



## AIRCRAFT SALES & ACQUISITIONS

[www.DuncanAviation.aero/aircraftsales](http://www.DuncanAviation.aero/aircraftsales) | +1 402.475.2611



### **Team Mission Statement**

To serve as leaders, live a balanced life, and apply ethical principles to make a significant difference for our customers.



## Aircraft Acquisition & Consignment Services

Duncan Aviation's Aircraft Sales and Acquisitions team is comprised of eight experts, each with an average 25 years of aviation experience. Backed by in-house legal counsel, flight operations staff and more than 2,150 airframe, engine and avionics technical representatives 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.

### Acquisition

Acquiring an aircraft should be exciting and rewarding; however, the process is time-consuming, complicated and full of risk. Whether you are new to aircraft ownership, upgrading or adding to a fleet, selecting the right aircraft is essential. As with any major investment, hiring an expert who lives in the market full-time is critical. Buying an aircraft appropriate for your needs, at the best price and with the best long-term value is where experience and analysis comes to play. Our goal with every acquisition is to find the best value aircraft for our client's specific needs and desires in a manner that results in a long-term business relationship with our customer.

### Consignment

By selecting Duncan Aviation as your partner in selling your aircraft, you can be assured a lower-stress experience. We will provide you with an analysis showing the real-time market value of your aircraft. We will use this, along with information from our technicians and experts, to strategically price your aircraft. After developing a comprehensive marketing communications strategy, we will publicize your aircraft to potential buyers in the best light possible and in the most professional manner possible. Our sales and technical experts will answer questions from prospective buyers regarding the operation and maintenance status of the aircraft. We will communicate with you the market conditions and sales activities on a frequent basis and will represent your interests during the pre-purchase evaluation. It is our goal with every aircraft consignment to help our clients sell their aircraft for the best possible price and as quickly as possible.

**8,070**  
Service  
Relationships

**3,500+**  
Transactions

**2,150**  
Team Members  
Worldwide





## Competitive Advantages

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### Aircraft Sales History

- Duncan Aviation started as a business aircraft sales company and is a founding member of NARA (National Aircraft Resale Association).
- Since 1956, Duncan Aviation has conducted more than 3,500 transactions.
- On average, Duncan Aviation's Aircraft Sales & Acquisitions team members each have an average of 28 years of experience.



### Expertise Beyond the Transaction

- Duncan Aviation has 2,150 aviation experts, each with an average of 12 years with the company. The aircraft sales team partners with these experts to provide technical support before, during and after the aircraft transaction.
- Duncan Aviation can consider a combined brokerage and support services offering.
- On any given day, there are 125 aircraft in-house at Duncan Aviation locations, and 175 aviation experts in-the-field, making technical, sales and service visits, providing the aircraft sales team more exposure to service issues than others in the business.
- During the past four years, Duncan Aviation has performed more than 75 aircraft imports, 20 exports, and a multitude of Experimental and Supplemental Type Certifications. Our staff holds both Airworthiness and Manufacturing Unit Member authority and our in-house International Compliance Officer assists ensuring efficiency during complex cross-border transactions.
- Duncan Aviation has Aircraft Sales and Acquisition representation in the United States and in Europe. This helps with cross-border transactions and worldwide representation.
- Duncan Aviation facilities in Battle Creek, Michigan; Lincoln, Nebraska; and Provo, Utah; have conducted more than 100 pre-purchase evaluations for aircraft transactions over the last two years. Those experiences help our clients factor in potential pre-purchase and refurbishment costs.
- Duncan Aviation's technical team provides regular technical advice to other aircraft brokers. We take great pride in collaborating with them to make transactions smooth and efficient. We also enjoy working with other brokers to uncover opportunities that suit requirements for mutual clients.



### Customer Satisfaction

- In the last 36 months, Duncan Aviation has conducted business with 79 of the 86 Fortune 100 companies that own aircraft.
- The majority of our Aircraft Sales clients return when it is time for them to sell or purchase an aircraft.
- Most first-time aircraft sales customers are referred by those we have already helped with brokerage or acquisitions services.

## Since 1956 - We Are Here to Stay

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“Buying and selling an aircraft is a stressful experience. To ensure success, you are wise to partner with someone who knows the business inside and out and who understands both sides of the secondary market.” — Todd Duncan, Chairman of Duncan Aviation

Established in 1956 as a Beechcraft distributor, Duncan Aviation has grown into North America’s largest family owned aircraft service facility with more than 2,150 team members working at three full-service locations (Battle Creek, Michigan, Lincoln, Nebraska, and Provo, Utah) and more than 20 avionics satellite and engine Rapid Response teams located throughout North America.

Duncan Aviation’s Acquisitions team has been assisting operators with aircraft acquisitions since 1991. The service was developed after Robert Duncan assisted a friend with an aircraft purchase and realized there was a market for this assistance. Since then, potential aircraft owners have benefited from the knowledge of aircraft transaction experts who know the market, can leverage technical resources, and work for a predetermined flat-fee not tied to the purchase price of an aircraft.

Duncan Aviation has been recognized as a leader and innovator in the field of aircraft remarketing. Fact is, nearly half of all business jet operators in America have relied on one or more Duncan Aviation services in recent years. This close working relationship with the real movers and purchasers in the industry gives us a significant “ear to the ground” advantage when it comes to finding the right buyer for your aircraft. The Duncan Aviation Aircraft Sales team puts all these resources in a complete package designed to offer you maximum market exposure for your aircraft with minimal amount of your time, effort and expense.

We understand the importance and risk of an aircraft purchase. A small oversight can cost hundreds of thousands of dollars and a small insight can result in an equally large advantage. By hiring Duncan Aviation to assist you with your transaction, you are giving yourself the advantage of all that Duncan Aviation has to offer.



Donald Duncan



Robert Duncan



Todd Duncan



## Core Values

At Duncan Aviation, We:



**Deliver high-quality products and services.**



**Charge fair prices and provide efficient turntimes.**



**Lead through action and innovation.**



**Focus on solutions and offer positive suggestions.**



**Respect others and are accountable for our actions.**



**Maintain a team approach.**



**Value honesty, integrity, loyalty and trust.**



**Promote safety, health and wellness.**



**Support our communities and respect the environment.**

**Are proud to be the best at what we do.**



## NARA Code of Ethics



Duncan Aviation operates under a strict code of conducting business established by NARA (National Aircraft Resale Association). Every NARA member:

- Shall create and maintain a reputation for honesty, integrity and transparency and shall adhere to the highest ethical standards in their dealings with other members, their respective clients and all other parties.
- Shall be committed to constantly improving the quality of their services, products, and operations in order to provide a superior level of service, knowledge and value to their respective customers.
- Shall accurately represent their authority to show, demonstrate or sell an aircraft.
- Shall, as expeditiously as possible, submit to the seller all offers received. Once an offer has been accepted, all prospective purchasers, if any, will be informed of the accepted offer.
- In attempting to secure an exclusive listing, shall not deliberately mislead the owner as to the market value of the aircraft.
- When specifically acting as exclusive agent for an exclusive buyer or seller, shall not accept commission from more than one party to a transaction without the full knowledge of the principal(s) of the transaction.
- Shall compensate, directly or indirectly, employees of the parties to a transaction only with the written knowledge of the subject party.
- Shall present to the best of their knowledge accurate specifications of an aircraft for sale, and shall make truthful representations to the public.
- Shall avoid exaggeration, misrepresentation, or concealment of all known pertinent facts relating to a transaction.
- Shall provide a level of competent service in keeping with the highest standards of business and professionalism in the field of aircraft resale.
- Shall reveal their true ownership or interest in any aircraft they represent to the purchaser or his/her representative.
- Shall disclose any interest in other entities whose services they suggest or recommend that a client or owner use, and shall disclose any financial benefit they may receive as a result of the use of those services.
- Shall make full disclosure of charges and costs associated with any agreement.
- Shall use reasonable care to ensure that documents pertaining to the purchase and sale of aircraft are kept current through the use of written extensions and amendments.

*Duncan Aviation contributes \$250 to the NARA scholarship fund for each completed transaction.*



## Broker Selection Checklist



### Professional Marketing

- How and where will the broker market your aircraft?
- Does the broker actively promote their company?
- How will the broker's marketing efforts differ from other brokers?
- Will the broker provide you with reports on their marketing activities and progress?



### Knowledge & Experience

- How long has the broker been in business? How many transactions has the broker completed? Has the broker provided you with a list of references?
- Has the broker provided you with market intelligence to help you understand current market dynamics? Is this estimate based on comparable sales data?
- Has the broker explained to you the factors a buyer may consider and "due diligence" that they may require in order to purchase your aircraft?
- Does the broker have knowledge and experience fielding prospective buyer questions regarding financing, insuring, or maintaining your aircraft?
- Is the broker a full-time professional? Is there a conflict of interest inherent to representing your aircraft?
- Is the broker's specialty relevant to your current situation?
- Is the broker experienced as a pilot or maintenance professional for this type of aircraft? Or, does he or she have access to appropriately skilled people?
- Does the broker have relevant legal and financial expertise? If not, does he or she have access to a team of trusted professionals?
- Is the broker an active member of a trade association such as the National Aircraft Resale Association, whose members abide by a strict Code of Ethics?
- Does the broker have relationships built over many years that they can leverage to expose to the market?



### Transaction Management

- Will the broker monitor the pre-purchase evaluation? Is the broker capable of representing your interests if further negotiations are needed as a result of the findings?
- Does the broker utilize a third party escrow agent or title company to handle transactional funds? Does the broker provide full accounting of all payments both during and after the transaction?
- Will the broker follow up with you post-closing?



### Commission

- Is the broker's commission adequate so that they can cover the marketing and out of pocket expenses to adequately represent your aircraft?
- Is the broker motivated to sell and deliver your aircraft to a buyer?



# AIRCRAFT SALES & ACQUISITIONS RESOURCES

www.DuncanAviation.aero/aircraftsales

Duncan Aviation's Aircraft Sales & Acquisitions team is backed by 2,150 experienced team members located around the world. We have someone with expertise in all areas of business aviation and they are eager to share their knowledge and experience with our clients.



Aircraft sales and acquisition experts, each with more than 25 years of experience. They perform aircraft market analysis and research daily and are astute at negotiating on behalf of their clients.



Rene Cardona



Bob McCammon



Tim Barber



Steve Gade

Vice President of Sales  
Past President of NARA



Leah Lenardic

Market Research Analyst



Rebekah Williams

Market Research Analyst



Dave Coleman



Doug Kvassay



Doug Roth





**DUNCAN**  
AVIATION



## THANK YOU FOR CONSIDERING DUNCAN AVIATION

We look forward to working with you again.

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

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