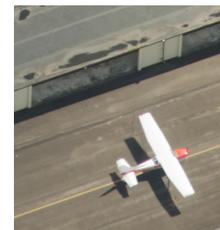




# On Approach

Avemco® Policyholder News

FALL 2015



Find a Home **P1**



Hidden Dangers **P3**

**AVEMCO  
SAFETY  
REWARDS  
PROGRAM**

Safety Rewards **P4**

# HOW TO FIND A GOOD HOME FOR YOUR AIRCRAFT

By Jason Blair, ATP, CFI-I, MEI-I, FAA Designated Pilot Examiner

**So you own an airplane. But where will you base it?**

**Finding the right place to call home for your airplane actually plays a big part in whether or not you will use the airplane. But the nearest airport to your home may not necessarily be the best. There are the all-important issues of how well it will be protected, and what types of services are available to keep your plane running.**

**Here are a few things to think about when you are looking at which airport and what type of storage is right for your aircraft.**

## >STORAGE OPTIONS

Not all airports have hangars available or depending on where you live, they may not be needed. The main options include:

- Ramp Tie Downs
- Covered Parking
- Community or FBO Hangar Rental Space
- Private T- or Box-Hangars
- Privately Owned Hangars

Typically the price goes up relative to the space you need and how private the hangar is (think community hangars vs. your own private box- or T-hangar), but the benefits also change with different types of hangars. Personal hangars may allow storage of “other stuff” that pilots collect also and community or FBO hangar rental space may require moving of other aircraft out of the way when you want to fly (an FBO may do this for you in some cases). When you are looking, determine what kind of storage you need for your plane and other aviation “stuff” as well as determining what kind of protection your plane needs. If you are in northern climates or places where there are heavy rainstorms, coverage may be very important.

# EVERY AIRPORT HAS A DIFFERENT FEEL. SPEND A LITTLE TIME TO GET TO KNOW SOME OF THE PILOTS BEFORE YOU MAKE A FINAL DECISION.

## >AVAILABLE SERVICES

The services available at airports vary and can affect how you use your aircraft. Is fuel available? It sounds like a given, but it isn't at every airport. How about maintenance services? If something breaks on your plane are you going to have to get a mechanic to come to you or is there one available on the field? In the case of an emergency, are life-essential services (fire trucks most commonly) available on the airport?

Consider the types of services that are available at the airport and how this will affect your ability to keep your plane flying. Commonly overlooked is the consideration of what approaches are available at the airport. If you are planning to fly IFR regularly but are going to base at an airport that does not have an instrument approach, you may find yourself periodically landing at other nearby airports and needing a ride.

## >TOWERED VS. NON-TOWERED

Many pilots are fearful of the "burden" of being at an airport that has a control tower, but overlook the benefits. While it may be necessary to get a clearance to taxi and depart, a control tower at an airport can coordinate IFR clearances, help look for traffic when you are doing some pattern work, or just help provide weather information. These are services not available at non-towered airports.

Many towered airports will also have more extensive airport security. This can be less convenient for visitors coming to fly with you, but it can keep your aircraft more secure. Whether it is a perimeter fence around the

airport or just a tower controller watching the grounds and questioning any abnormal behavior, the added security can be desirable.

## >COMMUNITY

Spending a little time at the airport and getting a feel for the community can be a deciding factor in many cases. Is the airport closest to you a place where pilots pull their airplanes out, fly, and put them away afterwards without interacting with each other? Maybe it isn't right for you if you would prefer to be at an airport where people BBQ at their hangars. If that is important to you, take the time to see if there are regular events, fly-ins, or even just a group of folks that hang out for Saturday morning coffee. If you don't care, and all you need is come and go and fly for travel, this may not be important. Every airport has a different feel. Spend a little time to get to know some of the pilots before you make a final decision.

I would be a liar to say that proximity isn't a factor at all, but if you are choosing between two airports and one is an extra 5-10 minute drive from the other but offers more services, it might be worth considering the airport a little further down the road. There are lots of factors that can determine if one particular airport is the right one for you. These are just a few to start thinking about before you call a new airport home.

---

*Jason Blair is an active single and multi-engine instructor and FAA Designated Pilot Examiner with 4,800 hours total time and 2,700 hours instruction given. He serves on several FAA/Industry aviation committees and is the past Executive Director of the National Association of Flight Instructors. He also consults on aviation training and regulatory efforts for the general aviation industry.*

# THE HIDDEN DANGERS OF NOT HAVING AIRCRAFT RENTER'S INSURANCE

By Marci Veronie,  
Vice President of Sales & Marketing



**General aviation continues to face many challenges. There is expanded security and airspace regulation. Even though the economy is healthier in parts of the U.S., general aviation still lags behind other business sectors. As a result, the traditional small to medium FBO infrastructure is challenged to survive. One of these challenges has been a rise in insurance costs driven by increased costs to repair aircraft and an increasingly litigious society.**

Frequently unnoticed in all of this is a general aviation problem that is often “under the radar” – hundreds of thousands of renters and borrowers of aircraft who are flying without any insurance coverage at all. These pilots are exposed to serious financial loss and legal headaches that may haunt them for the rest of their lives, and yet they continue to fly unprotected, often unknowingly.

## What are the “exposures” these pilots face?

The most obvious is damage to the rented or borrowed aircraft itself (Aircraft Damage Liability or ADL). If the borrowing or renting (non owner) pilot causes that damage, there is a strong likelihood that she or he will be held responsible, if not by the owner of the aircraft, then by the owner’s insurer through a process called “subrogation.” The insurer will seek to recover the amount it has paid out to the owner, and the owner will want to recover his or her deductible.

Less obvious, but potentially much more serious, is bodily injury to passengers and people outside the aircraft. Another exposure often overlooked is damage to the property of others – including other aircraft, hangars, cars, runway lights, houses, crop fields, etc. The exposure most frequently overlooked, however, is not the injury or damage caused to others, but rather the cost to defend oneself from the litigation that arises out of the accident. It’s a scary prospect to face a plaintiff’s attorney alone, and an expensive and difficult prospect to find and fund an aviation-savvy attorney out of your own pocket.

## So why doesn’t everyone buy this coverage? And why do they continue to rent or borrow aircraft with no protection from loss?

- Many non-owner pilots think they are covered under the FBO’s or owner’s policy. In a few instances, they may be, but many FBOs are no longer providing coverage for renters due to the cost.
- In addition, the renter pilot doesn’t know what coverage, if any, he or she may have under the owner or operator’s policy. What if the owner or operator’s policy has lapsed or been cancelled at the time a loss occurs?

In sum, the major reason for the prevailing unfamiliarity with non-owned

## NON-OWNED AIRCRAFT COVERAGE NOT ONLY PROVIDES NEEDED PROTECTION TO PILOTS BUT ALSO BENEFITS FBO'S IN SEVERAL WAYS.

aircraft coverage is the lack of understanding of the need for this coverage. Most insurance companies sell their products through commissioned agents, and commissions for non-owned pilot insurance are low. Investing time in helping the pilot community understand the need for this insurance may not be a priority for many insurers or their agents. However, Avemco Insurance Company strives to enlighten the rental pilot about the critical need for this product through safety education. As the only direct writer of aviation insurance, we are able to quickly and economically provide this coverage. And we have a team of aviation insurance specialists who you reach directly by phone that will go to great lengths to explain the coverage in detail and answer your questions.

Non-owned aircraft coverage not only provides needed protection to pilots but also benefits FBO's in several ways: (1) Renter coverage could take care of the deductible portion of the FBO's loss; (2) ADL (Aircraft Damage Liability) coverage could reduce or eliminate the hull loss paid by the FBO's insurer when the loss is a result of the renter's negligence; (3) ADL (Aircraft Damage Liability), if purchased, can pay for loss of use if the FBO is unable to rent the airplane and loses revenue; and (4) Renter coverage may broaden the sources of potential insurance recovery in the event of an accident, which could ultimately result in lower insurance costs for the FBO.

There is one final person that would benefit from increased renter aircraft insurance – the injured person. When an accident causes bodily injury or property damage, a loss settlement is typically more likely if the responsible renter or borrower has non-owned coverage. And, as mentioned above, the renter will have the benefit of coverage for his or her defense costs, as well.

### Avemco makes the difference

Avemco has taken an active role in educating the general aviation community about the need for non-owned aircraft insurance. Compared to most costs in general aviation, non-owned aircraft coverage is relatively inexpensive and can go a long way towards addressing some of the problems the industry faces. If you fly rented or borrowed aircraft, Avemco offers coverage that will help protect your interests. It just doesn't make sense to "go bare" and accept all the risk on your own.

---

*Marci Veronie is the Vice President of Sales and Marketing and has been with Avemco since 1987, serving general aviation aircraft owners and pilots. Marci has extensive knowledge of aviation insurance and the aircraft that Avemco covers. Additionally she is active in Avemco's loss prevention efforts developing educational programs and training for her staff. She has been a member of the Women in Aviation International's Capital Region Chapter since 2001. In March 2015 Marci was elected to the Women in Aviation International Board of Directors.*

*Not all Avemco coverages or products may be available in all jurisdictions. The description of coverage in these pages is for information purposes only. Actual coverages will vary based on local law requirements and the terms and conditions of the policy issued. The information described herein does not amend, or otherwise affect, the terms and conditions of any insurance policy issued by Avemco. In the event that a policy is inconsistent with the information described herein, the language of the policy will take precedence.*

## AVEMCO SAFETY REWARDS PROGRAM

Analysis of NTSB reports<sup>1</sup> and our claims confirm that pilot error is the primary reason for aircraft accidents. To address this, we launched the Avemco Safety Rewards Program Initiative in 2003 to take an active role in helping to reduce the frequency and severity of accidents in the general aviation community.

In addition to educating pilots, the program provides annual premium credits to Avemco policyholders for participating in training programs related to the type of flying that pilots like you do. It is a two-part program that rewards pilots for participating in ground (knowledge) and/or flight training programs.

Save up to 10% on your annual premium (5% for ground/knowledge and 5% for flight) by completing a qualifying training program(s).<sup>\*</sup> Some prime examples of qualified programs are:

- [Open Airplane Universal Pilot Checkout](#)
- [Bonanza & Baron Pilot Training Clinic](#)
- [FAASTeam WINGS Knowledge Courses](#)
- [King Schools Practical Risk Management courses](#)
- [AOPA Air Safety Institute Courses](#)
- And more

Visit [Avemco.com/safetyrewards](http://www.avemco.com/safetyrewards) for more information.

<sup>\*</sup>Premium credits are subject to underwriting guidelines.

<sup>1</sup>[http://www.nts.gov/safety/mwl/Pages/mwl7\\_2015.aspx](http://www.nts.gov/safety/mwl/Pages/mwl7_2015.aspx)

# READBACK

Readback is your chance to tell us what you think about everything we have to say and do – including our PIREPs, articles, emails and previous issues of the On Approach newsletter.

## **RESPONSES TO “DEPEND ON AUTOMATION... WHEN APPROPRIATE”**

“I teach students to AVIATE-NAVIGATE-COMMUNICATE. I HAVE BEEN A CFI for 52 years. I teach in TAA glass panel aircraft...But I teach all systems with ground training and airborne training with emphasis on heads up and fly the airplane first and foremost.”

-- Ron Wiley, CFI ASMEL

“An excellent article. 35 years ago (prior to today’s level of automation), my complex aircraft CFI told me to ‘Learn the systems and make them work for you’.... excellent words of wisdom back them and it applies even more now.”

-- Robert Bush

ASEL, Commercial, Instrument, A&P

## **RESPONSES TO “PREPARE TO DITCH”**

“After 50 years of flying, it really helped remind me of things that I had learned so long ago.”

-- Larry McCartin, Ercoupe (N3436)

“Good subject. I have flown single-engine over water to the Bahamas and Florida Keys and

prepared my own ‘checklist’ based on a number of sources. I study it before overwater flights. It’s not a simple problem.”

-- Bill Hounshell

“I thought your article was good. If I may suggest, a signaling mirror and a whistle would be good to have.”

-- Maurice Baroni

## **RESPONSES TO OUR “OSHKOSH PIREP SERIES” PART 1 AND PART 2**

“I thought the article was well written, and very informative. I have never had the chance yet to fly into AirVenture, but it’s on the list, and the more I know, the better I’ll be prepared. Keep them coming!”

-- Lambert De Gavere

“Suggesting an addition: Also be aware of the orange wand ‘Directors’ on the taxiways. You’ve got to the ground, now what? With no ground control from the tower, you MUST follow the ground control personnel directions. Study the NOTAM, it tells about the signs required. Look for us at every taxi intersection, and show us your sign so we may get you to your parking/camping area ASAP. All of those planes you saw in the air will now be on the taxiways. If you make us stop you to find out your intentions, you slow up the entire line.”

-- Rick Setzer, one of those orange wand (Point) people. See you on the ground!



*We welcome your comments and feedback. Email [avemco@avemco.com](mailto:avemco@avemco.com). Comments will be considered for inclusion in our next newsletter. You will be notified of our interest to obtain your approval prior to being published. Your comments may be edited for length and style before publication. Edited copy will be sent to you to ensure accuracy.*

## AVEMCO'S PEOPLE

### HELEN DAVIS - AVIATION SERVICE UNDERWRITER

When Helen started at Avemco in 1991, she was nervous about working as an aviation underwriter. But that didn't last long. "I loved it! I've always loved aviation, yet I wasn't sure I was the right fit for this position. But the pilots turned out to be such a fun group of characters." Helen's energetic and glowing personality even motivated one customer to ship her a package of fresh salmon from his home state of Alaska. "I couldn't accept it, of course, but it was such an honor to think I had made that kind of connection with a customer."



## CONNECT WITH US ONLINE!



[Facebook](#)



[Twitter](#)



[LinkedIn](#)

## On Approach

Avemco Policyholder News

FALL 2015

### On Approach

Avemco Insurance Company  
8490 Progress Drive, Suite 100  
Frederick, Maryland 21701

Customer Feedback and  
Aviation Insurance Questions:  
(800) 638 8440  
[avemco@avemco.com](mailto:avemco@avemco.com)

Online: [avemco.com](http://avemco.com)

Claims: (800) 874 9124

### Publisher

Avemco Insurance Company

On Approach is distributed free of charge by Avemco Insurance Company, 8490 Progress Drive, Suite 100, Frederick, MD 21701. Copyright 2015. All rights reserved. On Approach welcomes articles, news tips, photos, inquiries and feedback from aircraft owners, pilots and other readers. Feedback will be considered for the next newsletter to be included in the "Readback" column. Should Avemco be interested in including your comments in future newsletters we will contact you for permission. Articles and other content may be reproduced in full or part, with permission from Avemco Insurance Company and crediting the source as Avemco.

**IMPORTANT NOTICE:** Avemco\* does not provide technical or legal advice, and is not affiliated with companies whose products and services are highlighted, advertised, or discussed in content contained herein. Content is for general information and discussion only, and is not a full analysis of the matters presented. The information provided may not be applicable in all situations, and readers should always seek specific advice from their insurance company, the FAA and/or appropriate technical and legal experts (including the most current applicable guidelines) before taking any action with respect to any matters discussed herein. In addition, columns and articles solely reflect the views of their respective authors, and should also not be regarded as technical or legal advice.

Avemco Insurance Company and Avemco Insurance Agency, Inc., collectively market under the service mark Avemco. Avemco Insurance Company insures general aircraft and pilots and does not underwrite insurance products offered by Avemco Insurance Agency, Inc. Insurance products offered through Avemco Insurance Agency, Inc. (Arkansas Insurance Producer License # 274909 and California License # OE63427), are underwritten by non-affiliated carriers who specialize in those types of insurance.

NSL0020 (10/15)