and Engine Line Services, respectively.

Duncan Aviation's engine overhaul services experienced significant growth since 2015 as the company's Honeywell service authorization was extended to include HTF7000 (AS907) Series Minor. More growth followed with our designation as a Honeywell TFE731 Heavy Maintenance facility in 2017.

Most recently, an announcement was made during the 2023 NBAA BACE convention by Pratt & Whitney Canada (P&WC) designating our MRO facility in Lincoln as a DOF (Designated Overhaul Facility) for PW300 and PW500 turbofan engines.

People on the Move

Russ Haugen Manager of MRO Rapid Response Teams

Longtime team member Russ Haugen is now Manager of the company's MRO Airframe RRTs (Rapid Response Teams). These teams are based at our MRO facilities in Battle Creek, Lincoln, and Provo, and specialize in mobile response for airframe and engine AOG (Aircraft on Ground) and inspection services. Although the primary focus of these teams is on airframe and engine work, if a customer has avionics needs, they will coordinate with our nearest Satellite



Russ Haugen



Codie Sharpe



Susie Corn

for avionics assistance and help the customer get the issue fixed. 🛩️

**ATP Codie Sharpe
Avionics & Modifications Sales Rep**

Codie Sharpe has joined the Avionics and Modifications Sales team at our Provo location. A longtime aviation enthusiast, Codie joins the Duncan Aviation team after obtaining her ATP (Airline Transport Pilot) licenses. During her career, she has spent several years flying as a commercial pilot in both business and regional airline settings. She brings to this position her knowledge as a pilot and user of the various avionics in the flight deck. This hands-on experience will provide clients with a pilot's perspective as they consider upgrades to their aircraft. 🛩️

**Susie Corn
Manager of Regional Managers**

Susie Corn was recently promoted to lead Duncan Aviation's Regional Manager team. Susie joined Duncan Aviation seven years ago as a Senior Sales Representative for Engine Sales & Services, transitioning in 2020 to Regional Manager of the South Central United States, helping customers connect with every product and service Duncan Aviation provides.

"From having been on the technical sales team, I've had the opportunity to engage with various teams in the organization throughout the sales process—Regional Managers, Sales teams, our shops, and our customers. I've seen how the Sales teams and Regional Managers support our customers and

one another," Susie says. "We all represent Duncan Aviation, fulfilling different types of support, all as one team with the same goal to provide the best possible customer experience." She adds that she is not leaving her customers and the relationships she has built over the last seven years. Her message to them is, "I'm still here."

Duncan Aviation has eight US-based Regional Managers and five International Regional Managers, each representing their respective geographic territories. These managers are actively involved with the companies, aircraft, and various industry partners in these regions. They engage in these regions by serving on boards, attending conferences, meeting with industry professionals, and traveling to call on customers personally. With their extensive knowledge of the cultural landscapes, client needs, and Duncan Aviation's resources, the Regional Managers are uniquely qualified to provide excellent support in the field.

To further support flight departments, the Regional Managers can arrange for the technical sales teams from Airframe, Avionics, Paint, Interior, and Engine to travel with them into the field to survey aircraft, prepare formal quotes, and build relationships during various parts of the quoting process. 🛩️

20 Students Earn 2024 Karen K. Duncan Scholarship

Supporting local communities is one of Duncan Aviation's core values. One way we invest in our communities is through the children of our team members. For 26 years, Duncan Aviation has advanced



Todd Duncan pictured with the Karen K. Duncan Scholarship winners in Lincoln, Nebraska.

the futures of students through the Karen K. Duncan Scholarship program. Since its inception, the program has awarded 421 scholarships worth a total of more than \$2 million.

The following students will receive the 2024 scholarships that together could total up to \$100,000:

- Emma Brown, daughter of David and Heather Brown (Battle Creek, Michigan)
- Audrey Strapp, daughter of Gary and Linda Strapp (Blacklick, Ohio)
- Miguel Pita-Ruiz, son of Edduyn Pita and Lucila Ruiz (Douglasville, Georgia)
- Anna Roethlisberger, daughter of Ted and Jennifer Roethlisberger (Kalamazoo, Michigan)
- Regan Barnard, daughter of Craig and Traci Barnard (Lincoln, Nebraska)
- Seth Berens, son of Jeff and Jamie Berens (Lincoln)
- Collin Howell, son of Scott and Andrea Howell (Lincoln)
- Abbey Kohn, daughter of Robert and Jessica Kohn (Lincoln)
- Preslie Spurling, daughter of Tyler and Michelle Spurling (Lincoln)
- Dan Vo, son of Du Vo and Kathy Nguyen (Lincoln)
- Kyley Petersen, Daughter of Barry and Elisha Petersen (Malcolm, Nebraska)
- Samantha Scott, daughter of Trevor Scott and Katrina Mills (Manitowoc, Wisconsin)
- Brayden DePuy, son of Chris DePuy and Brittnee Chappell (Paw, Michigan)
- Paige Riley, daughter of Mike and Kristy Riley (Pleasant Dale, Nebraska)
- Eric Vue, son of Cha and Celina Vue (Pottersville, Michigan)
- Liam Evans, son of Larry and Danielle Evans (Portland, Oregon)
- Ona Stutzman, daughter of Brandon and Kiann Stutzman (Seward, Nebraska)
- Emily Bujarski, daughter of Jeffrey and Sachie Bujarski (Staplehurst, Nebraska)
- Megan Zahnnow, daughter of Chuck and Erin Zahnnow (Vicksburg, Michigan)
- Carleigh Bodfield, daughter of Chad and Amy Bodfield (Waverly, Nebraska) 🛩️