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## PIREPS January 2017



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 [flypas.com](http://flypas.com). *For best mobile experience, view this newsletter in Desktop mode.*

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### Outlook Is Upbeat For 2017

By Fred Ahles, President



Many customers, friends and family have asked me what 2017 will bring. After years of volatility in the market place, my answer is always the same: I don't have a crystal ball. I do, however, see some major changes in general aviation products that I think will energize the general aviation industry in 2017, so I'm starting the year with an upbeat attitude. Let me tell you why.

First, innovation: 2016 was a very good year for this. Diamond began deliveries of the new DA62, widely considered the most technologically-advanced, innovative and economical twin in its class. Mooney announced the Acclaim Ultra, featuring a pilot-side door, larger windows, a composite cockpit skin, ergonomically-designed luxury interior and upgraded avionics. Piper began deliveries of the new M600, the most advanced and sophisticated member of Piper's M-Series family, and Cirrus's Vision Jet attained FAA certification. I expect these innovations to create consumer optimism in the GA market in 2017.

Second, availability: The used aircraft sales market remains strong for high quality inventory. But the supply of high quality planes is getting scarcer as the fleet ages. As an example, there were recently 50 used Meridians on the market. As many as 10 had damage history and had been for sale for some time. 10 more had original, obsolete avionics. Of those that remain very few are maintained to factory recommended standards. Savvy buyers go for well maintained planes with great history. The market for good used Ovations and Acclaims is brisk as the supply has dwindled. We had a great year with used Mooneys and with the new Ultra coming soo

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we expect another great year. With the stock market reaching all-time highs, we expect lots of planes to trade hands in the first quarter of 2017.

Each year, I become ever more thankful for all the customers and friends that make up the Premier family, and wish you one thing above all else: safe flying. Best wishes for a happy holiday season and I hope 2017 is your most successful year ever!

## Buying An Aircraft: The Essential Questions To Answer

By Cathy Ahles, Senior Vice President for Marketing



The majority of Premier's customers are pretty sophisticated consumers with lots of experience purchasing high-ticket items like primary and secondary homes, nice cars, boats and aircraft. In fact, some 80% of respondents to our most recent Active Pilot Survey reported that they have owned an aircraft, either individually or with partners. But whether you have owned one in the past or are among the 20% making your first purchase, there are a variety of questions to consider beyond the most obvious of cost. In fact, because used aircraft can be obtained within a huge range of price points, I suggest you look at cost last, after you analyze the factors that determine the best plane for you. I've developed a checklist of questions to pursue while doing your own research and when talking to an aircraft sales representative.

### How far and how fast? Performance considerations

- **Where do I fly and where do I land?** If your typical mission takes you to urban areas, chances are you will encounter plenty of runway, so takeoff and landing performance is not your primary concern. If you typically fly into a rural or resort community, however, you may routinely take off and land at a 3-4,000 foot strip, so these performance characteristics may become a deal-breaker and one of the first things you look at.
- **What's my typical distance?** Obviously, fuel capacity is not an issue if your typical mission is a few hundred miles. For longer distances, however, you've got to decide if a planned fuel stop is acceptable, or whether range must rise to the top of your list. Do your fuel calculations conservatively, assuming a higher fuel burn (say, 75% power) and a 30-knot headwind; also factor in a go-around or missed approach at the destination. Plan for 45 minutes or an hour of reserve, not 30 minutes. The worst feeling in the world is arriving at destination with the gauges edging into the red and a big thunderstorm cell sitting right over the field.

### How many and how much? Size, seat and baggage configurations

- **How many passengers do I take?** Sure, you may dream of taking the grandkids to the Bahamas, but if the vast majority of your trips entail two people (which is typical of our customers) buying an aircraft with six seats will give you lots of unused capacity. Decide if you can financially justify it.
- **How much baggage do I carry (and what is its size)?** If you are a golfer or a skier, this is an important consideration. Don't just eyeball the baggage compartment, but measure the length, width, height and shape of all of the sports equipment you'll take, and make sure all of it will fit.

### How comfy? Cabin amenities

- **How tall and wide are your passengers?** Aircraft are deceptive, and sometimes a sleeker-looking plane, like a Mooney, is actually wider or taller than one of its competitors. Get the actual numbers, then sit in both the front and back seats.
- **How warm (or cool) is the aft cabin?** Most planes have good pilot & co-pilot comfort controls, but the back of the plane...not so much. When you do a demo in airplane, have the pilot climb to altitude with you sitting in the rear seat – or put a passenger back there to report out. If you typically fly at higher altitudes

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warmth becomes an issue. If your typical mission is to Phoenix in July, cooling is critical.

- **How easy is ingress and egress?** Do any of your passengers have physical limitations that will prevent them easy access? I hadn't thought much about the importance of this until the day I promised my elderly dad a ride and he could no longer step up onto the wing of my Mooney.
- **What are the convenience features?** Items like lighting, cup holders, tablet holders, degree of seat recline and legroom all enter into pilot and passenger comfort. These may not figure much into a decision when the typical mission is an hour or two, but if the plane is often used for long hauls, they become important.
- **Entertainment:** is XM radio or other entertainment features important to keeping the passengers happy?

### How safe? The elephant in the room

- **What safety features does the plane have?** Read the manufacturers website and ask your sales rep to detail them. Things like a welded-steel cockpit cage, type of composite material used, seat construction and they way they are affixed to the airframe, flexible fuel lines and type of fuel cells all enter into the equation.
- **How well-matched are your pilot skills to the demands of the aircraft?** If you are a lower-time pilot, docile handling characteristics are important. If you are stepping up into a high-performance aircraft, training is a must and should be factored into your purchase decision.
- **Accident/incident statistics:** These are readily available from the NTSB. Look at both the incident and accident stats on the planes you are comparing, and whether there are any patterns to the types of accidents most frequent with that model. Aviation has become much more conscious of building crash survivability into aircraft, but some manufacturers are further ahead than other.

### Maintenance: Where will you service it?

- **Qualified maintenance facilities:** Are there a Factory Authorized Service Center and a FAA Part 145 Repair Station convenient to your location? Both are important if you want top quality maintenance and repairs when needed.
- **After-hours repairs:** Is your maintenance facility willing to dispatch a maintenance technician, or find you maintenance support, if you are grounded somewhere?

### Cost factors

- **Total cost of ownership:** Just as important as initial purchase price is the total cost of ownership, which is driven by insurance, hangar, fuel economy, and maintenance. A tip: if you are in a T-hangar, measure the width of the doors to make sure your new plane fits in. More than one of our customers has realized well into the purchase process that the new plane required a wider T-hangar.

Use this checklist to help filter the planes you are initially considering, and make sure to ask your sales representative if there are other planes that meet your needs besides the one you are considering now. It's one of the biggest purchases you will make, and answering all of these questions will make sure you are not disappointed in your decision.

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## The Proficient Pilot: GPS Navigation

By Corbin Hallaran, Director of Safety

Pilots flying GPS navigators for primary navigation should be at least as proficient as they are when using their smart phones. Sadly, many are not. Pilots don't spend enough time learning their GPS navigators, meaning they do not use it efficiently and to its fullest potential. They only use what they were taught in the initial orientation, and the "easy steps." What about all those additional features and presentations pilots that are helpful for in-flight decisions? Here I'll highlight some of the areas of GPS operation pilots often need help mastering, and I'll share some

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learning resources available to the general aviation pilot. The information is for both VFR and IFR pilots to practice until proficiency is reached.

Step one is understanding the GPS navigator's presentation of multiple displays. Most GPS manufactures organize them in chapters and pages that use a knob and button function to maneuver from chapter to page including the options hidden behind the menu button.

New generation GPS navigators use a touch screen app-like presentation to organize chapters and pages. We can't expect pilots to remember all the features; that's why there is a quick reference guide for those operations that are used most often for flight. Do you have a quick reference guide for your GPS navigator?

Touch screen technology in the cockpit makes it quicker access to the same information as before, but with more safety-enhanced presentations and short cuts to information. Garmin's GTN series and Avidyne IFD series have this technology. You can explore the best fit for your airplane by using their online simulators. More on learning resources at the end of the article.

Here are some of the overlooked features and pitfalls in using a GPS.

**Number 1**

The DIRECT button (the one with the D and the arrow) is a pilot's favorite button. Why? It's simple: press the direct button, load the fix, press direct again and it displays the course direction. What if you need need to navigate around airspace or fly an IFR airway and are not familiar with entering and deleting multiple waypoints (WPT)? You are probably not comfortable using the flight plan chapter (FPL). Practice is needed.



**Number 2**

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The flight plan chapter (FPL) is a very helpful page and each pilot operating a GPS should become familiar with it. The page labeled FPL 0 (zero) is the active page where the pilot can load all the waypoints for the intended flight path to their destination. This information is sent to the navigation display instrument in the panel to display course line and couple up with the auto pilot commands in NAV mode. A common misstep is that pilots use the direct button and enter the destination waypoint. This is not the correct data entry for the navigator when loading a cross-country.

If you do not use the FPL 0 page to enter the flight plan waypoints, you are missing out on additional features the FPL 0 active page will send to the additional features in other chapters. The correct way to enter the flight plan is the departing airport and all the waypoints in between and concluding with the destination airport. DO NOT start up the navigator and press direct and enter your destination.

### Number 3

**Store (COPY)** the route into the catalog page for future use or an inverted course for the return trip. Saves time on the next start up.



### Number 4

The navigator **CDI** button (Course Deviation Indicator). This button is used for switching GPS and Vloc signal to the navigation display in front of the pilot. I often see this button ignored in a scan prior to departure and skipped over during the approach phase of flight while the pilot is multi-tasking. Make sure it's on your checklist and always **VERIFY** what CDI mode is selected on your navigator. Many of these navigators will have automatic switching from GPS to Vloc when a localizer approach is selected. It switches the CDI over from GPS to Vloc inbound to the FAF and the correct ILS frequency is in the active position. It's a gotcha if you're executing ground based antenna approaches.



## Number 5: AUX Chapter

The least used features are the trip and fuel planning pages where pilots can enter data for the current flight to find TAS, wind, estimated fuel burn. It uses the current atmospheric data and course data for TAS and wind direction. The pilot will be able to manipulate the other required data to estimate fuel at destination. For example, on a four-hour flight the headwinds pick up and the groundspeed slows adding additional time and fuel burn to the trip. The pilot can use the fuel planning page to see what type of reserve and burn will likely be with the estimated headwinds and reduce the cruise power for better fuel economy. Use the scheduler to set up fuel tank change reminder.

## Number 6: Loading approaches into GPS navigators

Common missteps I see include:

1. Loading the approach as a vector to final (VTF) instead of using the initial approach fix (IAF). Why? ATC may issue a radar vector clearance to fly a heading and then issue a clearance to fly direct to the IAF which is not part of the Vectors To final (VTF) choice. The vectors to final will eliminate all waypoints preceding the final approach fix (FAF).
2. The correct way to load the approach is loading the IAF first. If ATC issues a clearance to proceed to that IAF fix on the approach it's already loaded. Had the pilot loaded the VTF instead of choosing the IAF then additional data entry work is required to reload the approach so the IAF is present in the FPL and the potential for data input error exists.

I teach my students the following:

1. Load the approaches from the IAF
2. Verify CDI display GPS or VLOC
3. Verify all waypoints on the approach plate are the same as the GPS navigator display
4. When ATC issues the approach clearance- it could be to the IAF or vector to the FAF. If it's a heading to intercept the final approach course; then execute the vectors to final choice by pressing the PROC button. This can be done even after selecting the full approach from the IAF.
5. Monitor the lateral and vertical guidance
6. Do you know what to do if there is a GPS integrity message before the FAF or after the FAF?

## Conclusion

Technology is constantly changing to provide more information at a higher speed. Spend quality time learning the GPS navigator roadways to information with features you may not have known are available to make your flight more efficient. Software updates are important to keep the navigators up to date. Write down the page: you don't understand and locate the resources to develop a lesson plan on how retrieve this information to assist you on the next flight. There is a list of resources I use below.

## GPS learning Resources

1. YouTube
  2. GPS Manufacture Training- many have online seminars and training material
  3. AOPA-Interactive Training & Safety Videos
  4. Jeppesen, Sporty, King Schools
  5. [www.pilotworkshops.com](http://www.pilotworkshops.com)
  6. For those GNS 430/530 users check [www.voiceflight.com](http://www.voiceflight.com) No more turning the knobs to enter flight plans.
  7. [www.FAA.gov](http://www.FAA.gov)
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## New Safety Handbook Now Available!

One of the most popular features of Pireps is The Proficient Pilot, a regular column written by Premier's Corbin Hallaran. Among many hats, Corbin is Premier's chief safety officer and has created a huge body of knowledge to help pilots improve their pilot skills. [Click here to download our 55-page Proficient Pilot handbook.](#)

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## ADS-B Out: Why Not Install It During Your Next Annual?



The Federal Aviation Administration recently announced a rebate program to encourage general aviation aircraft owners to install ADS-B Out avionics in their aircraft this year. The first 20,000 owners who apply are eligible for an FAA rebate of \$500. The program is in effect for one year, or until the 20,000 rebates are paid. Contact your FAA Part 145 Repair Station (Premier is one; most shops are not) to schedule an appointment. Response has been strong. With a waiting list of about two months, we are now booking appointments for late February-December of 2017. You can provide us with the information we need to prepare an estimate by clicking on <https://www.surveymonkey.com/r/ADSB-Pireps> and we will be in contact with you. You can also contact Ray Bysiewicz, Director of Maintenance at Premier Aircraft Service, at (954) 954-334-2393 or [ray.bysiewicz@flypas.com](mailto:ray.bysiewicz@flypas.com).

Ray Bysiewicz  
Director of Maintenance

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## A Return To Flying: My Personal Story

By Barry Rutheiser, Regional Sales Manager

(Editor's note: Barry gave up flying at 65 "because he thought he should," but got back into it at 70 because it's a passion that never leaves. Here's his story.)



Ever since my mother read me the Golden Book about airplanes in the early 1950's, I've been enthralled with airplanes and flying. Each month I'd buy the latest edition of Flying and read it cover to cover; my favorite piece was "Weekend Pilot" and I hoped and prayed that someday I would be one. So, at the age of ten, I road my bike to a small grass strip in Monticello, New York where they had rides in a J3 Cub for only \$2! "Did I have my parents' permission?" they asked. "Of course I did (not)!" Wow, did I get in trouble when I returned home.

My interest in aviation grew stronger through my teens and college years, and I never gave up the dream. I soloed in 1966 at Brainard Field in Hartford, Connecticut before marriage and a family took precedence over flying. Finally in 1980 I found myself in the position to purchase a Grumman Traveler and finished my private in my very own airplane. I went on to get my instrument rating and flying became my passion...it defined me.

The following two decades I traveled extensively throughout the US, Canada and the Bahamas, often with my children along. While neither of my daughters caught the flying bug, they let me take their kids; it was great that my daughters had enough confidence in me to allow their children to go flying with Grandpa. I have owned fifteen airplanes in all, and as the saying goes, my favorite airplane was the one I owned at that time.

But at 65 years of age, I figured it was time to "hang it up." I sold my Mooney and I was done flying – or so I thought. The years went by but the call of aviation was strong so I was lucky to find a position at Premier Aircraft Sales. One day (after six years without flying) I needed to start a Cessna 210 and taxi it over to service. Listening to the roar of the engine and smelling the unmistakable smell of AvGas I had an "ah ha!" moment. As the wonderful memories came flooding back, I had my epiphany. Maybe I should fly again?





Over the months that followed, I would watch pilots quite a bit older than me come by the office to buy an airplane. We have one customer who is over 85 years old! Realizing that "70 is the new 50", as the saying goes, I decided to get back into it. I'm glad I did!

But what to fly? I always owned my own aircraft – spoiled, I was – and I didn't want to rent now, so I began looking around. I wanted something simple and relatively inexpensive. A broker friend of mine told me of a nice Cessna 150 for sale within about 200 miles of Ft. Lauderdale. My friend knows airplanes so I trusted his judgment...it was a little beauty at a good price. I contracted a local shop to perform a pre-purchase inspection, which cost me \$1000 and some piece of mind. Now this is a 52 year old airplane so no inspection will turn up everything, but luckily I had only a handful of issues which needed attention during the following months.

Now I needed to brush the rust off both her and me, so I had her aircraft aluminum buffed to a high shine and polished up my skills with an excellent instructor. While I did have 3500 hours, it was not like getting back on a bicycle but the skills came back fairly quickly. I purchased the 150 in April of 2016 and now December 2016 I have put on well over 60 hours.

So now, instead of spending weekends on less awe-inspiring pursuits, I fly low and slow over beaches, ocean and Everglades, looking at the gorgeous South Florida scenery and watching the sun sink low into the west, painting the sky pink, orange and blue, wondering how I ever lived without it. It is great to be back! If you are reading this and have quit flying "because you probably should," think it over. It's never too late!

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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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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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