



# On Approach

Avemco Policyholder News



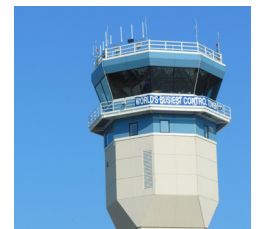
SUMMER 2014



Insure Before  
You Borrow P2



Angle of Attack P3



AirVenture P4



RISKS  
AHEAD

# INSURING YOURSELF IN A BORROWED PLANE

By Mike Kerwin, CPCU, VP Analytics  
Avemco Insurance Company

If you ask pilots what steps they'd take to fly safely, they probably will recite the pertinent FARs, and include a few personal rules they have formulated over the years concerning fuel and weather. I doubt insurance comes up very often in their early flight planning process.

But, if you asked an Aviation Insurance Specialist like me, I would recite the FARs, my personal rules and minimums, etc., and number one for me would be:

**NEVER OPERATE A  
FRIEND'S AIRCRAFT THAT  
IS NOT INSURED**

At Avemco,<sup>®</sup> we often have conversations with pilots that start out with the pilot stating they have a friend with an uninsured airplane that their friend is willing to let them use. Our pilot wants to buy a Non-Owned (Renter's) Insurance policy to cover them while they are using the aircraft.

This is a great idea for the non-owner. A non-owner liability insurance policy protects you as a non-owned pilot against claims arising from bodily injury or damage you may have caused to others or to their property when using a non-owned aircraft. Your insurance company's commitment is to defend you if you are sued, and, if you are at fault, to pay for the damages according to the terms of the policy. This coverage is not medical or life insurance, but rather, liability coverage for claims made against you by third parties for which the law holds you legally liable. At Avemco, this includes damage to the non-owned aircraft you are operating if you purchase optional Aircraft Damage Liability coverage.

A non-owned aircraft policy will provide you with liability coverage while using someone else's aircraft. If there were an accident or loss *not* caused by your negligence (such as mechanical failure, hail, struck by another aircraft, etc.), we would defend you against any claims by the owner on the basis that you were not liable. Your non-owned coverage, however,

is not a substitute for the aircraft owner buying their own coverage to protect their interests.

More importantly, if an accident results in injury or property damage, three parties are typically sued - the owner of the aircraft, the pilot operating the aircraft and the person responsible for the maintenance of the aircraft. If you have purchased a non-owned policy you would be covered under that policy, but the owner would not. Although your friend wasn't flying their aircraft at the time of the accident, they may still be sued and will have to pay all their legal costs and any judgment out of their own pocket.

It is never a good idea to fly an aircraft that is uninsured, especially if the owner is a friend. What's at stake could be much more than your friendship. It could be your and your friend's financial stability. Call us, we've got the experience and policy options to protect you, and if needed, your friend too. Our advice is to invest a few minutes and a few dollars and save everyone a lot of trouble.

# AVOIDING A STALL/SPIN WITH ANGLE OF ATTACK TECHNOLOGY

By Paul Hathaway  
Product Line Director, BendixKing

If you have read any of the aviation trade publications recently you've probably seen quite a bit of coverage on Angle of Attack systems (AOA). AOA has been in use by military and commercial aviation since WWII, so it isn't new technology, but there have been some interesting developments around AOA in General Aviation aircraft recently that are worthy of note.

What's new is that the FAA has removed regulations and obstacles to AOA installations in order to actively encourage adoption of this potentially life-saving technology. In February, the FAA issued Memo AIR100-14-110-PM01<sup>1</sup> which outlines how an AOA system can be legally installed in a GA aircraft as a minor alteration. Provided that the manufacturer has a FAA-approval letter for its AOA system, the memo replaces the need for long and costly TSO and STC programs, allowing the product price to be lower, thus theoretically driving higher adoption rates. Several manufacturers including BendixKing and Alpha Systems already have FAA-approved AOA products available which meet the new requirements, with other major manufacturers announcing that they also have AOA products planned. Most of the systems on the market retail for under \$2000 and can be retrofit to a wide variety of aircraft in less than a day for most installs.

So why is AOA now a big deal? You've likely flown for years without an AOA indicator. Yet, loss of control accidents continue to be a primary cause of GA accidents, and stall/spin on approach or departure remains a leading cause of GA fatalities. In a nutshell, enhanced awareness of angle of attack has the significant potential to reduce the fatal accident statistics we see repeated year after year.

You may recall from your primary flight training that there was an emphasis on learning the V speeds for your particular aircraft, especially the clean and dirty stall speeds. What often is not clearly presented in primary training is how much higher the indicated stall speed can vary from "normal" stall speeds under certain conditions and this is where AOA comes in.

While indicated stall speed will vary with load factor, the AOA at which an airfoil stalls remains the same. So, for example, in a heavily loaded aircraft which is banking aggressively to make a late turn from base to final, the pilot may not realize that the indicated stall speed will be much higher than normal. In this scenario however, an AOA indicator will provide advance warning that the aircraft is approaching its critical angle of attack, and a potential stall.

Most of the systems on the market today have a small glareshield-mounted indicator in the pilot's primary field of view which gives a color coded indication of how much lift reserve the wing has: green indicates a safe margin of lift reserve, and red warns that a stall is imminent. Mounting the indicator in the pilot's line-of-sight is an important part of an AOA system, as many of the accidents that AOA awareness is trying to prevent occur when there is an outside visual distraction such as looking for traffic. When connected to the aircraft's audio panel these systems also provide an aural warning such as "Check AOA" or "Too Slow!" which is designed to be hard to ignore.

Military and commercial aviation have used AOA as an intuitive indicator of aircraft performance for decades. With the FAA's new (and very welcome) initiative to simplify installation, combined with the wide availability of innovative and affordable systems in the marketplace, it might just be time to take a look at the safety benefits that AOA awareness can offer.

*Paul Hathaway is Product Line Director at BendixKing, whose KLR 10 Lift Reserve indicator is now FAA-approved for installation in GA aircraft.*

<sup>1</sup> "Approval of Non-Required Angle of Attack (AoA) Indicator System", Memo AIR100-14-110-PM01. [http://rgl.faa.gov/Regulatory\\_and\\_Guidance\\_Library/rgPolicy.nsf/0/eb0fac0c1641509586257c76005e6274/\\$FILE/AIR100-14-110-PM01.pdf](http://rgl.faa.gov/Regulatory_and_Guidance_Library/rgPolicy.nsf/0/eb0fac0c1641509586257c76005e6274/$FILE/AIR100-14-110-PM01.pdf)

# A HANGAR NEAR YOU

The most fun we have all year is meeting our customers in person, so stop by our AirVenture booth at Hangar A #1159/1160 to enter to win a GoPro® Silver Edition Camera.

Make sure to check out one of our many educational forums:

## Sunday, July 27, 2014 (Day before AirVenture)

### Gateway to Oshkosh (GTO) Convention & Fly In “Claim Proof Yourself (as best you can)”

**1:00 p.m.**

Cessna Owner Organization & Piper Owner Society  
KSTE Airport - Stevens Point, WI  
[Click here to register](#)

## Monday, July 28, 2014

### “What Kind of Pilot Runs Out of Gas?”

**4:00 p.m.**

FAA Aviation Safety Center  
WINGS Pilot Proficiency Approved Course  
(J11 map coordinate)  
How a flight's fuel looks right until it isn't.

## Tuesday, July 29, 2014

### “Claim Proof Yourself (as best you can)”

**10:00 a.m.**

American Bonanza Society tent  
The types of Beech claims Avemco sees and tips to help avoid having to file one.

### “Top Ten Aviation Insurance Myths”

**2:30 p.m.**

Forum Pavilion 03  
(K09 map coordinate)  
Discover the most pervasive myths that often keep pilots from getting the right coverage. Learn to separate fact from fiction regarding insuring your aircraft for the right value.

## Wednesday, July 30, 2014

### “Will YOU be a Statistic?”

**1:00 p.m.**

Forum Pavilion 03  
(K09 map coordinate)  
Avemco examines decades of its own compiled loss statistic summaries for aircraft and pilots, which is sometimes more revealing than actual NTSB records. This analysis might help you in avoiding becoming a statistic.





After 32 years in our offices, it's time we took the next step. Actually, we're taking a few steps up the road to our new offices in our hometown of Frederick, Maryland. Our phone number stays the same: **(800) 638 8440**. Our website stays the same: **[Avemco.com](http://Avemco.com)**. Our email stays the same: **[avemco@avemco.com](mailto:avemco@avemco.com)**. And, of course, the personalized service you've come to expect from Avemco stays the same.

So, what's changed? Just our address.

**8490 Progress Drive, Suite 100  
Frederick, MD 21701**

We will be at this new location by August 1. If you usually mail your premium, don't worry. Use the pre-addressed return envelope enclosed with your policy information for your payment, as that address will remain the same.

And, if you're ever in Frederick, please stop in and say hi.

Safe Flying!

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# On Approach

**Avemco Policyholder News**

**SUMMER 2014**

## On Approach

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## Customer Feedback and Aviation Insurance Questions:

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Claims: (800) 874 9124

## Publisher

Avemco Insurance Company

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