

# BusinessAir™

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## GENERAL AVIATION SERVICES

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*Celebrating*  
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# General Aviation Services: 50 Years Strong and Getting Stronger

TIM KERN



**G**reg Duckson, President of General Aviation Services, LLC (GAS), issued a statement on his company's 50th Anniversary, in which he summed up the philosophy that has brought GAS to the forefront of the industry and has kept the company there longer than, well, longer than most broker services, for sure. GAS has offices in Minneapolis, Minnesota and Chicago, Illinois. "As a Midwestern company, we value hard work, honesty, and trust; we deliver on our promises."

Duckson notes, "Our team is well respected within the aviation industry; we have built great relationships with entrepreneurs, Fortune 500 companies, and major OEMs." He attributes that to the basic system which covers all the bases and continually earns and builds trust: "Our reputation allows us to

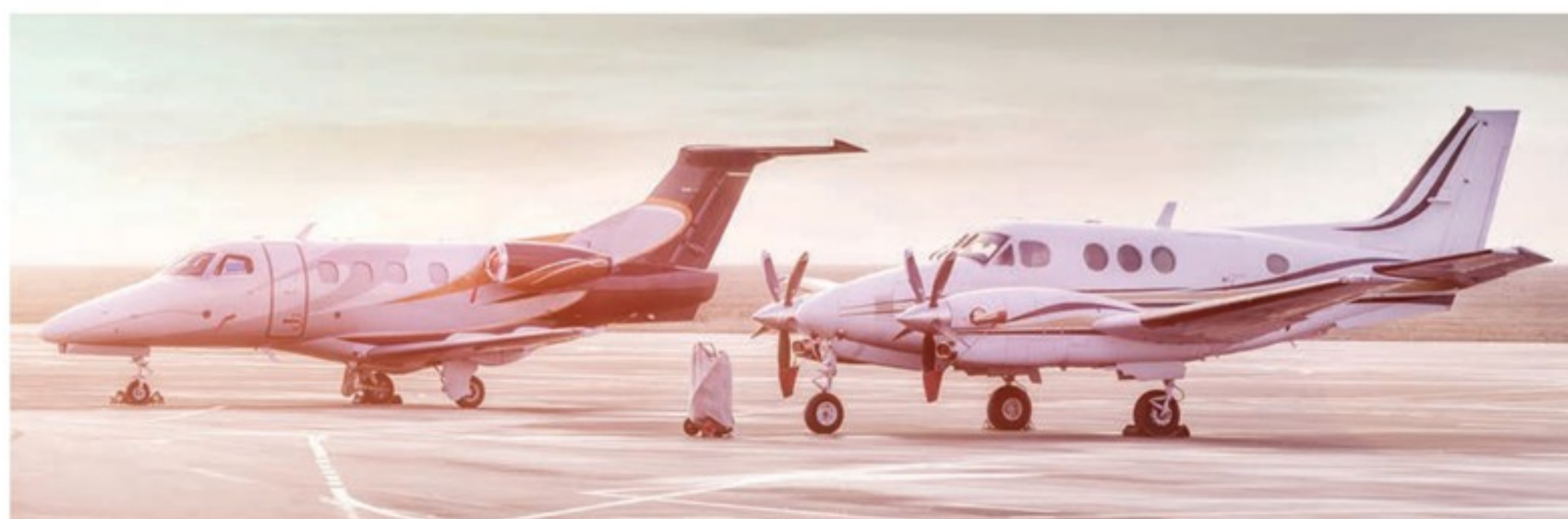
gain information to help us provide the best service, and ultimately it empowers us to get the best price and value for sales and acquisitions."

General Aviation Services has also maintained their membership in IADA [International Aircraft Dealers Association] since its inception. Being one of the first Certified Dealers in IADA, General Aviation Services has gone through a rigorous accreditation process. All IADA members must comply with the Core Values that have been a business practice since the inception of General Aviation Services. Duckson notes, "I have personally worked in this industry for over 30 years. Our proven processes allow us to handle unique opportunities with flawless execution."

**GAS helps first-time buyers as well as seasoned aircraft owners,** Duckson says, "With the longevity

of our company we've certainly provided our aircraft knowledge to those looking for their first aircraft, as well as to those that have been aircraft owners for years. We ask our clients the right questions to help them find the appropriate aircraft for their mission and their budget. Each member of our team has over 20 years of experience, giving our clients access to over 130 years of aviation knowledge. The key is to make sure clients – new and longstanding – understand the costs associated with owning an airplane.

**"We are data driven,** unlike most aircraft sales companies. As the values of aircraft became increasingly unpredictable over the past 10 years, we had customers demanding good information to process evaluations to identify trends and residual values. With this demand,





we developed a sophisticated algorithmic tool. Partnering with Amstat Corporation, a trusted data provider in the industry, we have successfully developed a tool that no one else in the industry has. This provides our clients unparalleled evaluations, market trends, residual value guidance and knowing what types of aircraft owners trade into, to mention a few.”

**GAS helps with each step of every transaction**, and even though some 70% of the business takes place in the USA, repatriation is one area where current knowledge and thorough understanding are essential, which Duckson sees as another of his company’s advantages: “With the longevity of the company combined with our team’s nearly century and a half of accumulated aviation experience, we can assure clients that they are making well-informed decisions prior to the purchase or sale of aircraft,” regardless where those aircraft are.

This includes piloting the transaction through positioning, pre-buy, contracts, escrow, and all the other paperwork hurdles than can be daunting to those who don’t routinely manage these things for a living.



Duckson notes, “The legal side of the transaction is considerably more cumbersome than in the past: There is a lot more to think about when purchasing an aircraft today. Having good aviation legal advice is a critical component of a successful aircraft purchase or sale. We are not aviation attorneys but we can use our experience and legal references to add value to that part of the deal. When we [GAS] represent sellers, we negotiate the best terms and conditions we can to limit our clients’ exposure with thorough pre-buys. We tell our customers upfront expectations for the transaction so we’re giving them notice right off the bat – ‘Here’s what we need to expect moving forward, what we need to prepare for, in order to streamline the processes.’ Nobody likes surprises. In aviation, Experience equates to knowing what’s ahead and what to avoid.”

Longevity requires changing with technology, but doesn’t come from

tinkering with a successful formula. Duckson says, “We owe our success to how we maintain our existing relationships; we earn customers’ repeat business.” If there’s a secret ingredient, it’s that, “We are there to provide value added information especially when clients aren’t currently buying or selling aircraft.” ■



*for more information:*

**+1.847.726.5000**  
**sales@GenAv.com**  
**www.GenAv.com**

13419 Fenway Blvd. N, Ste. 103  
 Hugo, Minnesota 55038

110 N. Brockway St., Ste. 310  
 Palatine, Illinois 60067