

LATE-MODEL JET VALUES COMPETITIVE

MOST BUSINESS AIRCRAFT VALUES ARE STABLE

By Carl Janssens, ASA  | Chief Appraiser | Aviation Week Network

As the days of summer have grown, so have available inventories of late-model business jets in the global market. What makes these days most interesting are the volumes of late-model jets for sale with competitive pricing. Is it merely an intensely divided election season, or is it a case of an unbalanced market with more inventories than buyers? It would be suggested that politics is not the justification for where the pre-owned market is today, though a negative perception of business aviation generated by media outlets in past years has not encouraged pre-owned aircraft sales either. So what about the market imbalance for late-model business jets? Dennis Rousseau, from AircraftPost, has made some interesting analogies on the subject. See his comments on the following pages of Marketline.

Among the Aircraft Bluebook aircraft categories, the jet segment fluctuated the most with regard to inventories and pricing. Inventories of late-model jets, those 10 or fewer years old, grew by 2 percent in the first six months of 2016. Late-model jet values were on the decline. Jets older than 10 years tracked by Aircraft Bluebook showed little change in price. Overall, approximately 45 percent of this market segment was in decline.

The turboprop market tracked in Bluebook fared better than the jet market. Of the 662 make-model-year listings, the majority of this market segment remained stable. Again, most of the downward values were attributed to late-model turboprops while the values of older — aircraft were less impacted. Overall, 62 percent of this segment remained unchanged in value when compared to the previous quarter.

The multi-engine piston segment of Bluebook has remained a stable market since the start of 2016. Of the 693 make-model-year listings in the Bluebook, 618 of these models had no price change in this reporting period. Stability is a good thing. Also, limited inventories that are being produced have maintained a better market balance. For example, Beechcraft was reported to have manufactured approximately 18 G58 Barons in 2015 for global consumption.

Continued on page 3

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BLUEBOOK-ATA-GLANCE

JET

INCREASED	3
DECREASED	484
STABLE	605

TURBOPROP

INCREASED	13
DECREASED	232
STABLE	417

MULTI

INCREASED	8
DECREASED	67
STABLE	618

SINGLE

INCREASED	259
DECREASED	320
STABLE	2144

HELICOPTER

INCREASED	1
DECREASED	78
STABLE	1158

MARKET IMBALANCE

By Dennis Rousseau | President and Founder | AircraftPost.com

The total current generation business jet fleet has increased on average 6 percent per year. However, in 2014 and 2015 the growth dropped to 5 and 4 percent respectively. The first four months of 2016 are showing a paltry 1 percent increase over 2015. Yes, new aircraft sales are slowing and their respective backlogs are on the decline. Should we expect anything different considering the downturn in energy/financial markets and the global economic debacle?

In 2008, business jets on the market represented 10 percent of the available fleet(s). When we consider that the fleet size increases year over year, the percentage of the fleet can be a good barometer for the health of the market but can also be misleading. In 2012, we saw 15 percent of the available business jet fleet on the market and by year-end 2015 the number had climbed to 19 percent. By way of example, in 2009 the G550 in-service fleet tallied 237 aircraft and 10 percent of the fleet (24 aircraft) was on the market. By year-end 2015 there were 510 G550s in-service and 65 aircraft had come on the market, representing 12.7 percent of the fleet. Therein, it would be a misnomer to say the market is stable because we've seen approximately 11 percent of the fleet on the market over the last three years.

On average, 5 percent of any given fleet will turnover (resell) in the course of a year. This number fluctuates with the state

of the market ranging from 3.4 percent (181 aircraft) in 2008 to 7 percent or 552 aircraft, in 2014. It can be broken down further by looking at the percentage of aircraft on the market that sold. In 2008, 34 percent (181) of the 530 aircraft that came on the market sold to end-users. Keeping in mind the business jet fleet increases each year, by year-end 2014 39 percent (552) of the 1,559 aircraft that came on the market changed hands. Once again the percentile is within similar range, however the actual numbers tell a different story.

What we are seeing year over year is that prices continue to decline and the number of aircraft on the market has been increasing. Comparing the same vintage aircraft in 2014 to 2015, all things being equal, pre-owned selling prices in the medium and long-range categories dropped on average 16 percent with a low of 10 percent to a high of 30 percent. In this same time frame, our markets showed a 10 percent increase in aircraft for sale.

Year-to-date 2016 we're seeing a slightly different market dynamic over prior years. When compared to 2015, there are 23 percent fewer aircraft on the market. In terms of number of transactions, we should stay on track with the first five months of 2016 and we should see a similar number of aircraft sold by year-end as we did in 2014/2015. The big question is will selling prices continue to drop in the double digit category?

	2008	2009	2010	2011	2012	2013	2014	2015
Fleet Increase		9%	6%	6%	6%	6%	5%	4%
Overall In-Service	5317	5816	6224	6612	7039	7478	7894	8233
Overall on Market	530	758	794	784	1043	1240	1408	1559
Total % of the fleet on Market	10.0%	13.0%	12.8%	11.9%	14.8%	16.6%	17.8%	18.9%
Overall Sold	181	250	306	294	403	498	552	562
Total % of the fleet that Sold	3.4%	4.3%	4.9%	4.4%	5.7%	6.6%	7.0%	6.8%
% On market that sold	34.2%	33.0%	38.5%	37.5%	38.6%	40.0%	39.2%	36.0%

*Current Generation Business Jets

Likewise, the single-engine piston market reported in Aircraft Bluebook shadows the multi-engine market. Of the 2723 make-model-year listings reported, there were no changes in 2144 of these models. Again, similarly with other reporting groups, the majority of the few declines were within the late-model groups. A few of the legacy listings had slight increases in value when compared to the previous quarter in Bluebook.

The helicopter segment reported in Bluebook is the most connected to energy markets. Of the 1237 make-model-year listings, 1158 rotorcraft, or about 9 percent of the Bluebook fleet, had no price change when compared to the spring edition of Aircraft Bluebook. It would appear if the energy sectors of the U.S. economy would have a substantial improvement in stability, then business aircraft markets would also follow.

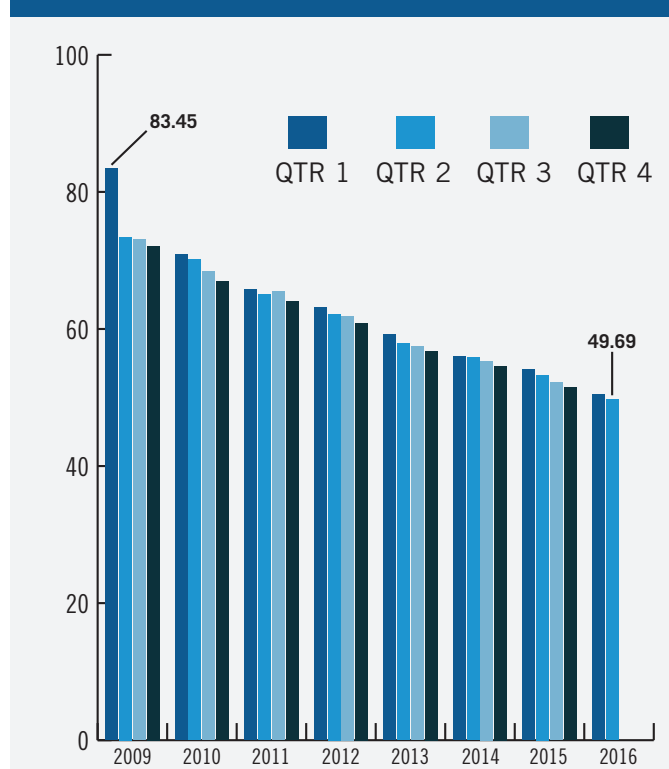
CURRENT MARKET STRENGTH

CMS represents an aircraft's current strength in the market. An A+ rating indicates the aircraft is enjoying a very firm market. Prices for an A+ aircraft are steadily rising, and holding times are very short or nonexistent. At the opposite end of the spectrum, a C- aircraft is one experiencing a very soft market. Its price is commonly discounted, and it often sets on the ramp in excess of eight months before selling. It is important to remember that Current Market Strength is not a forecast. It is valid only at Marketline's effective date of release. *See chart below.*

MARKETLINE CHARTS

All of the listed aircraft have a composite score that is presented in the Used Aircraft Market graph. Data points are represented in relationship to the respective new delivered historical price that is equal to 100%. The measure of change is reported in the actual percentage of value in relation to new. The delta between reporting periods can be concluded as the percentage of change.

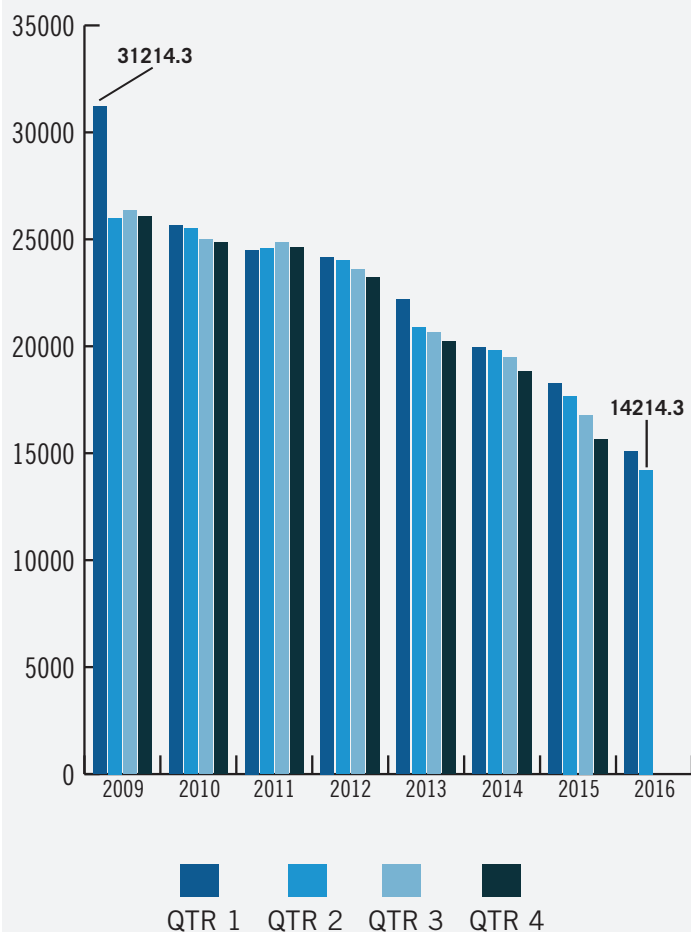
USED AIRCRAFT MARKET



CURRENT MARKET STRENGTH (CMS)

2007/2008 Model	CMS	2007/2008 Model	CMS	2007/2008 Model	CMS
Beech Premier 1A	B-	Gulfstream G-200	B	Cirrus SR22-G2	A-
Bombardier Global XRS	A	Gulfstream G150	B	Cirrus SR20-G2	B
Bombardier Challenger 604	B	Hawker 800XP	B	Diamond DA40-180XLS Star	B
Bombardier Challenger 300	A	Hawker 400XP	C	Diamond DA20-C1 Eclipse	B-
Bombardier LearJet 60XR	B-	Beech King Air 350	A	Mooney M20TN Acclaim	B
Bombardier LearJet	A-	Beech King Air B200	A	Mooney M20R Ovation	B-
Cessna Citation X	B+	Beech King Air C90GT	A	Piper PA46-350P Mirage	B
Cessna Citation XLS	B+	Cessna 208B Grand Caravan	A	Piper PA34-220T Seneca V	B
Cessna Citation CJ3	A	Piaggio P180	B	Piper PA28R-201 Arrow	B
Cessna Citation CJ2	A	Pilatus PC-12/47	B	Piper PA28-181 Archer III	B
Dassault Falcon 900	A	Piper PA46-500TP Meridian	B+	Evektor Sportstar (LSA)	C+
Dassault Falcon 50EX	B-	Socata TBM850	B	Flight Design CTLS (LSA)	B-
Dassault Falcon 2000EX	A	Beech 58 Baron	B	Agusta A109 Grand	B+
Embraer EMB-135 Legacy	A-	Beech A36 Bonanza	A-	Bell 206 L-4	B+
Embraer Phenom 100	A	Cessna T206H Stationair	B+	Eurocopter AS350-B3	B
Gulfstream G550	A	Cessna 182T Skylane	A-	Robinson R44 Raven II	A
Gulfstream G450	A	Cessna 172S Skyhawk	A-	Sikorsky S-76C++	B-

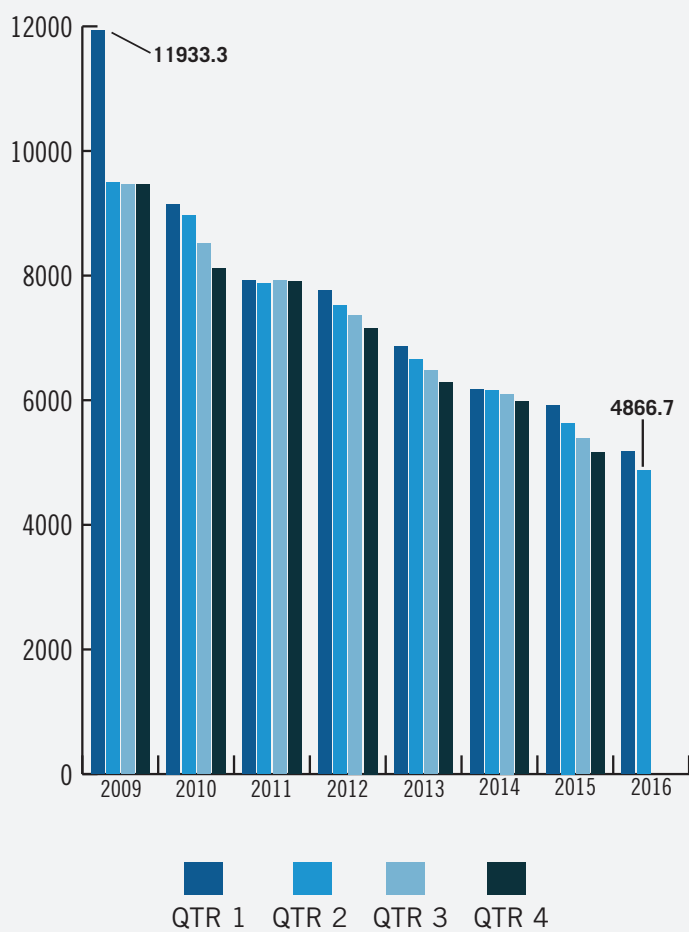
LARGE JET



The Large Jet chart depicts the average price (in thousands) of the seven jets listed. Each model's year will precede the name of the aircraft.

YEAR/MODEL	%CHANGE
2006 Bombardier Global Express	-2.4
2007 Bombardier Challenger 605	-9.5
2005 Dassault Falcon 900 EX Easy	-5.9
2005 Dassault Falcon 200EX Easy	0.0
2005 Gulfstream G550	-8.3
2005 Gulfstream G450	-7.1
2005 Embraer EMB135 Legacy	-7.1

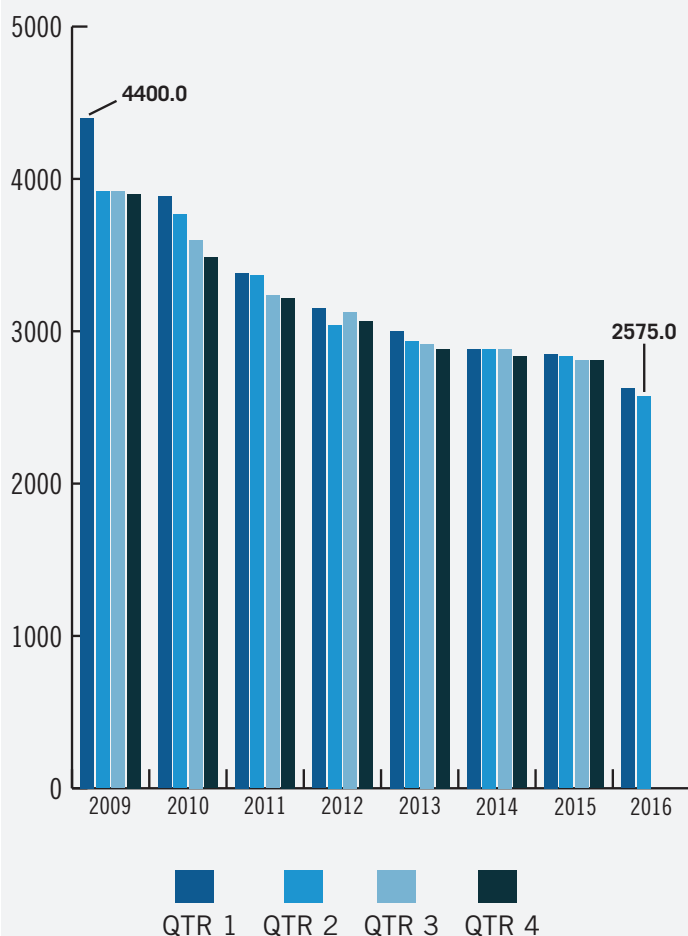
MEDIUM JET



The Medium Jet chart depicts the average price (in thousands) of the six jets listed. Each model's year will precede the name of the aircraft.

YEAR/MODEL	%CHANGE
2005 Bombardier Challenger 300	-10.5
2005 Bombardier Lear 45XR	0.0
2005 Cessna Citation Sovereign	-8.3
2005 Cessna Citation XLS	0.0
2006 Gulfstream G150	0.0
2005 Hawker 800XP	-12.5

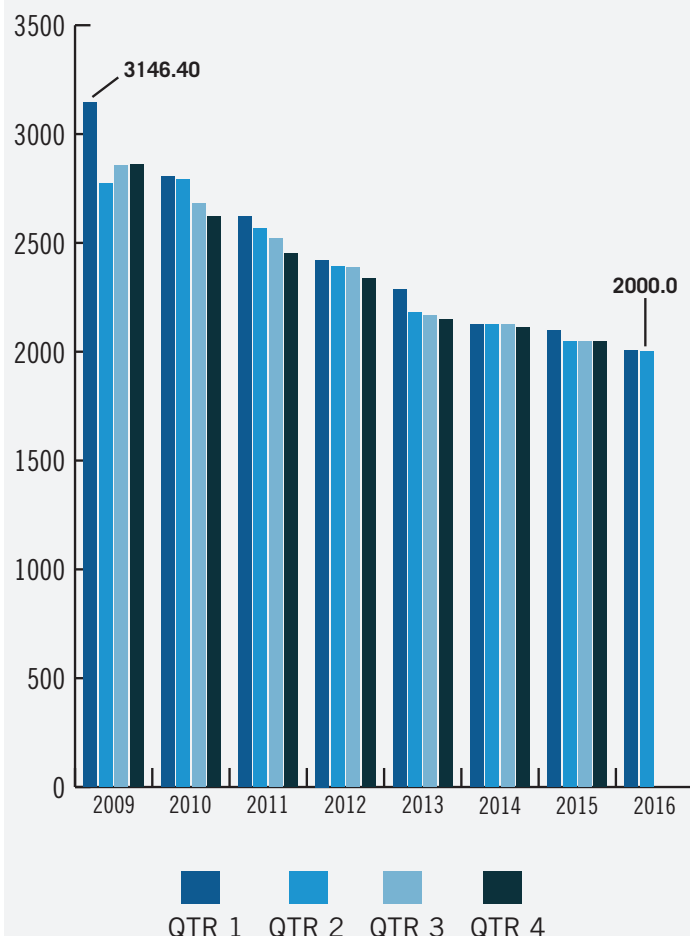
SMALL JET



The Small Jet chart depicts the average price (in thousands) of the six jets listed. Each model's year will precede the name of the aircraft.

YEAR/MODEL	%CHANGE
2005 Beech Premier 1	0.0
2005 Cessna Citation CJ2+	-3.1
2006 Cessna 510 Mustang	-6.3
2008 Embraer Phenom 100	-4.8
2009 Embraer Phenom 300	0.0
2005 Hawker 400XP	0.0

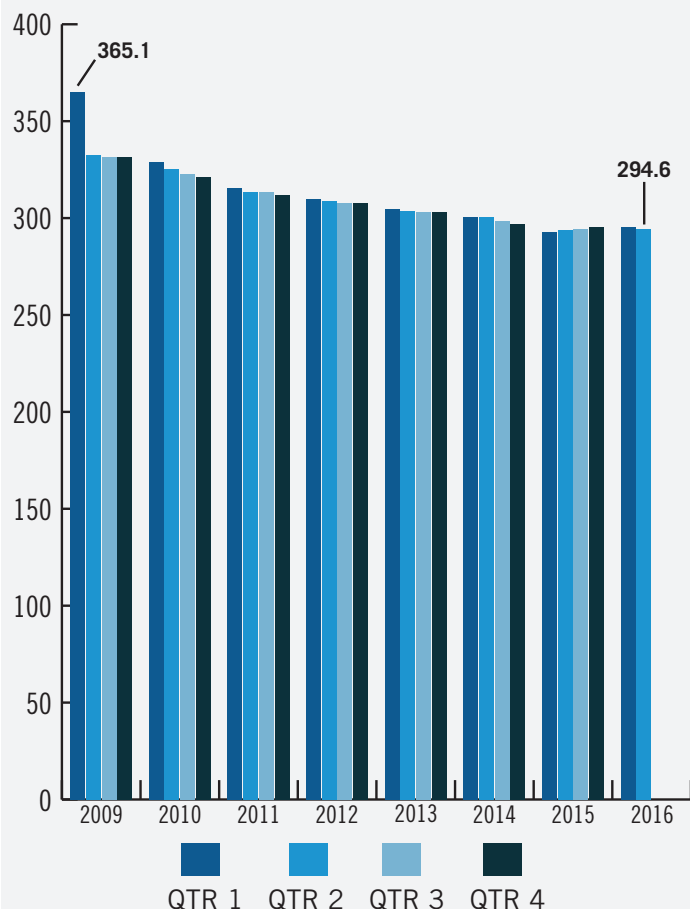
TURBOPROP



The Turboprop chart depicts the average price (in thousands) of the seven turboprops listed. Each model's year will precede the name of the aircraft.

YEAR/MODEL	%CHANGE
2005 Beech King Air350	0.0
2005 Beech King AirB200	0.0
2005 Beech King AirC-90B	0.0
2005 Cessna 208 Grand Caravan	0.0
2005 Piaggio AvantiP180	0.0
2005 Pilatus PC12/45	0.0
2005 Socata TBM700C2	-1.8

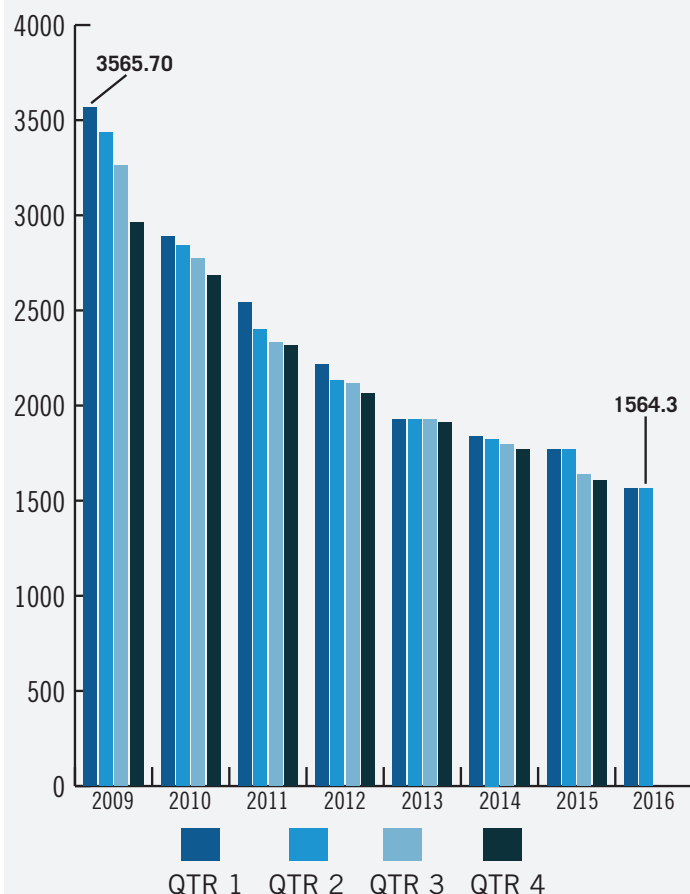
SINGLE/MULTI PISTON



The Single/Multi-Piston chart depicts the average price (in thousands) of the 12 aircraft listed. Each model's year will precede the name of the aircraft.

YEAR/MODEL	%CHANGE
2005 Beech 58 Baron	-1.8
2005 Diamond DA42 Twin Star	0.0
2005 Piper PA34-220T Seneca V	0.0
2005 Beech A36 Bonanza	-1.4
2005 Cessna/Columbia 400	0.0
2005 Cessna 182T Skylane	0.0
2005 Cessna T206H Turbo Stationair	0.0
2005 Cessna 172S Skyhawk SP	0.0
2005 Cirrus SR22-G2	3.1
2005 Diamond DA40-180 Star	0.0
2005 Piper PA46-350P Mirage	0.0
2005 Piper PA28R-201 Arrow	0.0

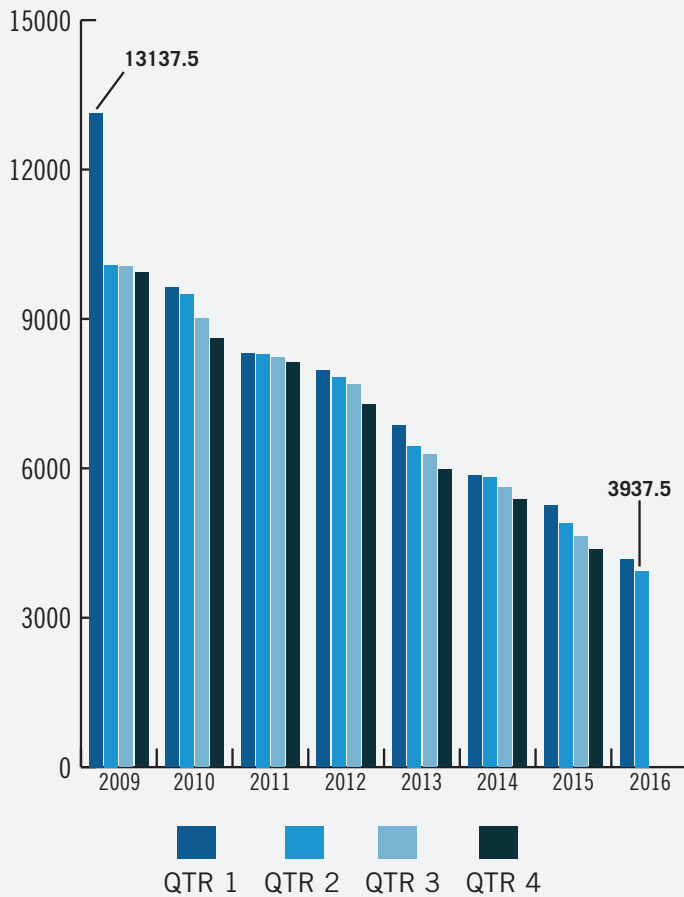
HELICOPTER



The Helicopter chart depicts the average price (in thousands) of the seven helicopters listed. Each model's year will precede the name of the aircraft.

YEAR/MODEL	%CHANGE
2005 Agusta A109E Power	0.0
2005 Bell 430	0.0
2005 Eurocopter EC130B4	0.0
2005 Eurocopter AS350B-3 Ecureuil	0.0
2004 Enstrom 280FX	0.0
2005 Robinson R44 Raven	0.0
2005 Sikorsky S-76C+	0.0

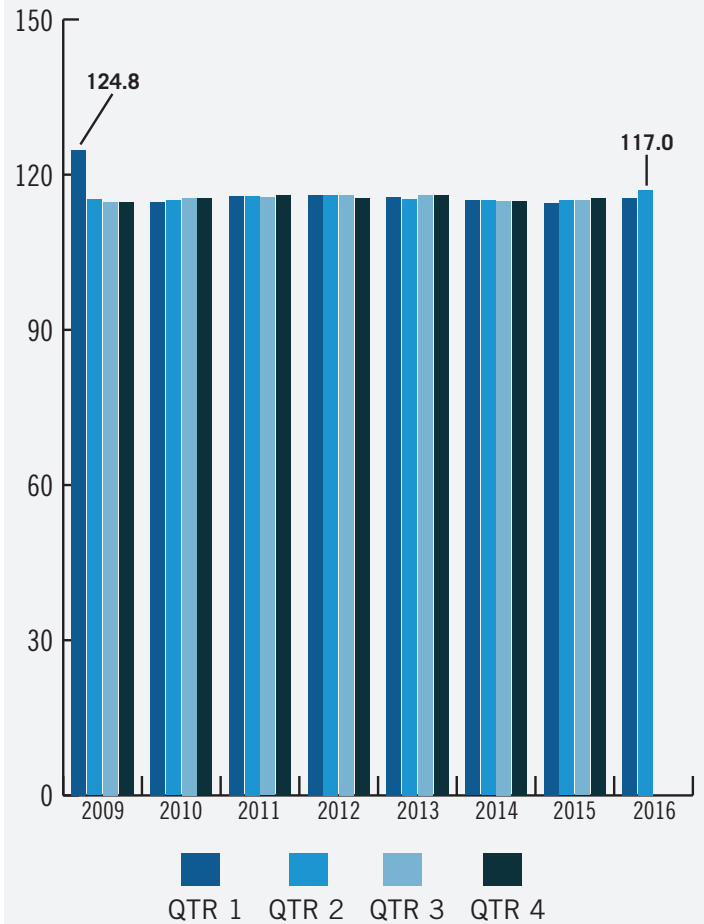
LEGACY JET



The Legacy Jet chart depicts the average price (in thousands) of the eight jets listed. Each model's year will precede the name of the aircraft. Legacy Aircraft are those produced prior to the year 2000.

YEAR/MODEL	%CHANGE
1996 Bombardier Challenger 604	0.0
1996 Bombardier Lear 31A	0.0
1996 Cessna Citation Ultra	0.0
1996 Dassault Falcon 900B	-3.2
1997 Dassault Falcon 50EX	-14.3
1996 Gulfstream GV	-9.6
1996 Gulfstream GIVSP	0.0
1996 Hawker800XP	-5.6

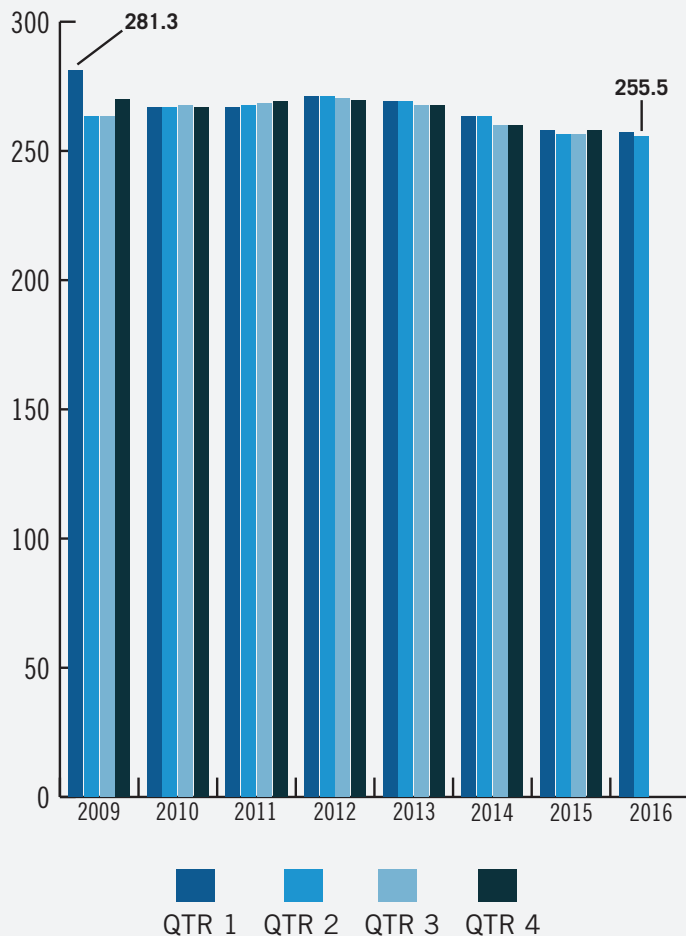
LEGACY PISTON



The Legacy Piston chart depicts the average price (in thousands) of the ten piston aircraft listed. Each model's year will precede the name of the aircraft. Legacy Aircraft are those produced prior to the year 2000.

YEAR/MODEL	%CHANGE
1990 Beech A36 Bonanza	0.0
1990 Beech F33 Bonanza	0.0
1986 Cessna 210 Centurion II	7.5
1986 Cessna 172P Skyhawk B	0.0
1985 Cessna 152 Commuter II	0.0
1990 Mooney 252 TSE	0.0
1990 Piper PA-28-236 Dakota	0.0
1990 Piper PA-28R-201 Arrow	0.0
1990 Piper PA-28-181 Archer II	0.0
1990 Piper PA-28-161 Warrior II	0.0

LEGACY MULTI ENGINE PISTON

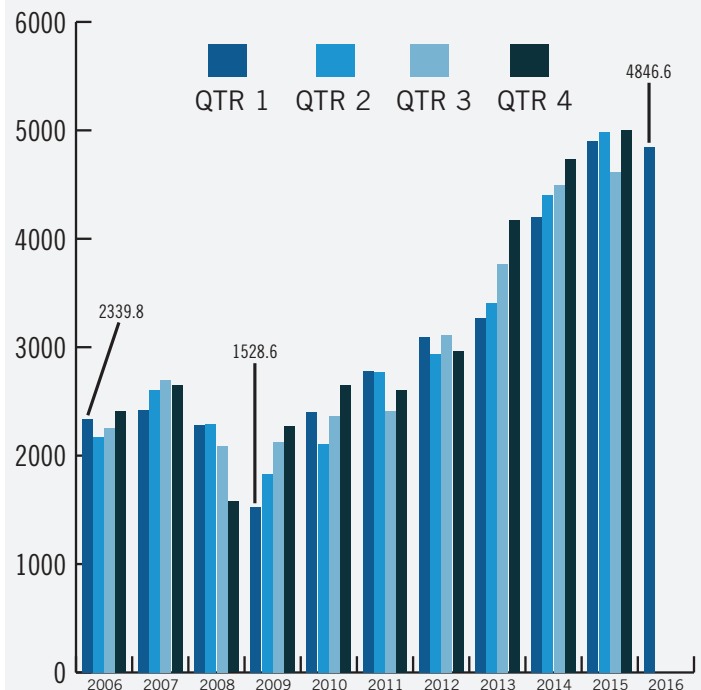


The Legacy Multi Engine Piston chart depicts the average price (in thousands) of the six aircraft listed. Each model's year will precede the name of the aircraft. Legacy Aircraft are those produced prior to the year 2000.

YEAR/MODEL	%CHANGE
1986 Beech 58P Pressurized Baron	-3.0
1990 Beech 58 Baron	0.0
1985 Cessna 421 Eagle III	0.0
1981 Cessna 310R II	0.0
1982 Piper PA-310C Navajo	0.0
1990 Piper PA-34-220T Seneca III	0.0

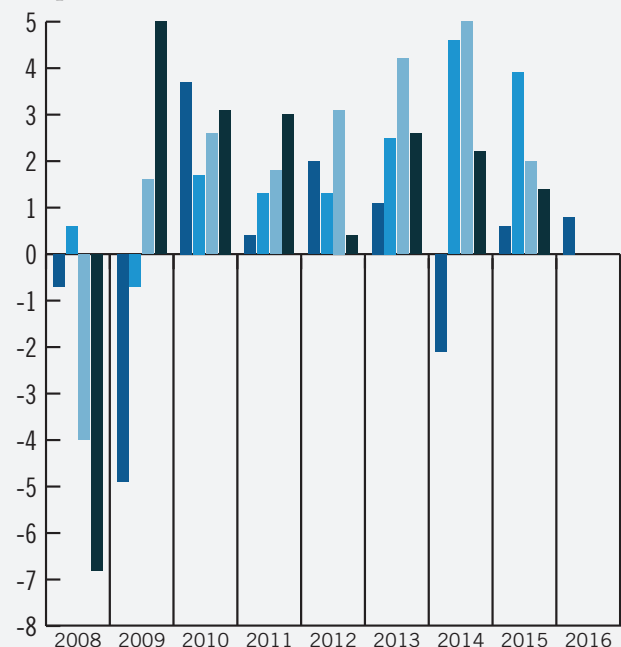
NASDAQ

Consider these graphs as crosschecks. The general aviation and business aircraft market does not operate in a vacuum but is a part of the bigger picture.



U.S. REAL GDP

Each data point represents the BEA's final figure or latest estimate of the quarter-to-quarter seasonally adjusted annual rates of change in real GDP "based on chained 2005 dollars." The study begins with the first quarter in 2006.

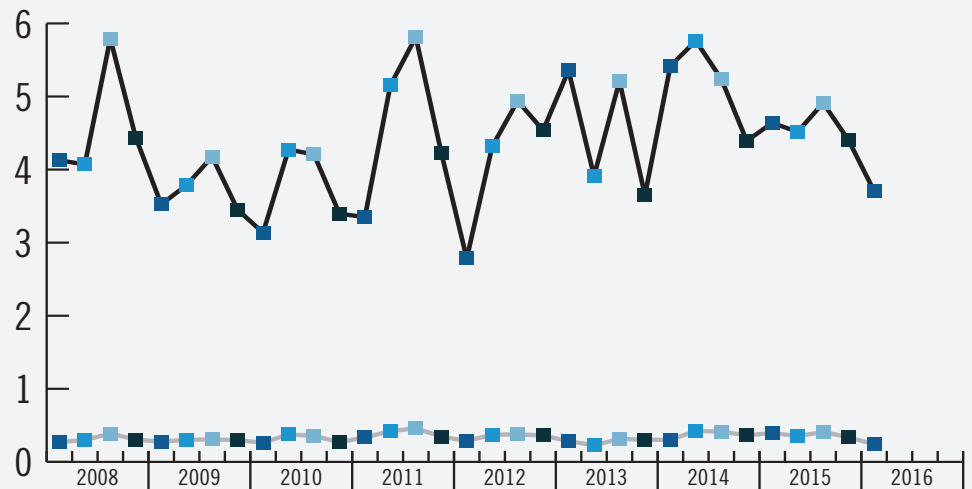


CHANGE OF STATUS: SINGLE/MULTI

The black line in the chart depicts change-of-status data for singles. The light gray line represents multi.

Single: 3707
Multi: 240

QTR 1 QTR 2 QTR 3 QTR 4

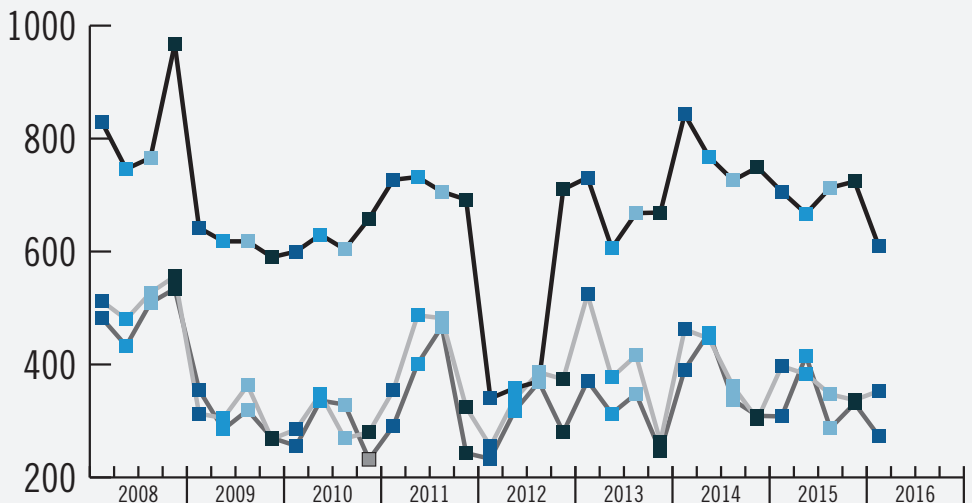


CHANGE OF STATUS: JET/TURBO/HELI

The black line in the chart represents change-of-status information for jets. The light gray line depicts turboprops, while the dark gray line represents helicopters.

Jet: 609
Turboprop: 353
Heli: 273

QTR 1 QTR 2 QTR 3 QTR 4

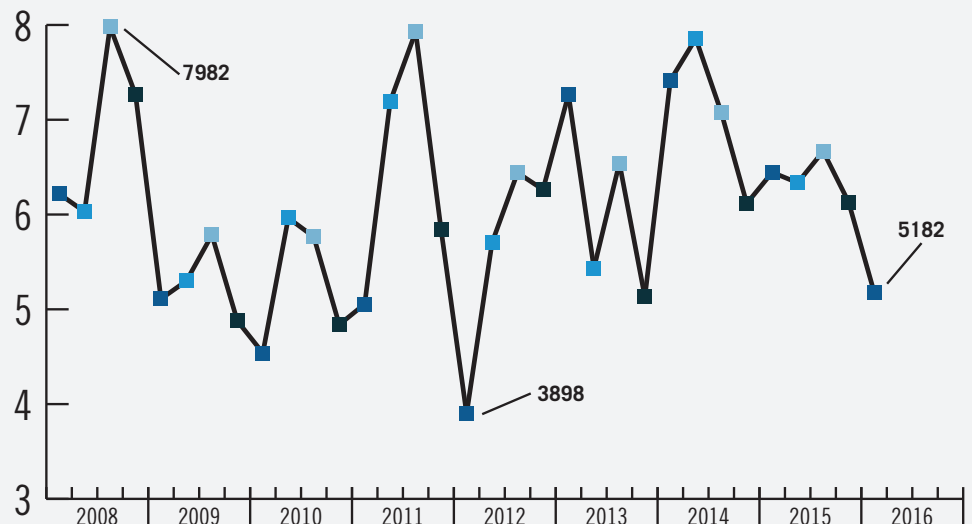


CHANGE OF STATUS: TOTAL MARKET

Depicts change-of-status data for all aircraft included in the Aircraft Bluebook. The numbers are from the FAA Registry. Gliders, homebuilts, airliners and other aircraft not found in the Bluebook are not included in this study.

Total Market

QTR 1 QTR 2 QTR 3 QTR 4



INTO THE BLUE

Aircraft Bluebook At-a-Glance Dassault Falcon 7X

By Chris Reynolds, ASA | Aircraft Bluebook

Aircraft Bluebook At-a-Glance has reviewed the current market status of the Dassault Falcon 7X business jet. Research for this study was obtained in part from Aircraft Bluebook, Aircraft Bluebook’s Historical Value Reference, the FAA’s registry web site and various trade services.

Demand

The Falcon 7X fleet is approximately 255 aircraft. At the time of this writing, approximately 25 Falcon 7X aircraft, representing approximately 10 percent of the fleet, were reported for sale.

Pricing

Current offerings for the Falcon 7X range from low-\$19 million to mid-\$43 million. Airframe time varies from several hundred hours to greater than 5,000 hours, depending on the year-model. Over the last year, approximately 10–15 sales appear to have occurred. Equipment, time/condition and engine maintenance programs can significantly affect time on market and

marketable value (Aircraft Bluebook prices the 7X enrolled on Honeywell MSP). For the summer 2016 Aircraft Bluebook, a 2008 Dassault Falcon 7X had a reported average retail value of \$24 million.

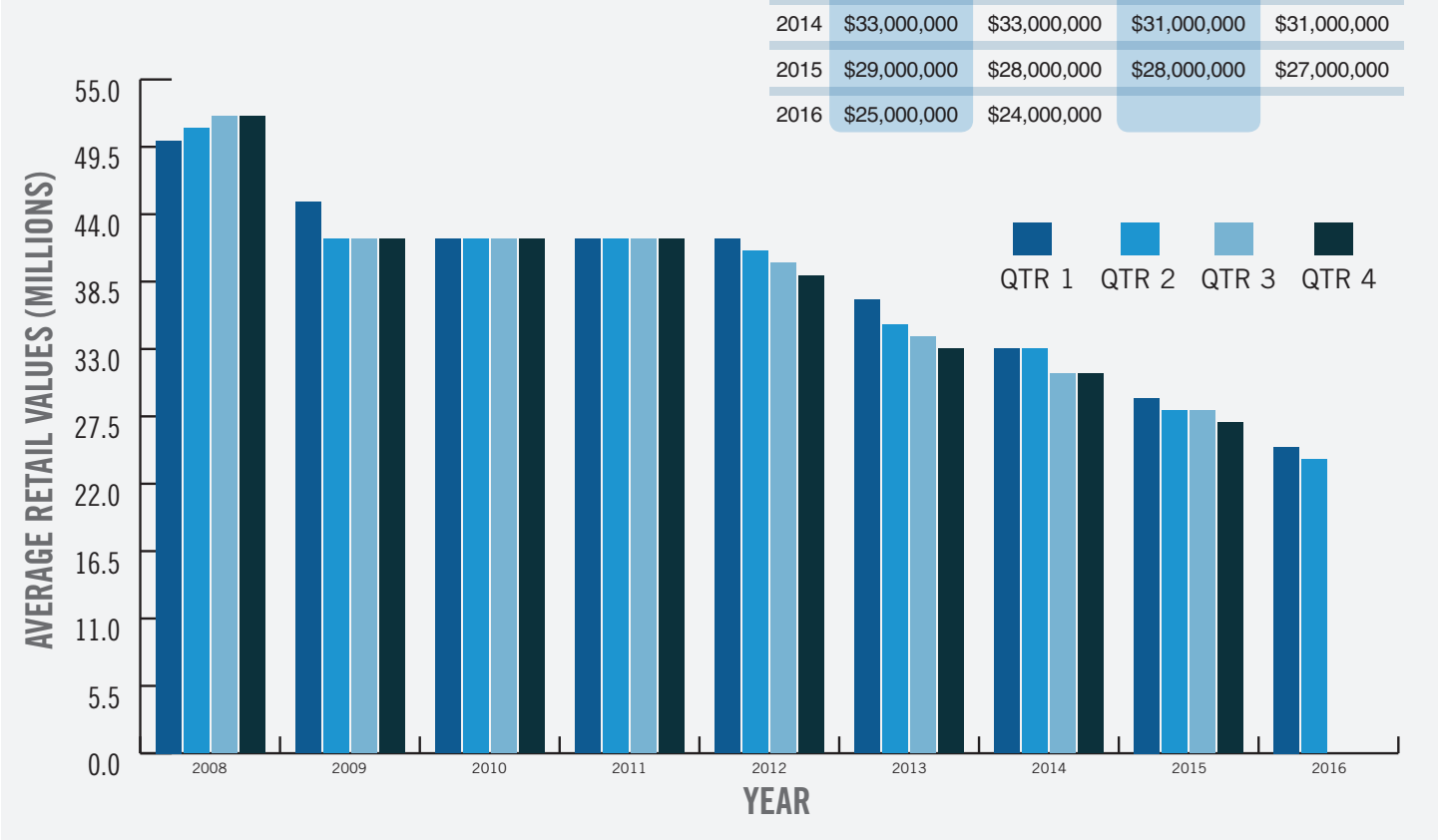
Residual Values

A 2008 Dassault Falcon 7X, for which market values have been tracked since the first quarter of 2008, was reported new with an average equipped price of \$42.3 million. Aircraft Bluebook’s Historical Value Reference has demonstrated the Dassault Falcon 7X market value (performance by quarter) in the graph for this 2008 model.

Other historical values can be obtained at Aircraft Bluebook’s website, www.aircraftbluebook.com.

AVERAGE RETAIL VALUES

Year	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2008	\$50,000,000	\$51,000,000	\$52,000,000	\$52,000,000
2009	\$45,000,000	\$42,000,000	\$42,000,000	\$42,000,000
2010	\$42,000,000	\$42,000,000	\$42,000,000	\$42,000,000
2011	\$42,000,000	\$42,000,000	\$42,000,000	\$42,000,000
2012	\$42,000,000	\$41,000,000	\$40,000,000	\$39,000,000
2013	\$37,000,000	\$35,000,000	\$34,000,000	\$33,000,000
2014	\$33,000,000	\$33,000,000	\$31,000,000	\$31,000,000
2015	\$29,000,000	\$28,000,000	\$28,000,000	\$27,000,000
2016	\$25,000,000	\$24,000,000		



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Preliminary Program

OCTOBER 4, TUESDAY

- 8:00-9:00 am Conference Registration - 3rd Floor Lobby
Breakfast - Reagan Room, *sponsorship available*
- 9:00-9:05 Welcome Address and Introduction by Conference Chair
General Session - Florentine Lounge **Joanna Speed**
Managing Director, A&D and SpeedNews Conferences
- 9:05-9:40 BOFA - MERRILL LYNCH GLOBAL RESEARCH
Opening Address **Dr. Ronald J. Epstein**
Managing Director, A&D Global Research
- 9:40-10:25 ICF INTERNATIONAL
The Global Outlook for Business Aviation and the Rise of On-Demand Services: Implications for Production, Services and Suppliers **Richard O. Brown**
Principal, Aerospace & MRO Advisory
- 10:25-10:55 Refresher Break - Reagan Room, *sponsorship available*
- 10:55-11:35 PANEL: OEM PRODUCT UPDATE & OUTLOOK
Moderated by Molly McMillin, Managing Editor, The Weekly of Business Aviation, Aviation Week Network
BOMBARDIER BUSINESS AIRCRAFT - **Thomas Fissellier**, Manager, Market Intelligence & Analysis, Market Development & Business Planning
DASSAULT FALCON JET - **Paul Floreck**, Senior VP, Sales, Western U.S. & Canada
EMBRAER EXECUTIVE JETS - **Luciano R. Froes**, Senior VP, Marketing
GULFSTREAM AEROSPACE - **Steve Cass**, VP, Technical Marketing & Communications
TEXTRON AVIATION - **David Rosenberg**, VP, Strategic Planning & Integration
- 11:35-11:50 Refresher Break - Reagan Room, *sponsorship available*
- 11:50-12:30 pm Discussion & Questions - OEM Product Update & Outlook
- 12:30-1:45 Lunch - Reagan Room, *sponsorship available*
- 1:45-2:15 GE AVIATION **Scott Searles**
An OEM Supplier's Forecast Director, Corporate Development
- 2:15-2:45 PRATT & WHITNEY *invited*
An OEM Supplier's Forecast
- 2:45-3:15 Afternoon Tea Break - Reagan Room, *sponsorship available*
- 3:15-3:45 ROLLAND VINCENT ASSOCIATES **Roland A. Vincent**
Change in Fortunes: A Look Into the Large Cabin Business Market President
- 3:45-4:15 PNC AVIATION FINANCE **Don Clary**
Business Aircraft Finance Update: Are Situations Improving? Senior VP, Aircraft Finance Officer
- 4:15-4:45 WALSH AVIATION **John F. Walsh**
When Will the Bizjet Market Be "Great Again"? - A SpeedNews Fearless Forecast President
- 4:50 Wrap-up **Joanna Speed**
- 6:15-7:00 Cocktail Reception at CHAYA Downtown; invitation required at door
- 7:00-8:30 Dinner, *Cocktail & Wine sponsorship available*

OCTOBER 5, WEDNESDAY

- 8:00-9:00 am Breakfast - Reagan Room, *sponsorship available*
- 9:00-9:05 Introduction by Conference Chair **Joanna Speed**
General Session - Florentine Lounge
- 9:05-9:35 COMPANY INVITED *to be confirmed*
General Aviation Market Update
- 9:35-10:05 JETCRAFT **Ken Elliott**
Business & General Aviation Future Snapshots Technical Director, Avionics
- 10:05-10:35 INTERFLIGHT GLOBAL CORPORATION **Oscar S. Garcia**
The Future of High Speed Business & General Aviation: Chairman & CEO
Supersonic, Hypersonic & Orbital Transportation Elements
- 10:35-11:05 Refresher Break - Reagan Room, *sponsorship available*
- 11:05-11:35 ASSET INSIGHT **Anthony Kioussis**
Market Dynamics Affecting Aircraft Demand President
- 11:35-12:05 pm PHILPOTT BALL & WERNER **Luke Korta**
Transaction & Valuation Trends in the Business & General Aviation Market Director
- 12:05 Wrap-up **Joanna Speed**
- 12:15-1:30 Lunch - Reagan Room, *sponsorship available*

Aircraft Bluebook Market Values Roundtable

(Separate registration required. \$420. Please visit SpeedNews.com for details.)

- 1:30-2:00 Welcome and Market Overview
Carl Janssens, Chief Appraiser, Aircraft Bluebook
- 2:00-3:00 Key Factors That Affect Business Aircraft Values
Avionics, equipment and maintenance — factors directly connected to the asset — play a part in an aircraft's current market value. They also will affect future values.
- 3:00-3:30 Refreshment Break
- 3:30-4:15 External Factors That Affect Business Aircraft Values
Financial factors and other external market conditions can influence business aircraft values, too. Learn how these affect values and what you can do to manage the risk.
- 4:15-5:00 Wrap-Up
Future value forecasting for a business aircraft is complex and involves many variables. Still, you can manage your business aircraft portfolio by weighing the factors that affect values.
Carl Janssens, Chief Appraiser, Aircraft Bluebook
Chris Reynolds, Editor & Appraiser, Aircraft Bluebook
- 5:00 Cocktail Reception

The registration fee is \$1,697 per delegate. Overnight accommodation is not included in this fee.

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- Updated 2016 Models

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- Portfolio Audits
- Diminution of Value

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AIRCRAFT BLUEBOOK MARKET VALUES ROUNDTABLE

Aircraft Bluebook, the premier resource for aircraft values, is convening the inaugural Aircraft Bluebook Market Values Roundtable in Los Angeles on Oct. 5, 2016. At this year's event, intended to benefit aircraft OEMs, suppliers, financial institutions, dealers, brokers and consultants, Aircraft Bluebook editors and industry experts will weigh the elements that factor into business aircraft market values, especially the pressure points that affect residual values of business aircraft. Participants will gain unique insight to incorporate into their own forecasts

of future values of aircraft. The roundtable should increase understanding of how the market values different factors and improve asset planning and portfolio management.

This new event costs \$420 and follows the SpeedNews 21st Annual Business & General Aviation Industry Suppliers Conference. For more information and to register, visit: <http://speednews.com/business-and-general-aviation-industry-suppliers-conference>.

AIRCRAFT BLUEBOOK AROUND THE GLOBE

Experimental Aircraft Association's (EAA) AirVenture; Oshkosh, Wisconsin; July 24-31, 2016

Beginning more than 60 years ago, EAA AirVenture has evolved from a small gathering of aircraft and aviators into a grand, week-long celebration known as "The World's Greatest Aviation Celebration." Oshkosh is filled with dazzling displays of aerobatics, informative programs, hands-on workshops, and diverse aircraft spanning all eras of flight.

National Business Aviation Assoc. (NBAA) Annual Meeting; Orlando, Florida; Nov. 1-3, 2016

Founded in 1947 and based in Washington D.C., the National Business Aviation Association (NBAA) is the leading organization for companies that rely on general aviation aircraft to help make their businesses more efficient, productive and successful.

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