

PIREPS February 2015



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: dale.smith@flypas.com

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Customer Profile: CTI Professional Flight Training



CTI Professional Flight Training is the commercial/civilian branch of Crew Training International, which has built an enviable reputation training pilots and crew members for elite customers including branches of the U.S. Department of Defense (DoD), NATO allies, and major corporate aircraft operators.

PROFESSIONAL FLIGHT TRAINING "We started CTI in 1992 and now we interact with over 10,000 students from around the world every year," stated CTI's Founder and President Alan Mullen. "A couple of years ago we decided to leverage our experience and diversify into creating a professional flight academy aimed at training professional pilots."

Mullen said that CTI took its first major step when it acquired Professional Flight Training's facility at Fort Lauderdale Executive Airport (FXE) on April 1, 2014.

"Our goal is to take everything we have been doing very well for the DoD and transition it to civilian training geared towards people who want a career as a professional pilot," he said. "Of course we won't turn away a private pilot who wants to add a rating to their ticket. We do it all. But what we are geared to do is provide professional training from private through commercial, instrument and multi-engine ratings."

He also explained that key differentiators CTI Professional Flight Training offers are programs derived directly from the company's extensive DoD training as well as Mullen's experience as a Naval Aviator and 28-year career with FedEx.

"We want to take the best practices of each and use them to benefit every student," Mullen said. "For example, we will weave human factors and crew resource management skills into the training program from "day one." It's proven to be the best way to do it."

Mullen also said that the success of their FXE facility has accelerated their expansion to a bigger, state-of-the-art training campus at Millington Regional Jetport just north of Memphis, Tennessee.

"Don't get me wrong, south Florida is a great place to learn to fly. It's so good in fact that the airspace around FXE is getting too congested," he said. "We went looking for an airport with more open space for practice and training. Millington is perfect. It's a retired Naval Air Station with an 8,000 foot runway and acres of paved tarmac."



"It also has a 20,000 square foot hangar and office building that we are totally remodeling to meet our needs. It will have classrooms, simulator stations, briefing rooms, a pilots' lounge, locker rooms and a dispatch center," he said. "We have also purchased land across the street where we plan on building dorm rooms."

Diamonds: The right aircraft for CTI's mission.

Of course to maximize any training curriculum you need the right aircraft. CTI Professional Flight Training has selected the Diamond DA20 and DA42NG as the core of its fleet.

"We sent out a request to all the major aircraft manufacturers. Jeff Owen and Richard Simile of Premier came up to Memphis and gave us a full presentation and arranged for us to fly the DA20 and DA42NG," Mullen said. "I was not really familiar with them before, but I liked what I saw."

"What really got my attention were the safety records of the airplanes. Their crash survivability record is remarkable," he said. "I also like the composite construction and the control stick – I think that's a very good way to learn to fly."



"After we looked at all the factors, the Diamonds were easily the best way to go," Mullen added. "We ordered 20 with options for 10 more. Early on Jeff and Richard arranged for our Chief Flight Instructor, Assistant Chief Flight Instructor and me to go to London, Ontario to receive factory training. That was a big benefit."

"We've already taken delivery of six and by and large I'm very happy with our decision," he said. "Everyone loves the Diamonds."

Mullen said that having Premier's office and maintenance facility just down the ramp from their location at FXE has been a major benefit.

"I've been extremely happy with everyone at Premier – from the sales guys to the maintenance team, everyone at Premier is a class act," he stated. "I like dealing with them at every level."

For information about CTI Professional Flight Training, please visit: www.ctipft.com

Micro AeroDynamics Receives STC Approval For DA42 Vortex Generator Kits



Micro AeroDynamics has received both FAA and EASA STC approvals for its vortex generator (VG) kit designed for the Diamond DA42, DA42NG and DA42M-NG series aircraft.

In its announcement of the STC approvals the company stated that applying the VGs to the aircraft's wing leading edges and both sides of the vertical stabilizer provided a number of performance and handling improvements including:

- A “dramatic improvement in slow flight stability and handling”
- 9 KIAS Vmc reduction
- 5 KIAS Vs reduction
- 7 KIAS Vso reduced by 7 KIAS
- Climb rate is increased by 150 fpm

The STC also applies to DA42s with flight into known icing approval.

For more information about the Micro AeroDynamics DA42 VG kit, please contact Ray Bysiewicz at Premier Aircraft Services, (954) 954-334-2393 or ray.bysiewicz@flypas.com.

Premier Edition 172 Receives High Praise in Feature In February Issue Of AOPA PILOT Magazine



AOPA Pilot magazine’s Senior Editor Alton K. Marsh recently came to Premier Aircraft Sales’ headquarters at Fort Lauderdale Executive Airport to do a detailed pilot report on Premier’s Continental diesel converted *Premier Edition 172*.

To read the feature, visit: http://www.aopa.org/News-and-Video/All-News/2015/February/Pilot/f_diesel

Premier Aircraft Services Earns EASA Part-145 Approval

Approval clears the way for PAS to inspect, maintain and upgrade EASA-registered aircraft.



Premier Aircraft Services, the maintenance arm of Premier Aircraft Sales, Inc., has earned its maintenance approval from the European Aviation Safety Agency (EASA). This is the European equivalent of the FAA’s Part 145 Repair Station designation, and means Premier is one of a small number of maintenance shops qualified to work on European-registered aircraft.

“This is a major accomplishment for our maintenance group and a significant service offering for our customers,” stated David Pomerance, chief operating officer of Premier, “Because of the agreement between the FAA and EASA, we can now provide all the same services on EASA-registered aircraft that we now do on U.S.-registered aircraft.”

Pomerance explained that while the EASA approval is a huge benefit for transient aircraft visiting Premier's facility at Fort Lauderdale Executive Airport, the approval has its biggest impact on European-based customers interested in Premier's recently announced *Premier Edition 172* diesel engine upgrade program.

"We have had a great deal of interest from individuals and flight school operators through Europe and the EASA approval enables us to do the engine change and other modifications and then return these EASA-registered aircraft to service," he said. "We can do all the work here and the owners will know that their aircraft will be fully compliant when they get back to their home airport."

Mooney Renews Factory Technically Advanced Aircraft Transition Training Program For New Owners



Mooney International has announced that it has renewed the Mooney Transition Training program to provide in-depth training for new aircraft owners with various experience levels that purchase new 2015 M20 series models, which includes the Acclaim Type S and Ovation3.

Mooney developed the program from existing transitional curriculums, and has now updated and formatted it to improve pilot transitioning in the new Technically Advanced Aircraft (TAA).

"Mooney International is excited to have our Transition Training Program renewed to again offer our new aircraft buyers training with purchase of their new aircraft," said Mooney CEO Jerry Chen.

"We are extremely happy that Mooney has been so proactive in reinstating its popular transition training program," stated Fred Ahles, President, Premier Aircraft Sales, Inc. "I went through the program before I took delivery of my Acclaim and it was both educational and enjoyable. Good training is the foundation for safe flying and we join with Mr. Chen and the entire Mooney family in wanting these to be the safest aircraft you can own."

The Mooney Transition Training was developed using the FAA Industry Training Standards (FITS), which focuses on the redesign of General Aviation Training and whose main purpose is training customers in a scenario-based environment. The FITS program improves the Mooney pilots' aeronautical decision-making, risk management, and single pilot resource management skills without compromising basic stick and rudder skills.

New owners will move through a four-phase, five-day program designed to ensure pilots are trained to enjoy their aircraft. The first two phases of the Mooney Transition Training program include academic review of the Mooney aircraft and Garmin G1000 Avionics Suite, which includes one-on-one training in the Redbird FMX full-motion simulator. The final two phases include Flight Training in the new owners' own aircraft and finally course completion.

The Mooney Transition Training program is currently only available to pilots that purchase a new Mooney aircraft, however, Mooney International is working to expand the program in the near future to provide training to all interested Mooney pilots.

To learn more about the Mooney Transition Training program, please contact Fred Ahles at 800.903.8402 or email: fred.ahles@flypas.com

Diamond Aircraft Celebrates Maiden Flight Of New Turbine DA50-JP7

After piloting first flight, company CEO Christian Dries said, "It almost flies like a rocket."



Diamond Aircraft saved some of its 2015 New Year's celebration for January 19th. That's when company CEO, Christian Dries, acting as test pilot, and Ingmar Mayerbuch, Diamond's Head of Flight Test, took off from Wiener Neustadt, Austria aboard the new Diamond DA50-7JP (Jet Prop).

After the flight Dries proudly stated that, "This aircraft with this turbine engine almost flies like a rocket." And with 465 takeoff horsepower and an initial climb rate of 2,500 feet-per-minute, it's easy to understand why he felt that way.



First introduced at the 2013 AERO Friedrichshafen show, the DA50-7JP is powered by a Motor Sich JSC, 465 horsepower, AI-450-S turbine engine. Specially designed for fixed-wing aircraft and manufactured by the Ukrainian company Motor Sich JSC in collaboration with Ivcheno Progress, the new engine delivers 20% lower fuel burn than similar turbine engines at its cruise power rating of 380 horsepower.

The DA50-7JP is going to be built in two versions: a tundra variant with large wheels and rugged landing gear and a high-performance version for flight schools and private owners. Both aircraft will feature push-button start, single-lever control with dual Full Authority Digital Engine Control (FADEC) and mechanical back-up.

The company stated that certification is expected in mid- to late 2016 and that the aircraft will be built at Diamond's headquarters factory in Wiener Neustadt, Austria. Pricing has yet to be announced.

Click here to view a video of the first flight: <https://www.youtube.com/watch?v=7XGkme6NgbU>

The Proficient Pilot: On Target

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

The fact is, target-oriented pilots are the most proficient pilots. They really don't like to miss a target, whether it is a landing zone, altitude, glide slope, or whatever. One way they maintain their proficiency is to take a proactive approach to knocking the rust off their skills.



Think of that term "rusty pilot." It may be someone who has been out of the cockpit for a long time or it could be a pilot who flies a lot, but doesn't get to practice things like holding patterns, spot landings or slow flight very often.

Both types of rusty pilots will need different training to get themselves back on target. In early 2014 AOPA launched a Rusty Pilot Initiative (www.RustyPilots.org) to get pilot interested in flying after taking a hiatus to aviation.

The program is for those who fly regularly but know he/she has to overcome some hurdles to get back on target in their aircraft. The resources are available for all pilots to obtain all levels of proficiency. It begins with attitude and setting small goals to achieve reasonable results.

I make a list of some of the most likely scenarios that I may encounter during the type of flying I often do, which are instruction and demonstration flying. A short list of rusty targets you want to polish is placed in view of your daily routine as a reminder to work on the next 30- to 60 days. And it's probably best to do them with your instructor.

Why the CFI? The seasoned CFI can provide the rusty pilot some reasonable targets to achieve and provide professional guidance to be on target each time the pilot demonstrates a skill while flying their aircraft. The truth is, most of the time we humans know our deficiencies but do not do enough about it to hit the target.

Here's a partial list of skills a rusty pilot may want polish in their training routine:

- Airspeed discipline
- Go-around or rejected landing: perform with safe air-speeds and correct configuration changes
- GUMPS- check said aloud
- Use of rudder in climb and turns
- Proper ATC communication: read backs
- Avionics equipment: familiarization and efficient use
- Emergency Action Plans (EAP)
- FARs review
- TFR and Notams

Think about your last flight and then develop your own "on target" list so each time you fly you will be reminded of the targets you want to consistently achieve.

As I stated earlier, there are plenty of good sources to help you polish up any of your skills. A few great online sources are: www.AOPA.org, www.FAASafety.gov and FAA.gov -- Part 91 and 61. Check them out!

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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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