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PIREPS April 2015



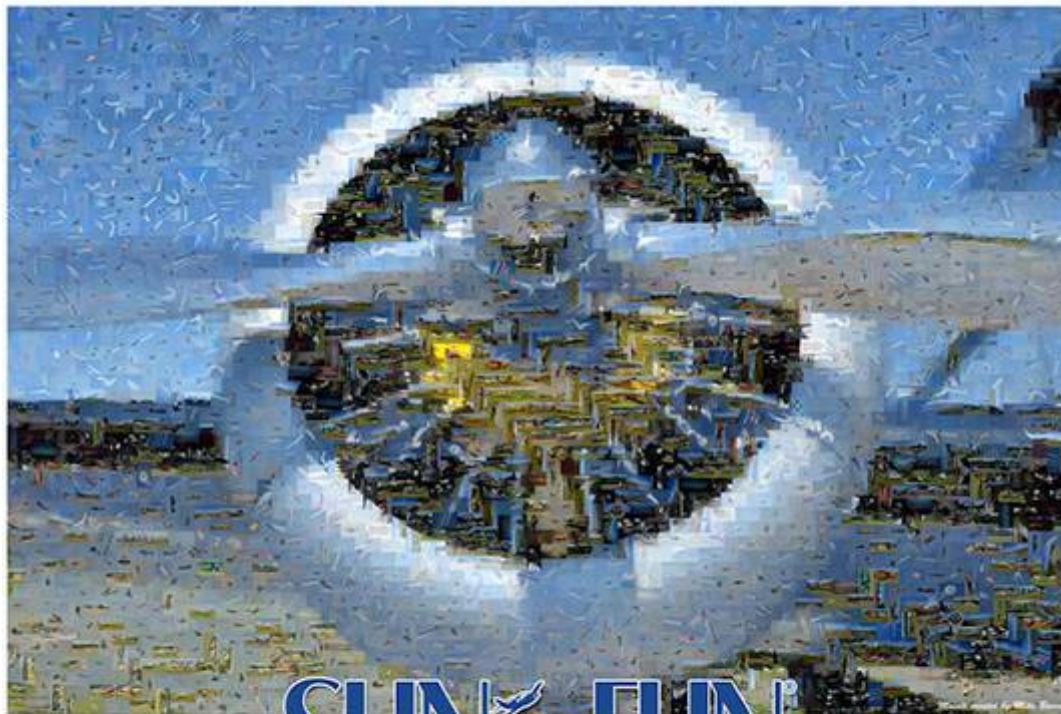
Welcome to PIREPS!

PIREPS brings you the latest news and information from Premier Aircraft Sales and Premier Aircraft Service. Premier carries a large, constantly-refreshing inventory of new Diamond and Mooney aircraft and pre-owned Beechcraft, Cessna, Cirrus and Piper aircraft. We broker aircraft for sale, and are also an Authorized Service Center for Cessna, Diamond, Mooney, Centurion and Lycoming. For more information, visit us at www.flypas.com.

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[Spring Is In The Air And So Are Premier's Preparations For The 41st Annual Sun 'n Fun "Spring Break For Pilots!"](#)

41st Annual

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AEROSPACE
Center For Excellence
*Building A Brighter Future
Through Aviation*

SUN n FUN
INTERNATIONAL FLY-IN & EXPO
April 21-26, 2015
LAKELAND • FLORIDA
www.sun-n-fun.org

VISITFLORIDA.COM



Stop by to visit us! While there are a lot of ways that signal the signs that a record-setting winter is finally over, one of the best from a pilot's point of view is the beginning of air show and fly-in season. And what better way to start the season off than a trip to Lakeland, Florida to attend the 41st Annual Sun 'n Fun International Fly-In & Expo April 21-26?

As in years past, Premier Aircraft Sales will be hosting the Diamond booth on manufacturer's row. We will have their newest models on display including the DA-20, DA-40 XLT and the amazing new DA42-VI. Stop by to get the latest information on the aircraft with the best safety record in their class – or to just say hi! Diamond will be at its normal location in spots MD 23 and MD 24. For more information and to plan your trip, visit: www.sun-n-fun.org

For Sale: A Piece of History! Check Out This Museum-Quality Cessna M337B, O-2A.



We don't usually advertise aircraft for sale here...but this plane is not the usual. Premier Aircraft Sales has an absolutely beautiful Warbird in inventory, a Cessna M337B, O-2A available for immediate delivery. This particular "Oscar Duce" served in the USAF from 1969 to 1987. It was purchased from dry storage in 1994 by a gentleman who appreciated its historic significance and undertook a ground-up, museum-level restoration project completed in 2013.

For photos and specs, check out the brochure on this plane: [Click here](#)

This one-of-a-kind airplane brings the best of both worlds to the weekend warbird enthusiast. It is fully outfitted with operational military radios, operating gunsight, armament pylons, smoke system, and more. Plus, its panel has been upgraded to include a Garmin GTN 750 WAAS, active traffic, ADS-B in and out, and much more. The interior was redone as well, with the seats now covered in spotless, military-grade "Army green" canvas upholstery. The paint is flawless.

For more information about this O-2A, contact Jeff Owen, VP Piston Aircraft Sales at 954.771.0411. Email: Jeff.Owen@flypas.com.

Premier Aircraft Sales Welcomes Lee Drumheller To Its Expanding Team Of Aircraft Sales Professionals.



Each of us who end up in the left seat of an airplane can point to one moment in their lives that set us on the course to be a pilot. For Lee Drumheller, that moment was pretty much his birth.

"I grew up watching my dad fly fighter jets in the Air Force. He flew F-4s and F-16s and ever since I could say the word 'airplane' I was hooked," he said. "I remember when I was really young, watching an episode of a show called Reading Rainbow on PBS and LeVar Burton, the host, got to go flying. That's when I really knew what I wanted to do."

While his dad wasn't really into flying Cessnas and Pipers on his off days, young Drumheller's dreams of flight continued to grow through high school and into college.

"I received an Air Force ROTC scholarship to college, but after a short while I decided that military flying was not for me," he said. "I realized that I enjoyed the personal interactions with other pilots that general aviation brings. That's why I feel extremely lucky to have landed this opportunity with Premier right out of Auburn University." Drumheller is Customer Relations Manager at Premier's Auburn, Alabama office.

"I'm really fortunate to be able to work on a day-to-day basis with Richard Simile. Richard isn't only one of the top aircraft sales people in the country, he's also one of the most well respected people in all of general aviation," Drumheller said. "I can't think of a better mentor to help guide my career than Richard."

"As for my job, I get to interact with all kinds of pilots who have a passion for aviation just like I do," he said. "I learned early on that treating people as part of your family brings an experience unlike any other. It's the little things like having lunch available right after a morning demo flight, to taking pictures of them and the airplane, to helping them with the details of ownership like setting up avionics subscriptions – everyone at Premier strives to make every customer

interaction the best it can be for everyone."

Another aspect of his position as a Customer Relations Manager for Premier is that every day, like every flight, is going to show him something new.

"I have no idea what each day is going to bring," Drumheller said. "Am I going to pick up an airplane or do a demo flight? Will I be detailing an airplane for delivery? Every day is unique and that really keeps my job exciting and me on my toes. As a young guy, I enjoy a fast-paced environment and Premier has really given that to me."

The Proficient Pilot: Not Me!

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



All the planning, preflight and preparation is done. As you strap into the left seat, you're looking forward to an exciting adventure into the atmosphere. But...things can become rather routine right about now, so take a minute and say to yourself, "Not me!"

This small personal statement can have several meanings. But let's define it as a hazard-preparedness attitude. By that I mean that you are mentally prepared for whatever unexpected thing the next takeoff (or landing) might bring.

By saying, "Not me!" you are actually acknowledging something unexpected may well happen to you on this flight. It prompts you to have a game plan to handle it. So with that in mind, what action plans have you prepared for in the emergency categories for takeoffs and landings? And, more importantly, what have you neglected on that checklist?

It starts the critical thinking on procedural tasks for the Emergency Action Plan (EAP). There are many scenarios in the cockpit that can interrupt a well-prepared pilot. We are humans interacting with other humans and machines.

It's not possible to know every single thing that might go wrong and when it's going to happen. However, with right "Not me!" attitude dedicated to training and preparation, you can mitigate the potential of being unprepared in the event of an emergency. Every pilot has to have confidence in his or her abilities – if you don't then you have no business flying. But, a good attitude is also a delicate balance of knowing your abilities and your limitations.

Yes, you may have taken off thousands of times with nothing abnormal happening. But that doesn't mean this next takeoff will be the same. You can't let yourself become too confident of an outcome before it comes to pass.

So how do you fix these hazardous attitudes?

First: A review of the flight rules and regulations-operate within the envelope of the Rules and Regulations.

Second: Read incident and accident material from the NTSB and ask yourself if it's possible it could happen to you and how you might mitigate the possibility of it happening to you.

Third: Create a self-checklist identifying habits that could have a higher risk of an incident. It's also a very good idea to contact a qualified CFI to help reinforce and teach the correct procedure.

For example, if your airplane's Vref speed is 75 kts, but you always land at 90kts (normal wind conditions) because it's more comfortable at 90 kts, how will that extra speed impact the ground roll out and braking actions on a shorter landing runways?

Obviously, you will have a higher risk of landing long and possible running into a braking problem on that shorter runway. Your "Not me!" attitude would tell you to adjust your landing airspeed or find a longer runway.

The bottom line is understanding that bad things can and do happen to good pilots. The best-prepared pilots not only strap in thinking that this is a good day to fly, but also that this is a good day to have X happen and plan accordingly before they take the runway.

I practice this "Not me!" line of thinking before every takeoff, so I'm mentally prepared and set to implement my action plan. Remember, there is no time to refer to your checklist at 300 feet AGL. Be prepared to react and FLY the airplane.

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• **Diesel-upgrade program launched for Cessna 172**

From [AOPA February 24, 2014](#) | By [Dan Namowitz](#) Efficiency, safety, and value all will benefit from a newly announced Cessna 172 upgrade program to add a diesel engine, a three-blade constant-speed propeller, and advanced avionics to the aircraft, said [Premier Aircraft Sales](#) of Fort Lauderdale,...

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PIREPS Archive**Can A Personal Plane Offer Big Business Benefits?**

(Photo - Piper Aircraft Inc.)

By Dale Smith, Editor Premier Aircraft Sales.

You bet, particularly when you're talking about Piper Aircraft's top-of-the-line Meridian.

I think that far too many people who could benefit from private aircraft travel underestimate the value of a modern propeller airplane. They suffer from "if it's not a jet, it's not for business" type of thinking. How wrong they are. Take the Piper Meridian. It's a single-engine turboprop so despite the propeller, it is truly jet-powered and that really means business. Admittedly, I'm a Piper fan from way back. I the lead copywriter on the Piper account when the Meridian's older brother, the piston-powered Piper Malibu was introduced. It was love at first flight. With its pressurized cabin and ability to fly high over most weather, the Malibu defined a new class of cabin single-engine airplane.

While the Malibu was a good, airplane it was elevated to "great" when Piper mated the Malibu fuselage and wing to a Pratt & Whitney PT6A turboprop engine. The result, called the Meridian, is truly amazing, especially if you're lucky enough to pilot one.

Jet-Powered Piper Meridian Scores Big On Performance

I've had the pleasure of flying a lot of airplanes, and the Meridian is one of my all-time favorites. With 500 shaft horsepower, it is solid and responsive at its 260 kt (300 mph) high cruise speed as well as slow 75 kt (86 mph) landing speeds, and that responsiveness is a very nice complement to the Meridian's short 2500 foot runway capability. It can easily takeoff and land at small community airports many of which have runways that are too short for even the smallest jets.

That kind of performance makes the Meridian a natural step up for any owner/pilot who is currently flying a high-performance, single-engine piston aircraft. That alone will make most insurance carriers happy, and while type-specific training is always a good idea, there's no FAA requirement to get a type rating to fly the Meridian.

One of the coolest things about flying a Meridian is taxing. With that big propeller and the ability to use reverse-thrust, you not only have a lot of control without wearing out the brakes, you get the added bonus of announcing your arrival with what can best be described as a growl as the prop cycles into the reverse range.

Cockpit Capabilities And Cabin Comfort.

The current version is equipped with the Garmin G1000 avionics suite – the same package that's in the popular entry-level Cessna Mustang – so suffice it to say that the Meridian is at no loss for capabilities and situational awareness enhancements. It even includes an onboard four-color weather radar. That's one piece of equipment that I think is essential for hard-core business travel. Satellite weather is good, but it's no match for live radar – especially if you fly in the southeastern U.S.

Now that I've compared the Meridian's cockpit to an entry-level jet, let's talk overall performance. The Meridian delivers an honest 260 kts (300 mph) and a range of just over 1,000 nm (1150 miles – New York to Memphis). So on a typical business trip, your Meridian will cost you a few minutes in travel time, but save you hundreds of dollars in fuel compared to a small jet. And with a \$2.176 million sticker price, the Meridian is about a \$1 million less than one of the top selling entry level jets so that will cover a great deal more fuel cost, as well.

While the Meridian may be everything a pilot could want, the folks fortunate to be traveling the cabin will be equally content. The cabin, with club seating for four, is spacious and the seats are Lexus-like in their comfort. In addition, with the Pratt & Whitney engine far up front, the Meridian's cabin is quieter than many small jets that I've traveled in.

So the next time you're dreaming about flying privately, don't limit yourself to jets. Try the impressive Piper Meridian. Chances are this single-engine turboprop may dramatically change your view of business and pleasure travel in a very big way.

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