

PIREPS January 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

In this issue:

- [Deep Discounts Available On Premier's 2012 DA40 XLS Premier Edition Demonstrators](#)
- [Maintenance of Aircraft Is Eligible for Florida Sales Tax Exemption in 2013—Premier Customers Save 6%!!](#)
- [Flying Off The "Fiscal Cliff" Brings Some Good News For New Aircraft Buyers](#)
- [Diamond's DA40 XLS Is Selected As Aero-News.Net's GA "Plane Of The Year"](#)
- [2012 Was A Pretty Good Year Thanks To You!](#)

Deep Discounts Available On Premier's 2012 DA40 XLS Premier Edition Demonstrators

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



With 2013 DA40 XLS Premier Edition demonstrators arriving soon from the Diamond factory, it's time to sell our last two 2012 DA40 demo aircraft. We're motivated! These like-new aircraft have been expertly maintained by our Diamond Factory Authorized Service Center and flown by Premier's professional demo pilots.

Low time and beautifully equipped, these are the two best pre-owned DA40 XLS aircraft on the market. We're offering them at an amazing discount, and both 2012 demonstrators will receive a fresh annual as part of the sale.

Remember, qualified buyers may also be able to take advantage of the 2013 50% Bonus Depreciation. So don't wait...when these two are gone, they're gone! For more information, please call Premier Aircraft Sales at: 800.903.8402 or email: jeff.owen@flypas.com.

Maintenance of Aircraft Is Eligible for Florida Sales Tax Exemption in 2013—Premier Customers Save 6%!!

2013 brings good news for aircraft owners performing aircraft maintenance in Florida. Effective Jan. 1, parts and labor used to repair fixed wing aircraft are exempt from sales tax. This includes replacement of engines, parts and equipment used in the maintenance or repair of aircraft. It's a huge benefit for owners of personally-flown aircraft; before 2013 this exemption was applicable only for fixed wing aircraft over 15,000 lbs., while the new law applies to aircraft that exceed 2,000 in maximum certified takeoff weight.

Premier Aircraft Service maintains and repairs all brands and models of general aviation aircraft, including Beechcraft, Cessna, Cirrus, Diamond, Extra, Mooney, Piper and others. As a Part 145 Repair Station and a Diamond, Mooney, Lycoming and Centurion Factory Authorized Service Center, we serve customers from all over the United States. Enjoy our beaches and balmy winter weather while you have your 100-hour or annual inspection done at Premier — we can return your aircraft to service in as little as three days!

Flying Off The "Fiscal Cliff" Brings Some Good News For New Aircraft Buyers

While endless worries about the impact of the "fiscal cliff" may have given many of us sleepless nights, the final agreement brought some pretty good news for anyone looking to buy a new business aircraft or complete some major upgrades to an existing aircraft in 2013.

According to the experts at Aviation Tax Consultants (www.aviationtaxconsultants.com), the new laws offer a number of benefits for business aircraft owners and operators, including:

50% Bonus Depreciation

The American Taxpayer Relief Act of 2012 signed by President Obama extends 50% bonus depreciation for new business aircraft for 2013. Generally, the aircraft has to be placed in service by Dec. 31, 2013 to qualify for 50% bonus depreciation. Factory demonstrator and new aircraft that have not been previously titled to a retail customer qualify for bonus depreciation.

Section 179 Expensing

A taxpayer can expense up to \$500,000 of a new or used business aircraft, or improvements made to an aircraft. There is an aggregate limit of \$500,000 expensing allowed for each taxpayer and it is limited to taxpayers who purchase less than \$2,500,000 in capital assets. Phase-out of Section 179 Expensing begins when capital assets purchased exceed \$2,000,000. A taxable income requirement has to be met in order to utilize this expensing provision.

"Both of these tax relief programs are welcome news to business aircraft owners and operators," stated Fred Ahles, President, Premier Aircraft Sales, Inc. "Business aircraft are critical to the success of a number of small to mid-sized companies with frequent travel needs. These additional tax incentives make it easier for more companies and individuals to benefit from the capabilities that only private business aircraft can deliver."

Diamond's DA40 XLS Is Selected As Aero-News.Net's GA "Plane Of The Year"

2013 is getting off to a literal 'flying start' for the outstanding Diamond DA40 XLS. The already-popular airplane was selected by the editors at Aero-News.Net as their "Best of the Breed for 2012: GA 'Plane of the Year.'"

In announcing the award, ANN's Editor-In-Chief Jim Campbell called the DA40 XLS, "an outstanding GA airplane with one of the most impressive safety records in recent times."

To read the entire ANN write-up, visit their website at:



<http://www.aero-news.net/index.cfm?do=main.textpost&id=b68a4f81-9a10-4e19-9528-692cfad86c60>

2012 Was A Pretty Good Year Thanks To You!

Fred Ahles, President, Premier Aircraft Sales, Inc.



All of us at Premier Aircraft Sales and Premier Aircraft Service would like to wish you and yours the happiest, healthiest and most prosperous year ever in 2013!

Looking back at 2012, it was a pretty turbulent year in our industry. Between rising fuel prices, the election, the Mayan Calendar scare, and the so-called "fiscal cliff," the year was like flying through a very long storm. Spots of sunshine here and there, but the ride got pretty bumpy at times. But, I'm entering 2013 optimistic about the future of aviation. There are some positive signs with the stock market, improved housing sales, rising home values, declining unemployment and new tax incentives.

Cost-conscious aircraft owners are repairing, refurbishing and upgrading their aircraft in record numbers. Popular now are upgrades like CabinCool air conditioning, PowerPlus backup alternators and Boom Beam lighting for the Diamond DA40 XLS. For the DA42, engine upgrades are a performance improvement option. For Mooney, Monroy long range fuel tanks and Mooney air conditioning are two aftermarket products to improve comfort and performance. For 2013, new tax incentives in Florida allow us to forego sales tax on aircraft service.

Currently, the turboprop and turbocharged markets are in a healthy expansion with about 10% growth expected this year. It's a great time to buy or sell Piper Mirages, Meridians, TBM's, Pilatus PC-12's and Mooney Acclaims. Frankly, I wish we could find more low-time examples of these aircraft to sell. If you're thinking of selling, please give us a call.

The international market also continued its positive trend. We sold a number of Diamond DA40's, Mooney Acclaims and Piper Mirages and Meridians in Mexico, South America, Europe, Africa and even as far away as Australia.

Our maintenance arm, Premier Aircraft Service, continues to grow. As a Part 145 Repair Station and a Diamond, Mooney, Lycoming and Centurion Factory Authorized Service Center, we maintain Beechcraft, Cessna, Diamond, Piper and Mooney aircraft from all over the United States and the Caribbean. Also, recent tax rules make now a great time to complete any major engine, avionics, interior or paint upgrades to your existing aircraft.

I would like to thank each and every one of our customers for your business and continued support, and I look forward to hearing about your flying adventures in 2013. Drop me a note!

PIREPS © 2013 is a publication of Premier Aircraft Sales, Inc. All rights reserved.

No part of this publication may be reproduced in whole or in part without the prior written consent of Premier Aircraft Sales, Inc.

Last Updated on Tuesday, 29 January 2013 14:12

• [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,...

[Read More...](#)

Recent PIREPS

- [PIREPS January 2017](#)
- [PIREPS September 2016](#)
- [PIREPS August 2016](#)
- [PIREPS June 2016](#)
- [PIREPS March 2016](#)
- [PIREPS December 2015](#)
- [PIREPS October 2015](#)
- [PIREPS August 2015](#)
- [PIREPS June 2015](#)
- [PIREPS April 2015](#)
- [PIREPS February 2015](#)
- [PIREPS December 2014](#)
- [PIREPS November 2014](#)
- [PIREPS May 2014](#)
- [PIREPS March 2014](#)
- [PIREPS February 2014](#)
- [PIREPS September 2013](#)
- [PIREPS July 2013](#)
- [PIREPS May 2013](#)
- [PIREPS March 2013](#)
- [PIREPS February 2013](#)
- [PIREPS January 2013](#)
- [PIREPS December 2012](#)
- [PIREPS October 2012](#)
- [PIREPS September 2012](#)

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 a 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.

PIREPS Archive

[PIREPS May 2012.pdf](#)
[PIREPS April 2012.pdf](#)
[PIREPS March 2012.pdf](#)
[PIREPS December 2011.pdf](#)
[PIREPS November 2011.pdf](#)
[PIREPS September 2011.pdf](#)
[PIREPS July 2011.pdf](#)
[PIREPS Winter 2010.pdf](#)
[PIREPS Fall 2010.pdf](#)
[PIREPS Summer 2010.pdf](#)
[PIREPS Spring 2010.pdf](#)

[PIREPS January 2009.pdf](#)
[PIREPS February 2009.pdf](#)
[PIREPS March 2009.pdf](#)
[PIREPS April 2009.pdf](#)
[PIREPS May 2009.pdf](#)
[PIREPS June 2009.pdf](#)

[BUY A PLANE](#) | [SELL A PLANE](#) | [MAINTENANCE](#) | [CONTACT US](#)

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

© Copyright 2004 - 2017 PREMIER AIRCRAFT SALES, INC. Legal Disclaimer