

## **Welcome to PIREPS!**

PIREPS brings you the latest news and information from Premier Aircraft Sales, Inc., and the aircraft manufacturers it represents: Mooney Airplane Company and Diamond Aircraft. Plus, each month, you'll get tips on aircraft ownership, safety, maintenance, and a lot of other insights that will help you get the most out of the aircraft you already own or are planning to buy.

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## **Premier's Upcoming Schedule Of Events**

### **Southeast Aircraft Expos**

See the latest general aviation aircraft models in one day at an airport near you. Plus, get information on insurance, taxes and financing.

Gulf Shores, Alabama

Wednesday, June 17, 1 to 7 p.m. at Jet Center South

Jack Edwards Airport (JKA)

Baton Rouge, Louisiana

Friday, June 19, 1 to 7 p.m. at PAI Aero

Baton Rouge Metropolitan Airport (BTR)

Jackson, Mississippi

Saturday, June 20, 1 to 5 p.m. at Aero Jackson

Hawkins Field (HKS)

Memphis, Tennessee

Tuesday, June 23, 1 to 7 p.m. at Metro Aviation Services

Olive Branch Airport (OLV)

Nashville, Tennessee

Thursday, June 25, 1 to 7 p.m. Corporate Jet Management

Smyrna Airport (MQY)

Birmingham, Alabama

Saturday, June 27, 1 to 5 p.m. at Atlantic Aviation

Birmingham-Shuttlesworth International Airport (BHM)

Dates and locations subject to change. For more information visit: [www.southeastaircraftexpo.com](http://www.southeastaircraftexpo.com) or call Misty Moore at Premier Aircraft Sales: 866.535.9727.

Commemorative Air Force Open House and Fly-In

Sponsored by the CAF Dew Line Squadron

Saturday, June 20th

9:45 a.m. to 2:30 p.m.

Amarillo Tradewind Airport (TDW)

Amarillo, Texas

For information email: [caf@storydomain.com](mailto:caf@storydomain.com)

Sammie's Touch n' Go Restaurant Fly-In and Shrimp Boil

Saturday, June 20th

3:00 p.m. to 6:00 p.m.

St. Clair County Airport (KPLR)

Pell City, Alabama

For information call: Misty Moore (770) 452.0727

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## **We're Growing: Premier Aircraft Sales Appointed**

## New Dealer For Aviat Aircraft's Husky A-1C.



Stu Horn, President of Aviat Aircraft, made the announcement that Premier Aircraft Sales, Inc., has become a dealer for Aviat Aircraft's nimble Husky A-1C.

Premier's territory for new Husky sales and

service will include Maryland, Delaware, Virginia, West Virginia, North and South Carolina and Georgia.

"Many pilots have never experienced the fun that flying a taildragger offers," explained Fred Ahles, president, Premier Aircraft Sales, Inc. "I began my career at a small, country airport where a taildragger was the norm and not the exception.

"That's why I'm so excited about representing the Husky A-1C now. They deliver hour after hour of pure flying enjoyment," he added. "These Huskys offer little resemblance to the old taildraggers I grew up with. Huskys are comfortable and built to the highest quality of fit and finish."

The versatile Husky A-1C is available with normal or tundra tires, straight or amphibious floats and straight or retractable skis. The A-1C can be purchased with a 160, 180, or 200 hp Lycoming engine and an aluminum or composite propeller.

With over a 2,200 pound gross weight, the two-place, high wing Husky A-1C has the largest useful load in its class. The Husky has a cruising speed of 50 to 140 mph and has STOL (Short Takeoff/Landing) performance.



"And with apologies to all you 'old timers' out there, you can get a new Husky with a Garmin G600 glass panel including Nexrad radar, terrain and traffic avoidance and every other feature that has

helped revolutionize the industry," Ahles said. "The bottom line is, when you want to have a lot of flying fun, give a Husky a try."

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**Making Dollars Make Sense: With DiamondShare.Net You Can Own A New Diamond DA40 XLS At A Fraction Of The Usual Cost.**



Aircraft ownership is the dream of everyone who ever learns to fly. Unfortunately, for most of us, the dream never makes it to reality. That is all about to change: Premier Aircraft Sales, Inc. and its mid-Atlantic states partner Dominion

Aircraft Sales have introduced the "DiamondShare.Net" program, which is an affordable option that gives you the true ownership experience at a fraction of the cost of owning a new Diamond DA40 XLS outright.

"The idea is simple and the implementation is brilliant," explained John Armstrong, regional sales manager for Dominion Aircraft Sales, Inc. "Through DiamondShare.Net we create aircraft partnerships between two or three owners. By dividing the costs evenly among the 'partners,' you can actually own a brand new Diamond DA40 XLS for about the same monthly payments as an older-generation single that you buy and own yourself."

Highlights of the DiamondShare.Net program include:

- Brand new Diamond DA40 XLS with the Garmin G1000 system including: WAAS, Synthetic Vision, digital autopilot, SafeTaxi, FliteCharts and more
- Free oil changes, scheduled maintenance and annual inspections for the first 2 years or 250 hours, whichever occurs first
- Training and check-out for all partners at a Diamond Flight Center
- Insurance, tie-downs, taxes, fees and financing included
- Partnership agreement with individual tax advice included
- Easy down payment and low monthly payments
- Online DiamondShare.Net tools for easy aircraft scheduling, document storage, photo gallery, and more.

For more information visit: [www.diamondshare.net](http://www.diamondshare.net) or call John Armstrong at: 877.258.8011

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## Mooney Acclaim Owner Profile: Dr. Alex Touchstone.



Like so many of us, Dr. Alex Touchstone was introduced to the wonders of private airplanes by his father. These early experiences not only gave him a love of personal flying, but also taught him

that private aircraft were extremely valuable tools for a small business owner.

"My father was an orthodontist. He had four offices in Mississippi and he flew his airplane to see patients. He would not have been

able to do that without his airplane," Dr. Touchstone said. "My dad always owned Beechcraft airplanes because he carried a lot of people on his trips.

"But every time we'd visit an airport and see a Mooney he'd say, 'That's the airplane I'd have if I didn't need all the room,'" he continued. "I guess that's what put Mooneys so high on my list." Today, with 2,000 hours of flight time in his logbook and a successful dental practice of his own, Dr. Touchstone is the proud owner of his third Mooney, a 2008 Acclaim. "I got my license when I was 18," he said. "My first airplane was a Piper Archer III, but I always had my eye on a Mooney.

"I bought a 1993 Mooney MSE and then moved up to a 2005 Ovation 2. That was a great airplane," Dr. Touchstone said. "But my business is growing. I do a lot of consulting and training and my flights were getting longer. I needed something faster than the Ovation – so I looked at three twins and three high-performance singles. After very careful consideration I went with the Acclaim. "The safety record of the long-bodied Mooneys was key. They're built strong and they are also very comfortable – and I love the way they fly. They're very responsive and, of course, extremely fuel efficient considering their speed and performance," he added. To meet the demands of his practice, as well as his growing business interests, Dr. Touchstone flies his Acclaim all over the U.S., southern Canada and the Bahamas. "I'm flying a lot in the northeast so the Acclaim's deicing capabilities were very important to me," he said. "I've also added Garmin's Synthetic Vision Technology. This is a truly 'mission ready' airplane."

"If I have a meeting or lecture on a Friday morning, I can fly out on Thursday evening or even Friday morning and still be home for dinner – you can't do that on an airliner," Dr. Touchstone said. "The airplane improves my quality of life."

Dr. Touchstone said that dealing with Premier Aircraft Sales and especially his Mooney representative Richard Simile has made owning and flying his Acclaim that much more enjoyable. "Richard and everyone at Premier has bent over backwards to deliver great service," he said. "I have bought all of my Mooneys from Premier and the bottom line is I wouldn't change a thing.

"Flying gives me so much freedom and capability," Dr. Touchstone added. "To me the fun is in the trip itself – the whole process and privilege of being a pilot is wonderful. And there's no other airplane that I would rather have to enjoy the trip in than my Mooney."

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### **The Proficient Pilot: Good Engine Temperature Management During Descents Can Extend The Longevity Of Your Engine.**

Corbin Hallaran, Director of Safety, Premier Aircraft Sales, Inc.



Last month I discussed the merits of flying at higher altitudes. But everything that goes up must come down and now we need to talk about the best ways to descend from those rarified altitudes.

It all starts with good power management. You can't just yank the throttle back and point the nose down. If you do, you run the risk of shock cooling your engine and incurring expensive engine damage. To avoid shock-cooling your cylinders, however, you must take a series of actions relating to energy management. As the aircraft descends into denser air, the engine cool rate increases and you must maintain a power setting that does not over speed the aircraft and allows the engine to cool slowly. That's where skilled pilotage and experience payoff in protecting the longevity of the engine. Of course, speed brakes assist the pilot with energy management. The standard power reduction is one inch per thousand foot of descent. Let's look at descending from 18,000 feet in a Mooney Acclaim. My personal procedure is to reduce the manifold pressure by two inches while holding altitude (bleeding off the energy and remaining outside the auto pilot over speed limitation). This will lower my indicated airspeed. I start by reducing from 30.5 inches to 28.5. That's not a large change, so there's no damage there.

Second, start a 500-600 foot per minute descent rate. Small input changes equal small output results. Keep the manifold pressure reduction small during the descent and the airspeed will remain just outside the caution range without applying speed brakes. That is a technique for a smooth, cruise descent, but if you need to get down faster without risking shock cooling use the Acclaim's speed brakes. They will get you down in a hurry while avoiding large power changes. Exhaust gas temperature and cylinder head temperature monitor displays are great tools to identify the cooling rate of your engine. This is easily identified on the multi-function display of the G1000.

Planning the descent requires selecting specific "targets" and ATC plays a roll in assisting you with those targets. Start early by informing ATC of your plan. Don't forget to look at any weather along your intended course that might impede the descent.

The G1000 has a VNAV coupling feature with the GFC 700 autopilot to manage the descent and hit those waypoint target altitudes; we will focus on that in our next issue of PIREPS. Flying higher and faster has many great benefits and if you would like to share your techniques or experiences please send them to me at: [corbin.hallaran@flypas.com](mailto:corbin.hallaran@flypas.com)

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**Premier Aircraft Service Announces The Premier PowerPlus™ Safety Stimulus Program.**



Even on a CAVU Sunday afternoon, an electrical system failure is serious business – especially if you're flying a modern, "all glass" airplane. To help owners of Diamond DA40-series aircraft eliminate this problem while saving some serious money, Premier Aircraft Service has announced its "Safety Stimulus Program," which lowers the installed price on the Premier PowerPlus™ standby alternator system to \$4,995.

"With all the advanced avionics and systems in a G1000-equipped Diamond DA40, a standby alternator is a smart investment for every owner, even if they only fly VFR," explained Wes Dale, Director of Special Projects, Premier Aircraft Service. "It's especially beneficial for student pilots. The standby alternator takes all the worry out of an electrical problem caused by the primary alternator failing."

"The Premier PowerPlus standby alternator system is virtually automatic. When it senses a voltage drop, the standby alternator will kick in with all the power you need to safely make the nearest airport," he added.

Dale added that if a DA40 owner is considering installing Premier's DA40 CabinCool™ air conditioning system, he or she could get the Premier PowerPlus standby alternator for only \$4,500 if both systems are installed at the same time.

"As an added incentive, the cost of the PowerPlus and CabinCool systems may be tax deductible," added David Pomerance, chief operating officer of Premier Aircraft Sales, Inc., "This is a fixed asset and qualifies for expensing by qualifying small businesses, or bonus depreciation for others. A qualifying small business may write off the entire purchase this year. If it does not qualify for expensing, it will qualify for 60% depreciation for the 2009 tax year. Of course you need to consult your tax professional for specific details," he noted.

For more information on Premier's PowerPlus Safety Stimulus Program, please call Wes Dale at 866.875.4347 or email: [wes.dale@flypas.com](mailto:wes.dale@flypas.com)

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## **Diamond Austro Engine Update Video On LoopTV**

The editors at LoopTV visited with Henrik Burkal of Diamond Aircraft U.K. at AERO Friedrichshafen to get an in-depth review of the Diamond Austro Engine on the Diamond DA42NG, DA40 and the Diamond DA50 Magnum.

To view the complete video story click on the link:  
[http://www.looptv.aero/LTVCategory105/1043/DIAMOND\\_AIRCRAFTANDAUSTROENGINES.aspx](http://www.looptv.aero/LTVCategory105/1043/DIAMOND_AIRCRAFTANDAUSTROENGINES.aspx)

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## "STOP THIEF" – And Other Good Reasons To Buy An Airplane Now.

By Fred Ahles, President, Premier Aircraft Sales, Inc.



In the 1980s, a prominent Michigan aircraft dealer used the headline "STOP THIEF" to draw attention to a pricing-based campaign they were running appealing to our natural human desire to "make a steal." I am reminded of this campaign at this time as a

question I have heard from potential buyers over and over in the last 6 months has been "Are current prices at the bottom?"

I point out to them that prices are at all-time lows, interest rates are low, insurance costs are low and tax benefits are the best ever. Prices are a function of supply and demand. In the first quarter of this year every airplane manufacturer greatly reduced or stopped production. Because of that and an up-tick in sales, factory and dealer inventories are much lower today.

For example, Diamond has no factory inventory and will soon release the Lycoming powered DA 42 – and the first several months of production is already sold out.

At Premier, we had an excellent month in May and reduced our inventory of new and used airplanes to a level that has caused us to seek airplanes to buy.

So, if you are want to "steal" an airplane, you should be in the market now as prices will no doubt rise as the supply/demand curve continues to shift. Several popular planes are actually in short supply today. If you have a plane to trade or sell outright, give us a call for a free appraisal.

And in the end, the reasons to own a plane are clearer than ever. If you are buying something that you expect to own for two or more years, you cannot go wrong with pricing available today.