

PIREPS February 2013



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, Diamond Aircraft, Extra and Aviat Husky. For questions or comments, contact our editor, Dale Smith, at: dale.smith@flypas.com

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[DiamondShare Offers A New Way To Greatly Reduce The Cost Of Owning A New Diamond DA40](#)

DiamondShare - Delivering the Dream of Aircraft Ownership



management of those programs.

The DiamondShare program helps new aircraft owners create a revenue stream from their aircraft by finding two or three "members" who pay a fixed monthly fee to the owner in exchange for specified hours of use. It's **not** the old flying club or equity partnership arrangement – you are the sole owner of the aircraft, so it avoids all the complexities of partnership formation, financial overhead and

"This program makes tremendous sense," explained Earle Boyter, Executive Vice President of Premier Aircraft Sales. "Most owners use their aircraft less than 10-hours a month; for some, it's difficult to justify ownership. But through DiamondShare, the owner offsets much of the cost of ownership, making it easy to achieve the dream of owning and flying a brand new Diamond DA40."

Under DiamondShare, the owner sets the rules for its use, so he or she is assured of access to their plane on their schedule. In addition, the owner controls the revenue stream by choosing the number of members they accept. Typically, signing two members can cover most or all of the monthly note on the aircraft. DiamondShare requires a minimum one-year commitment from the members.

"It's a great option for members, too," Boyter said. "You commit to a year at a time, making DiamondShare an economical way to access a beautiful new Diamond DA40 XLS while keeping your financial obligation low."

Another big benefit of DiamondShare is that the program comes with a long list of benefits only available as a DiamondShare owner such as online scheduling, insurance discounts, airplane-specific training tools and much more. Participating owners also receive additional benefits including comprehensive accounting and tax consultation, warranty service, training, financing, and more.

To learn more visit DiamondShare.com or contact Earle Boyter at (954) 771-0411.

Dramatic Discounts And Tax Incentives Available On Premier's Remaining Like-New 2012 DA40 XLS Demonstrators

Jeff Owen, Regional Sales Manager, Premier Aircraft Sales, Inc.



Our brand new 2013 DA40 demonstrators will be arriving soon from the Diamond factory so it's time to sell our last two 2012 DA40 demo aircraft. These low-time, like-new aircraft have been expertly maintained by our Diamond Factory Authorized maintenance facility and flown by Premier's team of professional demo pilots.

Beautifully equipped, these are the two best pre-owned DA40 XLS aircraft on the market. In addition to deep discounts, both demonstrators will receive a fresh annual as part of the sale.

In addition, qualified buyers may also be able to take advantage of the 2013 50% Bonus Depreciation. There are two 2012 DA40 XLS demonstrator aircraft available. For more information, please call Premier Aircraft Sales at: 800.903.8402 or email: [This email address is being protected from spambots. You need JavaScript enabled to view it.](mailto:earle.boyster@flypas.com)>earle.boyster@flypas.com.

Premier Aircraft Sales Celebrates The Opening Of Its New Office At Auburn University Regional Airport (AUO)



Premier Aircraft Sales has opened a brand-new office at Auburn University Regional (AUO) Airport in Auburn, Alabama. At the new location, prospective purchasers of new and used aircraft can meet personally with Premier Regional Sales Manager Richard Simile and schedule demonstration rides in both new and used aircraft. "Being right here in the airport's main terminal building and right next to the ramp is already proving to be a tremendous advantage," says Simile. "Along with meeting transient pilots and 'walk-ins,' AUO is home to Auburn University's Department of Aviation," he said. "Also, the location is a tremendous environment for a pre- and post-demo flight meeting. We can park the airplane just outside of our window, a short walk if we need to return to the aircraft for another look and allowing us to refer to it during discussions."

"With the new DiamondShare program (see story above) we can help a prospective owner create a revenue stream with their aircraft, making the dream of ownership much more affordable," he noted.

If you're visiting AUO or just passing through for fuel, Simile's door is always open for a visit. "Please stop by and say hello," he said. "I'm always available to talk airplanes."

Here's the phone number for Premier's AUO office: (334) 826-1660 or email Richard at: Richard.simile@flypas.com

The Proficient Pilot: Your Friend, The Biennial Flight Review

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



For many of you this year will again bring the often-dreaded Biennial Flight Review or BFR. It's time again to prove to an FAA designee that you are airworthy.

Frankly, it's too bad that the BFR has gotten such a bad reputation. It's really a tremendous learning experience for active and inactive pilots of all skill levels. And, while the basic requirements of the BFR have not changed, one thing has: the title. It's no longer called the Biennial Flight Review. Now it's just "The Flight Review."

As with the BFR, the Flight Review the FAA requires you satisfactorily complete the program every 24 months. The goal is to evaluate your current levels of skill and aeronautical knowledge. Remember, *it's not a check ride, so you can't fail*. If the pilot doesn't perform up to standards, the time is logged as instruction until the CFI is ready to endorse the pilot.

FAR 61.56 describes the content and guidelines to complete the flight review. It must consist of a minimum of one hour of ground time and one hour of flight. What goes on during that time is up to the CFI and the student's needs.

Typically, I begin the Flight Review by learning what type of flying the pilot has done and intends to do. This will give me an idea of the areas to discuss and allocate time to be most efficient for the pilot.

We then start with the list of questions I have forwarded in advance. These questions cover aspects of Aeronautical Decision Making (ADM), scenarios for immediate actions and abnormal actions, POH references, and the general flight rules found in Part 91 for VFR and IFR (if the pilot is instrument rated).

The next step is discussing the aircraft we are going to fly and choosing a few pages from each section of the POH to discuss. This exercise visits resources where answers to operational questions are located and discuss any manufacture updates and revisions to the manual.

When it comes to the in-flight part of the Flight Review, the requirements are wide open depending on the individual pilots' personal level of proficiency. And don't confuse proficiency with currency. A pilot can be "current" but not "proficient" in their ability to fly the airplane.

Instead of waiting for your Flight Review, it's better to plan to each year to set the bar a little higher to achieve realistic proficiency goals. Fly with an instructor a couple times a year and have them assess your abilities. Every flight is an opportunity to sharpen your skills.

Another important point is the CFI who will conduct your Flight Review should be familiar with operating the aircraft you are about to fly. That's the only way they can set objectives and identify unsatisfactory performance.

If unsatisfactory performance is observed the CFI should demonstrate and explain how to correct it. The CFI should be able to perform the maneuver or task to a high level of proficiency while explaining the elements of the maneuver. At the end of the Flight Review the pilot should feel confident their skill meets the objective set at the beginning of the meeting.

Spring Is In The Air And So Are The Major Air Shows And Fly-Ins



While there are a lot of ways that signal the signs that winter is waning, one of the best, at least 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 Sun 'n Fun International Fly-In and Expo April 9-14.



As in years past, Premier Aircraft Sales will be on hand representing three different new aircraft manufactures: Diamond, Extra and Husky. Diamond has committed to having their newest 2013 models including the exciting new DA40 XLT. We're also hoping to have the hot new DA42-VI at the booth, but it is unconfirmed at this time. We'll keep you posted.

And, most important, learn all about DiamondShare first hand. Positions are limited and it is first come – first serve for this fabulous opportunity. *Sharing Makes the Dollars Make Sense.*

To help you get your 2013 air and trade show plans in order here's a calendar of the upcoming major events:

April 9 – 14

Sun 'n Fun International Fly-In and Expo

Lakeland, FL

www.sun-n-fun.org

July 29 – August 04

Oshkosh Air Venture

Oshkosh, WI

www.airventure.org

October 10 – 12

AOPA Aviation Summit

Fort Worth, TX

<http://www.aopa.org/summit/>

October 20 – 24

NBAA Business Aviation Convention and Exhibition

Las Vegas, NV

www.nbaa.org

Banyan Air Service Hosts 2013 Aviation Safety Expo March 2nd At FXE



Our ramp neighbor here at Fort Lauderdale Executive (FXE), Banyan Air Service, will again be hosting the FXE Aviation Safety Expo. It's always a great event that any pilot in the area won't want to miss.

Highlights of this year's Expo include:

- Guest speakers
- Professional and industry group exhibits
- Aircraft static displays
- Aviation themed games, challenges and prizes
- FSDO-19 and FAA Safety Team (FAASTeam) sessions
- And more...

The Expo is free and will be held on, Saturday, March 2nd from 9 am to 2 pm. FSDO and FAASTeam sessions will be held from 2 to 5 pm.

For more information or to register, please call: (954) 828-4955.

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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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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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