

## PIREPS February 2014



### Welcome to PIREPS!

PIREPS brings you the latest news and information from Premier Aircraft Sales, Inc., a world leader in the sale of personally-flown piston and turbine aircraft and the Southeast US distributor for new Diamond and Extra aircraft. For questions or comments, contact our editor, Dale Smith, at: [This email address is being protected from spambots. You need JavaScript enabled to view it.](mailto:dale.smith@flypas.com)>dale.smith@flypas.com

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### Mooney Update: Things Are Moving Quickly To Get The Fastest Piston Single Back Into Production



No doubt by now you've heard the exciting news that Mooney International – makers of what the company still proudly states are “the fastest single-engine production aircraft” – is getting ready to start producing both the Ovation and Acclaim Type S at its Kerrville, Texas plant.

“It's a new day for Mooney. And with a new investment group that is committed to the future, we're expecting to make a strong move in the industry,” noted Mooney's CFO, Barry Hodkin. “It's been a long time coming and we couldn't be more excited about our return to manufacturing one of the finest and most trusted airplane fleets in the industry.”

During a recent video interview on AvWeb (<http://www.avweb.com/videos/Video-Mooney-Gears-for-Aircraft-Production221236-1.html>), Mooney's Director of Engineering, Bill Eldred, said that the company is ramping up its pre-production efforts through an aggressive hiring and training program. And that with three aircraft already in their final stages of production, the company is targeting to begin delivering 2014 Acclaims late in 2014.

Fred Ahles, founding partner of Premier Aircraft Sales and a proud Mooney Acclaim owner himself, says “This is a very exciting time for everyone who loves Mooney aircraft. As a Mooney dealer and service center we get calls every day from pilots around the world wondering what's happening with Mooney. Now we have something great to tell them,” he said.

Eldred said that the company is currently updating the G1000 avionics suite and once full production starts to have one new Mooney to roll out every month until early 2015 when they plan to increase builds.

“It's too early to provide details, but we'll have some very exciting announcements in the near future about technological advancements that will accompany the Acclaim Type S and Ovation series,” Hodkin said.

For more information, visit: [www.mooney.com](http://www.mooney.com)

### Join Us At the Diamond Exhibit at Sun 'n Fun!



If you're ready to take a break from the murderously cold and snowy weather plaguing most of the northern states, why not head to Lakeland, Florida to attend the Sun 'n Fun International Fly-In and Expo, April 1 through 6? At the top of the must-see list is the Diamond Booth, hosted by Premier again this year. We'll have Diamond's latest models available for inspection and are happy to share with you and your family why Diamond is the safest, most economical aircraft on the market today. We expect to have a 2014 DA20, DA40XLT and DA42-VI on display.

### Trip To Austria, But Things Are Really Heating Up At Diamond Aircraft HQ.

Jeff Owen, Vice President, Diamond Sales, Premier Aircraft Sales, Inc.



I recently returned from a trip to the Diamond Aircraft headquarters in Wiener Neustadt, Austria and I can tell you it was a real eye-opener. The primary purpose of my trip was to accompany my customer Eric Parker to see his amazing new DA42-VI enter final assembly.

Eric will be returning to Austria early next year to take delivery, but there were a few details he needed to finish up before winter hit so off we went.

While Eric took care of his DA42-VI details, I got to spend some time with the engineering and production folks there at the main factory. I have to honestly say I was happily surprised by all the activity going on around the facility.

Here on this side of the pond, we've gotten used to the slow state of general aviation and automatically think it's that way all over the world. Thankfully, at least from the Diamond perspective, that doesn't seem to be the case.

During our tour, Eric and I saw the Diamond factory in full swing. There were people, parts and planes everywhere. I was told that both the aircraft factory and the plant where the Austro turbo diesel engines are produced are running at full capacity to meet demand.

Eric said that seeing all of the global demand for the new-generation DA42-VI made him that much more excited and proud to be one of the very first owners here in North America.

Sure the factory was abuzz with activity, but here was just as much activity out on the adjacent ramp. In fact, with all the internationally registered Diamond DA40 NGs and DA42 NGs on the ground and in the air, it looked like a United Nations fly-in. Everyone there in Wiener Neustadt is very excited about the global opportunities for Diamond aircraft.

With their unmatched ease of flying and unparalleled Jet-A fueled efficiency, the Austro-powered aircraft are proving to be extremely popular around the world. I think it will be the same here in North America once we start to see the models arrive here.

The only real downside to my trip to Austria was that I wasn't there to bring one of these exciting new alternatively fueled aircraft back to south Florida with me.

### The Proficient Pilot: You Don't Have To Be A Professional Pilot To Communicate Like One.

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



I spend a lot of time flying with "non-professional" pilots and there's one area where even the highest time aviator can use some practice: radio communications. Perfecting your radio skills and anticipating the next ATC request requires good knowledge and practice using the correct phraseology.

Whether you're flying a DA40 or a 747, clear, correct communications can go a long way to reducing cockpit stress, while incorrect radio usage leads to increased controller workload and heightened anxiety for everyone on the frequency.

The FAA has invested a lot of time and technology to improve the communications between pilots and controllers with the primary goal of providing efficient and effective understanding of safe surface movements and clearance limits.

Being ready with good communications and correct phraseology can be especially stressful for pilots who don't speak *aviation* on a frequent basis. Nothing gets you out of your comfort zone faster than a controller rattling off a taxi, departure or en route clearances faster than you can take them in.

The good news is you can hone your radio skills anywhere you are. Here are some simple tips to help you practice prior to your next flight. Give them a try. You'll be surprised how just little investment in your time will make a huge improvement in your radio communications confidence and skills.

1. Start with a 10-minute review of the AIM communication section on proper ATC read back phraseology.
2. Use a handheld radio and listen to the airport ground and tower frequencies prior to the flight and write the issued departure instructions down while looking over the airport surface diagram and departure routes. It's a great way to prepare a mental map of taxi routes and departure expectations.
3. The departure controller instructions may include one of three possible changes the pilot must be prepared to respond to quickly and maneuver the aircraft in accordance with the controller's instructions. Typically these instructions are a change in Altitude, Heading and Frequency. They usually hit you with them right after takeoff when your workload is at its highest. Learn to anticipate the instructions and be ready to copy. And always remember to fly the airplane first. If you don't understand an instruction ask the controller to repeat.
4. Reading back instructions is an art unto itself, especially when operating in a radar environment. On initial contact, the pilot should inform the controller of the aircraft's assigned altitude preceded by the words "level," or "climbing to," or "descending to," as appropriate; and the aircraft's present vacating altitude, if applicable (AIM) (5-3-1)

Here are a few examples:

1. (Name) CENTER, (aircraft identification), LEVEL at (altitude or flight level).
  2. (Name) CENTER, (aircraft identification), LEAVING (exact altitude or flight level), CLIMBING TO OR DESCENDING TO (altitude of flight level).
- NOTE- Exact altitude or flight level means to the nearest 100-foot increment. Exact altitude or flight level reports on initial contact provide ATC with information required prior to using Mode C altitude information for separation purposes. (AIM) (5-3-1)
5. If you are unsure on a newly issued clearance to a new waypoint not in the flight plan, it's okay to ask the controller to spell it. That simple step saves time and confusion, especially if you are unfamiliar with the waypoint's location and identifier.
  6. Always, no matter what the controller is asking you to do (except for an emergency situation) write it down. And again, if you aren't 100-percent clear, ask them to repeat the instructions.

Here's another example of a taxi clearance: "Archer 123RR taxi to runway eight (8) Bravo (B), November (N) hold short runway one-tree (13)."

Pilots are required to read it back exactly as clearance is issued including the runway assigned for takeoff. Many times I don't hear the pilots reading back the assigned runway as they stumble through their read back.

I do this on a daily basis, but to help keep me from getting confused, I've created my own short hand for clearance instructions. Here's how I would note the instructions: 8 B, N, Hold at 13. It's also a good idea to have a copy of the airport surface diagram handy.

If you're really unfamiliar with an airport don't risk a runway incursion – ask the ground or tower controller for progressive taxi instructions.

Like anything, if you hear and speak aviation on a daily basis it becomes automatic. If you don't then all it takes is a little practice to greatly improve our communications skills. It's an easy way to do something to help the entire aviation community.

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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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(Photo - Piper Aircraft Inc.)

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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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Premier Aircraft Sales, Inc. Fort Lauderdale Executive Airport (FXE)  
5544 NW 23rd Avenue, Hangar 15 Fort Lauderdale, FL 33309  
Main 954-771-0411 Fax 888-206-0582

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