

## Welcome to PIREPS! September 2011

PIREPS brings you the latest news and information from Premier Aircraft Sales, Inc., and the aircraft manufacturers it represents: Mooney Airplane Company, Diamond Aircraft, Extra and Aviat Husky. For questions or comments, contact our editor, Dale Smith, at: [dale.smith@flypas.com](mailto:dale.smith@flypas.com)

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### Act By September 30th To Maximize Your Current Year Tax Deductions

If you want to maximize the amount of normal depreciation you can claim on your airplane, you should buy before September 30<sup>th</sup>. Depreciation schedules change after September 30<sup>th</sup> to limit the amount of your purchase you can deduct.

Available depreciation for purchases prior to September 30th

	<b>Percent of Depreciation</b>
2011	20%
2012	32%
2013	19.2%
2014	11.52%
2015	11.52%
2016	5.76%

Available depreciation for purchases after September 30th

	<b>Percent of Depreciation</b>
2011	5%
2012	38%
2013	22.8%
2014	13.68%
2015	10.94%
2016	9.58%

Also don't forget that 100% Bonus depreciation is available without limitation to amount for purchases of new airplanes made in 2011 and expanded Section 179 deductions are available up to \$500,000 on purchases of new or used airplanes.

Proper tax planning is an important part of any aircraft purchase today where you plan on claiming any of the various tax incentives available. The sales professionals at Premier can help you get the right advice to maximize your tax benefits.

Feel free to call us at 800-903-6402 with any questions.

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## Diamond Fly Your First Year Free Promotion

Diamond Aircraft dealers announce “Fly Your First Year Free” offer Flying a Diamond has always been a financially savvy choice, and now a good deal just got even better. Interest rates are at a record low, there is still time to take advantage of bonus depreciation, and Diamond distributors have just announced their Fly Your First Year Free offer:

By buying a new Diamond DA20-C1 or DA40 between September 1 and October 31, 2011, you'll receive maintenance, insurance, fuel and training incentives towards your first year of operation – a value of up to \$13,625 including:

- Prepaid fuel card or cash value \*
- First year insurance premium credit or cash value \*
- One-year Premium Care Program or cash value \*
- Training credit \*

All this adds up to the best deal you can make to own a new Diamond DA20 or DA40.

This offer expires October 31, 2011 and applies to Diamond DA20-C1 and DA40 aircraft ordered new or in distributor inventory. Valid for North American orders and deliveries only.

The best part is, the program bonuses also apply to the Premier Edition DA40 XLS. So you can enjoy all of the available Premier Edition upgrades, including air conditioning, LoPresti BoomBeam HID landing lights and other options and still get all the great free stuff.

Plus, qualified owners will be able to take advantage of still available accelerated tax depreciation on any new Diamond purchased before December 31, 2011. What could be better than that?. For more information call: 800-903-8402

[\\*Contact Premier for full details, conditions and restrictions.](#)

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## You've Got A “Friend” In Premier Aircraft Sales

With customers and friends spread literally all over the world, it can be really hard to keep everyone informed about not only what's new with the variety of aircraft we represent, but also about the exciting things that our owners are doing with their airplanes.

That was the original goal of the PIRPES e-newsletter and it's been very successful and well received. But, unfortunately it's only a one-way communications tool. We can talk to you, but you can't respond to us. And that's very important. We need and want to hear from all of you.

In today's connected world, the “universal” meeting place has become Facebook. So for the past few months we've been experimenting with the Premier Aircraft Sales page.

We'd like to invite all of you to join our group. We want to create an active, open dialog about the fun of flying and aircraft ownership. Where do you fly? Have you seen or learned anything recently that has

made you a better pilot? Have you recently introduced someone new to the wonders of flying? This is the place to tell your story. It may say Premier Aircraft Sales, but this is a site dedicated to you.

We're all here for the same reason – we want to learn from each other. Share the excitement and yes, trials of aircraft ownership. Isn't that what friends are for?

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## **Back In The Saddle Again – Diamond's Exciting D-JET Resumes Flight Test Program.**



Diamond Aircraft is proud to announce that the D-JET prototypes have resumed an active flight testing program. On September 02, serial number 003 took to the air for a one-hour flight that included a shakedown of aircraft systems, control sweeps, cycling the landing gear, and other tests. The flight concluded with several touch-and-goes.

“Our team’s spirits are certainly lifted with the resumption of flight activities,” said Peter Maurer, president, Diamond Aircraft. “Being able to bring back part of the team allowed us to resume flight operations and we are looking forward to finishing the campaign with 002 and 003, while in parallel, finalizing detail design work and starting the production of conforming aircraft 004.”

Diamond D-JET test pilot, Mark Elwess reported that the flight was “uneventful” without any issues or aircraft snags. Now that the program has adequate funding, the company expects the rest of the D-JET’s flight test program to continue on a regular basis.

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## **AVGuard Takes The Worry Out Of Unscheduled Aircraft Maintenance Bills**



You wouldn't think of buying a new car, computer, appliance or any other high-technology piece of equipment without getting an extended warranty would you? No. Yet, when it comes to one of the most expensive things you will ever own, your airplane, once the original factory warranty expires, we fly on with no coverage at all.

Of course, the savviest of us put away a fixed amount for airframe and engine repairs, but not everyone.

With the rising costs of shop labor rates and replacement parts, an unforeseen maintenance issue can be enough to ground your airplane. Not any more.

To help protect your investment, Premier Aircraft Sales is proud to offer you the AVGuard extended service protection plan. For an affordable fixed yearly premium, AVGuard will cover the airframe, engine and avionics on your airplane against mechanical breakdown.

If you do have an unexpected mechanical problem you just pay your predetermined deductible and AVGuard takes care of the rest. We pay your maintenance facility directly. No forms. No hassles. No worries. Different coverage terms and hours are available.

AVGuard extended protection is available for most aircraft manufactured since 1962 regardless of total time. There are no pre-coverage inspections required and there are no enrollment fees.

AVGuard doesn't just protect you from unexpected maintenance bills, it also can add to the value of your airplane. The coverage is totally transferable to another owner if you sell it during your contract period.

Before you take to the air, take a few minutes to think about AVGuard. Chances are sometime during the next 12 months, you'll be glad you did.

If you have any questions about AVGuard coverage for your airplane, call Premier Aircraft Sales at 800.903.8402, or call an AVGuard representative directly at 386.767.1200.

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## **Busman's Holiday: Coast-To-Coast In A DA40 XLS**

Ryan Ramos, V.P. Texas Operations, Regional Sales Manager, Premier Aircraft Sales, Inc

Every once in a while, good luck comes my way. Such as the case when I was asked to put some time on a Diamond DA40 XLS. I couldn't turn down an offer to fly a beautiful airplane. Since the airplane needed to be flown, I figured a small cross country flight was in order. A trip from NC to CA and return to FL would suffice. I packed the bags, told my wife to take off work and off we went.

We called up a few friends and family members along the way and told them we would be stopping by shortly. After leaving home base, our first stop was Auburn, AL in the late summer afternoon. The onboard Nexrad radar map looked like Christmas with nearly all of it colored in green, yellow, and red, typical of summer weather in the deep-south.



The line of weather meant we weren't going direct from Auburn to Memphis that day, but we were going. I felt comfortable navigating around the weather thanks to the advanced onboard avionics. I had everything I needed to make any cross-country easy thanks to the G1000's capabilities: weather, airport information, terrain, radio frequencies, victor airways, and synthetic vision.

As we progressed across Texas – that's a BIG state – just east of El Paso, we passed over the Hueco mountains. Everything east of that point is relatively flat until you get to the Applications (great for GPS direct flights). To the west it is mostly mountainous terrain all the way to the Pacific. Thankfully the temperature was cool (under 40° C) when we arrived in El Paso for fuel. Thanks to the DA40's A/C [Cabin Cool](#), it was no sweat.



The temps would climb to a mild 44° C (111° F) during our lunch and fuel stop in Phoenix. Even with the extreme heat, the [Cabin Cool](#) sure made the trip a lot more enjoyable. Apparently, Diamonds are pretty popular in Phoenix as the pattern and ramp were crowded with Diamonds from CAE's Global Aviation program based in Mesa, AZ.



On our leg to California, ATC was nice enough to give us permission to fly through several restricted areas in the desert. Looking out and seeing Edward's Air Force base from 11,000 ft was a real treat.



Even with full fuel, 20°+ C above standard temps, 2 passengers, and enough luggage to last us a month, the DA40 did well in the climbs. One of the highlights of the DA40 XLS is the efficiency at higher altitudes thanks to the Powerflow exhaust. We were seeing around 8-9pgh using 2500 RPM, 50 degrees ROP and max MP allowing us good range and speeds.



On the return trip we were lucky to have just missed the Haboob in Phoenix by one-hour. I am still looking for the button on the G1000 weather page that says "Giant Dust Cloud." Our fantastic avionics on the DA40 XLS made cross-country travel over the mountains and in-between sand storms and Monsoon-like rain showers easy.

In fact, no matter how you measure it, the DA40 XLS is a really fun and capable cross-country traveling machine. Great visibility, great fuel efficiency and range, onboard satellite music, weather, [Cabin Cool](#), synthetic vision, terrain awareness and a plugged in iPod, what else could you ask for (maybe a flight attendant)?

My friends and family were amazed that a small airplane could be so convenient. Just the fact we could land at small airports near our family and skip the security line made the trip worthwhile. This cross-county helped me remember how versatile the DA40 is.

Whether you are on a 100nm trip to the beach or 4,000nm trip to the opposite coast and back, the DA40 is a capable (and comfortable) machine for doing both.



So, what are you waiting for?

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## **The Proficient Pilot: Tips For Operating At Unfamiliar Airports**

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



Believe it or not, one of the reasons pilots cut back on their flying is they get bored. They get into a routine and fly to the same airports over and over again.

Well, one way to not only put some fun back in your flying and help sharpen your skills is to plan a trip to a totally unfamiliar airport. Pick one with an interesting restaurant on the field. Or close to a golf course you want to play. Maybe it's time you go visit your old college buddy. It's up to you.

The first step is planning. Going to an unfamiliar airport can be a step back to the basics of flight planning. You may have to dust off some skills you haven't used for a while.

Let's take a small journey to understand how the preparation steps can help eliminate the hazards that are awaiting the arrival of an unprepared pilot and aircraft.

Step one is to learn all you can about the airport. The Airport/Facility Directory or AF/D provides most of the essential information you need to know about your destination airport. It includes the operating hours, runway lengths, hazards in the airport environment. You can use a



printed version or go to any of a number of online sources for the information.

Step two is to develop a short checklist for the unfamiliar airport. Start with a review on the airport diagram and runway lengths. Next, check the elevation and performance charts in your POH for obstacle clearance if required. Third step is calling the FBO, airport manager or someone who is familiar with the airport to get a pilots perspective with the favoring winds and airport hazards that may not be listed. A construction project and closures of taxiways and runways will be listed in the NOTAMS. Remember you should ask for NOTAMS during your verbal briefing with the flight briefer, if you are using a computer to research the unfamiliar airport check the NOTAMS at this link [www.faa.gov/pilots/flt\\_plan/notams](http://www.faa.gov/pilots/flt_plan/notams).

### Taking control of uncontrolled airports

While the majority of our trips will be to controlled airports, some of the best destinations are uncontrolled airfields. I'm continually surprised how many experienced pilots have never landed at an uncontrolled airfield. They're nothing special. You just have to know what you are doing.

### Approaching the uncontrolled airport

Unless otherwise specified, approach the uncontrolled airport at 1,500 AGL and fly over it to determine the wind, runway condition and markings. This information may be available on the AWOS frequency. Displaced thresholds are the chevrons arrows prior to the touchdown zone. Don't forget to announce your position and altitude on the appropriate Unicom frequency. Announce your position 10-miles from the airport and listen for someone to respond.

### Traffic Pattern Operations

Fly over the airport towards the downwind leg to loop back into the pattern on a 45-degree angle like a procedure turn on an IFR approach. Adhere to local traffic patterns found in the AF/D. Look for the obstacles in the area, easily noted on the sectional chart or the approach plate chart, called the MSA minimum safe altitude for that area.

Use caution for traffic activity that may not be transmitting. Choreograph your traffic pattern to finish with a successful landing and be prepared for bad runway pavement or bumps in the runway. Another good tip is to look for the soft spots on your arrival so you will be prepared for an engine failure on departure. Remember bad things happen to good pilots.

### Approaching the controlled airport

Even controlled airports, when unfamiliar, can be challenging. Like an uncontrolled airport operation, you need to become familiar with local traffic patterns and airport taxi diagrams.

If it's your first time flying into a busy airport or really big Class B airport, it's a very prudent step to find a pilot who has been there before to get their thoughts. One of the beauties of flying a small airplane is you can usually avoid big airports and operate out of a smaller field that's often closer to your destination location.

If you must fly into a large airport be prepared to mix with large commercial aircraft. Watch out for wake turbulence when you're landing behind a larger aircraft.

Also, make sure you have a runway exit plan. Look at the taxiway exit on your airport diagram and decide if it's a left or right turn off the runway and which taxiway you plan to exit. It would be a shame to make a nice landing only to know you possibly violated a runway hold short instruction because you didn't have the correct information in front of you.

I write down the taxi instructions in short hand and trace them on the printed airport taxi diagram to the FBO or parking area. Know where the HOT SPOTS are, these are the runway and taxiway intersections. If you're really unsure, just ask Ground Control for progressive taxi instructions.

Flying to unfamiliar airports will bring adventure and fun back into your flying. Just start with good pre-flight planning. It will lead to a stress less and a much more enjoyable experience.

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