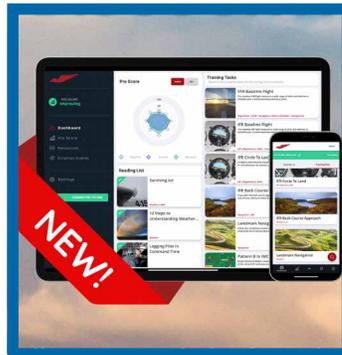


On Approach

Avemco[®] Policyholder News

SUMMER 2023



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INTRODUCING THE REDBIRD PRO APP. NO SIM REQUIRED!

Redbird is a leader in FAA approved general aviation simulators or, in FAA-speak, aviation training devices. From Redbird's basic desktop models to their fully-enclosed motion sims, most qualify for up to twenty hours of training towards an instrument rating, or to log instrument currency.

But the problem most of us face is not so much how to get proficient, but how to stay proficient. Skills deteriorate quickly and we easily become overwhelmed when ATC or Mother Nature throws us a curve. Now Redbird has introduced a smartphone and tablet app called Redbird Pro to help us stay sharp whether we're in a sim or sitting at home in our La-Z-Boy. That's what Redbird calls "chair flying" and Redbird Pro makes chair flying a valuable way to spend your time.

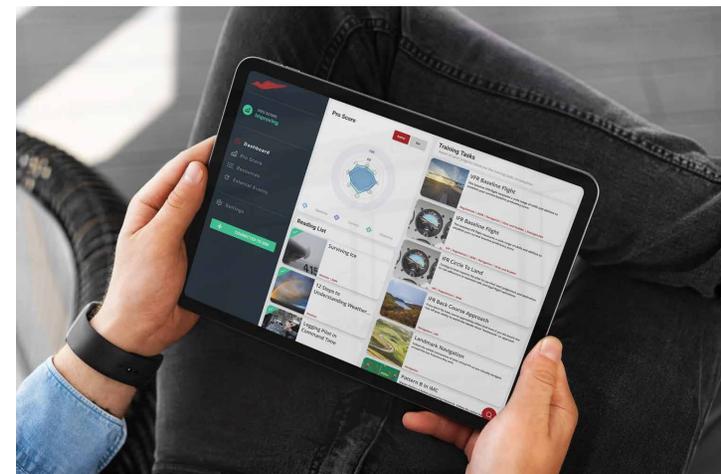
There are VFR and IFR training scenarios developed by noted flight instructors, videos and relevant articles from Flying Magazine's I Learned About Flying From That and AOPA Air Safety Institute. View the content, take a quiz and Redbird Pro will tick off something called a Pro Score so you know exactly where you're at in terms of proficiency. This has several important benefits. For one thing, you have an objective assessment of how good a pilot you really are. Many of the skills

that become crucial in an emergency, or even in tense situations that could turn into an emergency, are not skills that ever come into play on the average Saturday flight.

For another thing, and this is key, Redbird Pro tracks your progress, adds it to your Pro Score and shows your proficiency at a glance. Then the app recommends specific areas in which you need to improve. **So, not only can you create a valuable experience without a simulator, you don't even need a flight instructor.** In that regard, the app sort of becomes a de facto CFI. Combine Redbird Pro with a CFI in a Redbird sim or an airplane and you've really got something. Just hand your CFI a list of things Redbird Pro suggested you should work on.

Where Redbird Pro really becomes fun is when you climb into one of the hundreds of Redbird simulators at flight schools around the country. It takes the scenario you've just experienced in the app and seamlessly loads it into the sim so you can fly that same scenario and see how you'd handle it for real.

It's worth noting that Redbird Pro is constantly evolving. New scenarios, features and content are



added regularly. The Company is currently working with the American Bonanza Society to develop a Redbird Pro curriculum for Bonanza Pilot Proficiency Training. And, by the time you read this, they anticipate that Redbird Pro will qualify for FASSTeam Wings credit.

Redbird Pro is available for download in your favorite app store. There's a 30-day free trial. And, after that, if you mention you heard about the app from Avemco Insurance Company, Redbird will knock off 20% of the subscription price. One more incentive: **A Redbird Pro subscription will qualify you for Avemco Safety Rewards allowing you to save up to 10% on your Avemco premium.*** Learn more [here](#).

Use promo code AVEMCO at check out to save 20% on your annual subscription!

*Premium credits are subject to underwriting guidelines. Redbird is not affiliated with Avemco Insurance Company.



HEADED TO AIRVENTURE? AN INSURANCE CHECKLIST

Going to AirVenture? We'll be disappointed if you don't stop by Hangar A Booth 1158 to say hello and meet the underwriters who watch over your insurance coverage all year.

Here's a handy Avemco Insurance Company checklist that'll help ensure your coverage is in tip-top condition* before you head to Wisconsin this July:

- **Are you sure of the current value of your aircraft?** Since hull coverage is based on the stated value of the aircraft, not the "blue book" value, you want to be sure this is up to date. You can call us at (800) 638-8440 or email us at avemco@avemco.com to request an aircraft valuation*.

- **One of the most fun things about AirVenture is going with a friend. If a fellow pilot is flying with you in your plane or vice versa, are you each covered when you're at the controls?** Is your friend covered by your open-pilot warranty? If not, can you list him or her as a named pilot? Does your friend have the required experience in your aircraft to satisfy your insurance company?

- **What if your aircraft is damaged while you're at the show?** Your airplane will be parked outside for the entire time you're at AirVenture. The rules at KOSH and the feeder airports at Fond du Lac and Appleton require that you bring your own tie-downs. You can almost count on at least one thunderstorm during the show. It happens virtually every year. For many pilots, this will be the only time all year they actually install tie-downs and secure their airplane outside. If you didn't do an effective job at it, will you still be covered? And what about the dozens of planes that will be taxiing in close proximity? What happens if they brush your wingtip?

- **Have you met the FAA's recency requirements to carry passengers?** Are you current at night? Daytime flight with a passenger requires three takeoffs and landings in the last 90 days. Night-time requires three takeoffs and landings to a full stop between one hour after sunset

and one hour before sunrise. You should also brush up on the other recent flight experience requirements of FAR Part 61.57. While a FAR violation will not prevent Avemco from paying a claim on a covered accident, you don't want to mess with the FAA on this issue.

- **Is your insurance policy current?**

This may seem like a no-brainer, but you'd be surprised how many claims Avemco sees from pilots who have let their policies lapse. Even though Avemco will still pay your covered claim if you let your medical, annual, or flight reviews expire accidentally mid-term, an expired policy is a different issue.

- **Have you reviewed your liability limits?**

Aircraft owners who have been with the same insurance company for many years may wish to consider an update to their liability limits to reflect their current situation and/or position in life. If you think this might be the case for the liability limits on your Avemco policy, give us a call for a quick quote on alternate limits.

- **Does your policy have Excluding In-Flight Hull (physical damage) coverage?**

Since this option doesn't provide coverage for damage to your aircraft occurring while the aircraft is inflight you may want to be sure it meets your current needs. Please refer to your policy for the definition of "inflight".

Fortunately, many of these questions can be answered right over the phone with the help of any of our Aviation Insurance Specialists. Feel free to call us at (800)638-8440 M-F, 9:00am - 6:00pm Eastern.

We hope to see you at this year's AirVenture. Stop by Hangar A Booth # 1158 to say hi and get some new Avemco swag!

*Aircraft valuations are based on information you submit. To provide this service we subscribe to V-Ref Aircraft Value Reference, which is not affiliated with Avemco.

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OUR PEOPLE:

TEAM AVEMCO'S NEWEST UNDERWRITERS



JT Routzahn, Aviation Underwriter

JT Routzahn joined Avemco in October of 2022 with decades of insurance experience behind him. During his career, JT has been a commercial underwriter, operations team manager, and claims adjuster. He finds that talking with pilots is the most enjoyable part of his job. In his spare time, he loves to play golf, hang out with his college-student son, and serve on the board of a local bank.



Owen Smith, Aviation Underwriter

Owen joined Avemco after graduating from St. Mary's College with a degree in economics and a minor in business administration. He was drawn to Avemco because of the tight-knit team atmosphere. Owen enjoys talking with our pilots and hearing about their adventures and airplanes.

Will Miller, Aviation Underwriter

Will comes to us with a background in economics and finance with an aptitude for problem-solving, growing client relationships, and providing excellent customer care which will serve him well at Avemco. He has traveled extensively throughout his life, including a hiking trip to Iceland and trips to Spain, Greece, China, Costa Rica, and other exotic locations.



Lucas Price, Aviation Underwriter

Lucas is a recent college grad and is excited to put his business administration and customer service skills to use. He says, "Most everyone I interact with is genuine and positive; it really makes a world of difference and I'm grateful to be part of a team that produces such an awesome environment." Outside the office, Lucas stays busy as a new dad and a high school girls' basketball coach.





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. Content has been or may be edited for length and style before publication.

RESPONSES TO "WHEN GRASS IS BETTER THAN PAVEMENT"

It's about time grass is mentioned for something else other than hitting a golf ball from! Our tailwheel group loves the grass. It is forgiving, easier on landing gear, tames those crosswinds, and gives confidence in case a pilot ever needs to make an off-airport landing.

-- John Welna

As both a glider and tailwheel pilot, the grass runway item was interesting.

The key, from my perspective, is not being able to know the condition of the field. Even if it were at my home airport (no grass runway), how do I make certain there aren't holes or soft spots? I could do a full length taxi prior to taking off, or a slow flight low approach before landing. But will that be comprehensive enough to make sure I don't hit the one hole I didn't notice?

Using grass is romantic, and certainly gentler on

the airplane if in good condition. But how do you make sure?

Another thing I wonder is what an insurance company would think if there were damage, and a paved runway was right alongside?

-- Alan Gurevich

Wanted to take a minute to compliment Avemco and Mr. Blair for pointing out the safety benefits of grass runways in appropriate situations. We insure four aircraft with you, all antique/vintage, conventional gear. We work hard to use suitable grass runways whenever possible. It is difficult to flight plan all grass on our cross countries.... Oshkosh, Sun N Fun, Blakesburg, Brodhead, etc.

The only thing we hope that you and Mr. Blair will add in the future is that an Advisory Circular (150/5300-13B) has been recently revised to permit parallel turf operations in airport's unpaved runway safety areas.

We are hopeful that we will not be told quite as often that parallel grass ops would be illegal when we call ahead to ask about a grass landing area. Keep up the good work and we'll continue to mitigate our risk.

-- Dave and Jeanne Allen

RESPONSE "WHAT ABOUT TAILWIND TAKEOFFS AND LANDINGS"

Another reason to land downwind is to get in using an ILS approach when other approaches and circling to land are not available due to low ceilings; and, going to an alternate may use up

fuel reserves due to deteriorating weather. No stopping before the end of the runway is a better bad choice than running out of fuel chasing better weather.

--Vince Pangia

I want to compliment Jason Blair's article on tailwind operations. Very well written, and as a private pilot who wants to remain safety focused and learn more, I really appreciated his thoroughness and easy-to-understand style. Great and useful information.

-- Dave Triolo

Excellent article, covered all the bases. One more I thought about was the inadvertent tailwind landing. The first time it happened to me about 50 years ago, took me a few seconds to realize what was going on. Probably a good thing to do is do a few of each under well-controlled conditions so the impact is well ingrained!

-- Herman Dierks

Good article. Sometimes the choice is not so clear, such as taking off uphill into rising terrain with a headwind vs. taking off downhill toward favorable terrain with a tailwind. Many times this seems to happen with shorter runways at back country strips. Airplane performance is a big factor here in the overall picture.

-- Kip Hanson

COME SEE US AT AIRVENTURE!



July 24 - July 30 | Oshkosh, Wisconsin

HANGAR A BOOTH 1158



GET A QUOTE



MEET OUR UNDERWRITERS



GRAB SOME SWAG



TAKE A SELFIE

WE'LL BE HOSTING SPECIAL EVENTS AT OUR BOOTH AND YOU'RE INVITED!

TUESDAY | JULY 25, 2023

WOMEN MOVING THE NEEDLE DAY

We will be hosting influential women in aviation at our booth throughout the day. You don't want to miss it!

10-10:30 AM - Ivy Ericksen, publisher of *KITPLANES Magazine*

11-11:30 AM - Jolie Lucas, founder of Mooney Ambassadors and the Friends of Oceano Airport

12-12:30 PM - Melissa Sprague, Veteran USAF Helicopter Pilot

WEDNESDAY | JULY 26, 2023

GARY REEVES MEET & GREET | 9:30-10:30 AM

Share your flying stories and CFI tips and tricks with Gary "GPS" Reeves of PilotSafety.org.

THURSDAY | JULY 27, 2023

FLIGHT SAFETY DETECTIVES | 2-3 PM

Meet former NTSB investigators and hosts of the *Flight Safety Detectives Podcast*, Greg Feith & John Goglia.

Events subject to change. Please visit our website and follow us on social media for more information and updates on these events as they become available.

**Can't make it to Oshkosh this year?
Follow us on social media and don't miss out on the fun!**



On Approach

Avemco Policyholder News

SUMMER 2023

On Approach

Avemco Insurance Company
8490 Progress Drive, Suite 200
Frederick, Maryland 21701

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

Online: avemco.com

Claims: (800) 874 9124

Publisher

Avemco Insurance Company

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NSL0050 (06/23)

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