

PIREPS July 2013



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

In this issue:

- [Sales Manager Craig Smith Brings Piston and Turbine Expertise to Texas, the Western US And Abroad](#)
- [First Production Diamond DA42-VI Arrives In America!](#)
- [Diamond's DA40 – The Best Just Keeps Getting Better](#)
- [Everything Old Is New Again: Premier Aircraft Service Announces Update Programs For Diamond DA40's And DA42's](#)
- [The Proficient Pilot: Know Before You Go Vacation Flying To Unfamiliar Airports](#)
- [Higher, Farther Or Faster – When It's Time For You To Make Your Move Up, Trust Premier Aircraft Sales To Help You Find The Perfect Next Airplane](#)
- [Diamond Aircraft Makes Headlines At The 50th International Paris Air Show](#)

Sales Manager Craig Smith Brings Piston and Turbine Expertise to Texas, the Western US And Abroad



Craig Smith, who was based at Premier Aircraft Sales' Addison, Texas office until moving out of state in 2008, recently re-joined Premier to provide brokerage services and represent our extensive inventory of piston and turboprop aircraft in Texas, the Western US, and abroad. Working from his new base in Waco, Texas, Smith will sell and broker all major brands of piston and turboprop singles and twins. Smith brings extensive expertise in Cessna Caravans, which earned him the distinction of top Caravan salesman worldwide while he was at AMR Combs Corp. earlier in his career.

A pilot for over 36 years, Smith has over 4,000 hours PIC and holds instrument, multi-engine and seaplane ratings. He's a Lance Corporal (ret.) in the US Marine Corps and holds a Bachelor of Business Administration degree in marketing from the University of Texas at Austin. He can be reached at (214) 364-7201 or craig.smith@flypas.com

First Production Diamond DA42-VI Arrives In America!

The new DA42-VI's owner, Dave Passmore and Diamond ferry pilot, Friedrich Lehrer completes 4,000 nm delivery flight from Austria to Canada.



When it came time for proud new Diamond DA42-VI (“dash-6”) owners, Sue and Dave Passmore to take delivery of their much-anticipated new airplane, they really wanted to make it an event to remember – and that’s just what they got!

John Armstrong, president of Dominion Aircraft Sales, a Diamond Regional Distribution Center, arranged a special “European Delivery Experience” for the Passmores. The special trip included a visit to the Diamond factory in Wiener Neustadt, Austria this past May to not only take delivery of their new DA42-VI, but to accompany Diamond’s Senior Ferry Pilot Friedrich “Cowboy” Leher on the 4,000 nm trip across the Atlantic to the Diamond factory in London Ontario, Canada.

“Diamond created the new high-performance turbo-diesel DA42-VI for pilots who want to go anywhere in the world in style, without compromising comfort, speed, fuel-economy and safety,” Armstrong stated. “Dave’s flight home is proof that they’ve succeeded in delivering as promised.”



Passmore said that the trans-Atlantic flight in the fuel-efficient, 190-plus knot DA42-VI actually required three days with stops in Wick, Scotland; Reykjavik, Iceland; Narsarsuaq, Greenland; Goose Bay, Labrador; and Quebec City, Canada before reaching the destination at the Diamond factory in London, Ontario, Canada.

You can see a short video of the ocean hopping duo’s departure from Neustadt at: <https://www.youtube.com/watch?v=9X5O7kCFvbE&>

“The first leg of the trip proved to be the longest – 979 nautical miles and six hours, 23 minutes,” Passmore said. “We had a backup plan in case the winds didn’t cooperate, but fortunately they were very light.”

He explained that while the DA42-IV’s Austro turbo-diesel engines are super fuel-efficient, to fully maximize the range without sacrificing too much speed, the pair used 60% power and altitudes ranging from 12,000 to over 14,000 feet. “I looked forward to trying out the Oxysaver cannulas that Diamond includes as part of the built-in oxygen system. They were very comfortable and easy to use.” (Safety reminder: a pilot must wear oxygen continuously above 14,000 ft. At altitudes from 12,500 to 14,000 ft., pilots have thirty minutes without oxygen; then it’s required.

Passmore also said that at their cruising altitudes, a cloud layer kept much of the European coast and North Atlantic from sight. “In one way this was good, since I’ve never flown longer distances over water in a small piston aircraft before. So the beginning of our crossing over the North Sea was effectively invisible. Since the engines couldn’t see the water either, they didn’t activate their over-water ‘auto-rough’ feature,” he said with a smile.

While all good things must come to an end as their ferry flight did when Dave and "Cowboy" landed in London, Ontario, Dave and Sue Passmore's adventures with their new DA42-VI are just beginning.

As a pilot herself, Ms. Passmore said that thanks to the DA42-VI's range and 190-plus knot airspeed, she and her husband are looking forward to even longer flights and more adventures than those they enjoyed in their Diamond DA40 XLS.

"We are looking forward to flying across the country to visit our children in California more often," she said. "The turbo-diesel and flight into known icing (FIKI) capabilities will allow us to fly high over the mountains. We also have other trips planned from the Bahamas to Maine. And the best part is, the (twin-engine) DA42-VI, provides the same level of economy that we've become addicted to in our (single-engine) DA40."

(Update: After undergoing a post-ferry flight inspection and receiving some North American upgrades including AmSafe airbag restraints and Garmin GDL69A XM satellite weather receiver, the Passmore's new DA42-VI was delivered to their home airport in Virginia in late May – Ed).

Diamond's DA40 – The Best Just Keeps Getting Better



It's almost hard to believe that when the first Diamond DA40 rolled out of the company's London Ontario, Canada-based production center in 2002, that the model would literally lead the way for so many advances in four-place GA aircraft capabilities and safety.

"It was a really very exciting time for all of us. With its all-composite structure, the DA40 represented a totally new way of designing and manufacturing airplanes," explained Jeff Owen, V.P. Piston Aircraft Sales, Premier Aircraft Sales, who at the time of the DA40's introduction was Diamond's VP of sales. "It had long wings, a bubble canopy and a stick – it was totally different than anything on the market and, as it turned out, it would become one of the most popular four-place aircraft sold over the past decade."

Since then DA40 has not only grown in sales numbers – about 1,450 aircraft to date around the world – it has also matured as Diamond has continually worked to improve every facet of the aircraft's performance, value and safety. Diamond has never been a company to rest on its successes.

"Not many people remember this, but the DA40 has actually been the platform that has introduced many of the most advanced systems that are so popular today. For example, just two years after it entered production, the DA40 XL was the very first aircraft to be certified and delivered with the Garmin G1000 integrated glass cockpit," Owen said. "That same year, it also introduced Garmin's GDL satellite weather datalink capabilities for general aviation."

That was just the beginning. Diamond's engineering team has invested tens of thousands of man-hours evaluating and fine-tuning every aspect of this venerable aircraft. That work has led to an ongoing improvement path for the DA40.

In 2007 the DA40 XL introduced:

- Garmin's GFC700 Digital Flight Control System
- Avidyne TAS Active Traffic
- Garmin TAWS-B Terrain Warning
- Standard seatbelt airbags
- High-intensity landing and taxi lights
- Electronic carbon monoxide detector

In 2008, Diamond introduced the DA40 XLS with:

- First availability of Garmin Synthetic Vision Technology
- Garmin WAAS-enabled G1000 cockpit with FliteCharts and SafeTaxi
- Full-page engine instruments on the MFD
- Updated GFC700 with Flight Director

In 2010, Premier Aircraft Sales introduced its "Premier Edition" DA40 XLS with:

- CabinCool air conditioning
- PowerPlus standby alternator
- Hartzell "ACS" composite propeller
- LoPresti BoomBeam Power Pulse landing and taxi light flasher

In 2013, Diamond introduced the DA40 XLT with:

- Redesigned, wider, more comfortable front seats
- Upgraded trim package available in Carbon Weave or Walnut Burl
- Redesigned rear foot wells for added rear seat comfort and legroom
- Optional Rosen sun visor system to reduce heat and glare

"It's been an ongoing product improvement program and very step of the way Diamond has strived to make the DA40 the four-place class leader in every measurable way," Owen said. "That's why they have always been so very popular with their owners. If you want an airplane that's safe, technically advanced, economical, and, most importantly, fun to fly, you can't beat a Diamond DA40!"

Everything Old Is New Again: Premier Aircraft Service Announces Update Programs For Diamond DA40's And DA42's



It's a bit of a cliché but it's true: Diamond (aircraft) are proving to be a pilot's best friend. For so many owners, once they've owned their first one, they really don't want to give it up. That's why Premier Aircraft Service is expanding its DA40 and DA42 upgrade and refurbishing services.

"We have the capabilities and experience to do anything from simply changing an aircraft's vinyl graphics package to major work like engine and propeller overhauls," explained Art Spengler, Vice President of Operations, Premier Aircraft Sales, Inc. "So many owners of current DA40's and DA42's want to take advantage of adding some of the recent advancements to their aircraft and we're always adding new services to meet their needs."

Spengler said that among the most popular upgrades are AmSafe inflatable passenger restraint systems, interior upgrades, PowerFlow exhaust systems, CabinCool™ air conditioning, and propeller upgrades. "With a little investment, we can do a lot to improve the performance, comfort and capabilities of an earlier-generation Diamond," he said. "After you compound and buff the finish and add new graphics, it's almost like flying away in a brand-new new airplane."

Of course there are those owners who are ready to move up to a newer version of these popular aircraft, Premier offers an array of attractive trade-in/trade-up programs on both pre-owned and brand new Diamond DA40's and DA42.

"All of the Diamond's hold their value very, very well," stated Premier's V.P Piston Aircraft Sales, Jeff Owen. "Owners are often pleasantly surprised at how much resale value they have in their airplane. Often times, they contact us about doing upgrades to their airplane and end up flying home in a newer aircraft."

The Proficient Pilot: Know Before You Go Vacation Flying To Unfamiliar Airports

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



Summertime is a busy time for vacations with friends and family. And, as an aircraft owner, what better way to explore a new destination than by flying there yourself? After all, when you're a pilot, getting there is truly half the fun.

As with any flight, good planning and preparation is the key to a successful, safe and enjoyable trip especially when your destination includes operations at an unfamiliar airport.

The journey starts with good planning and that includes some advanced knowledge about the airport and its local environment. How do you get it? It's easier today than ever. Of course you can start with the InterWeb or a copy of the airport facility directory. Note the obstacles and wildlife notes. It's also a good idea to call the airport manager or FBO to get real time local knowledge. Don't forget to check NOTAMS and TFR's, especially immediately prior to departure. Things change fast.

What if the primary destination is weathered in: what's your alternate? Don't wait until you're in the air to figure that out. That adds stress. Have a contingency plan established well before you leave. And, of course, arriving at an unfamiliar airport at night is never a good idea. If you can't get there before sunset, wait until tomorrow.

Now what about the airplane? Check the weight and balance. Density altitude performance is very important in the summer. If you haven't flown in a few weeks or longer, perform a local flight a few days before the trip to reinforce your confidence and review procedures before operating with passengers. Also, you should do an extra through pre-flight and do some luggage loading the day before you load up your family to leave. This is no time for distractions.

Does the airport have shorter runways than you normally use? If so, get with your instructor and sharpen up on your short field takeoffs and landings. Remember approaching runways that are shorter and narrower than what you are used to can be deceptive if you're not ready for it.

Now address the biggest variable on any trip – passengers. One thing you won't want to deal with the passenger pressure, so have a contingency plan for NO GO decisions well in advance. Your family and friends are counting on the PIC's good decision-making skills to get them there safely. Don't suddenly come down with a case of "gotta-get-there-itis."

I generally tell all my students that passengers are the biggest distraction in the aircraft and there is no checklist to keep them calm except your professionalism. If there is an emergency that is going to require the passengers' engagement in your egress plan, I hope it was briefed prior to the departure. Their survival depends on the information and instructions you provide before you leave the ground.

Now back to your arrival. The closer you get to your destination, the higher the anticipation level gets. And that often leads to a barrage of questions – right when you don't need the distractions. Take a tip from the pros and practice the "sterile cockpit" rule. Make it clear that unless they see parts falling off of the airplane, there is no talking to the pilot until you shut down at the FBO.

So here you are, safe and sound and ready for a fun vacation. What your passengers don't know is all the preparation and planning that went into the new destination arrival and that's okay.

Traveling for vacation or business to a new destination airport can be challenging and meeting that challenge is one of the great parts of flying. Remember nothing is routine, but everything is an opportunity to excel.

Higher, Farther Or Faster – When It's Time For You To Make Your Move Up, Trust Premier Aircraft Sales To Help You Find The Perfect Next Airplane

As much as you love your current airplane, there's a part of you that's already dreaming of what you're going to fly next. Honestly, that's half the fun of being a pilot.

"We get pilots in here all the time who bring their current airplane to our Service Center, and while they are here, they come walking over to our sales hangar to see what we have," explained Premier President and Founder, Fred Ahles. "Sure they're all very happy with the airplane they're flying, but it never hurts to look..."

Whether it's their first airplane or their 10th, Premier team has built a business on helping its customers find the exact right fit for their flying needs.

"We usually have a great selection of late-model Mooneys, Diamonds and Piper M-Class aircraft, along with used Beech, Cessna and Cirrus airplanes, here in our hangar," Ahles said. "But, before we get into actually demoing any airplane, I want to sit down with the pilot and learn exactly what their mission is. Our worldwide network of inventory resources means we will likely find the exact make, model and equipment a customer is looking for."

But finding the right airplane is just part of the success story. Premier also make sure that you know as much about owning and operating that aircraft as you can, before you sign the contract.

"If our guys don't have first-hand experience with what to look for when buying a particular make and model, they know someone who does," Ahles stated. "The bottom line our goal is not to sell you one airplane but to build a relationship to when it comes time to buy the second and third, your first call is to Premier Aircraft Sales."

Diamond Aircraft Makes Headlines At The 50th International Paris Air Show



Diamond Aircraft Industries CEO and owner Christian Dries had his company at the center of a number of headline items during the 50th International Paris Air Show. While much of the news was global in scope the one announcement that hits closest to home was made by John Johnson, President of Embry-Riddle Aeronautical University located in Daytona Beach, FL.

Photo courtesy of EADS

Mr. Johnson announced that ERAU and Diamond Aircraft Industries have entered into an agreement to expand the aircraft manufacturer's international research and development program into a new facility to be constructed at ERAU's 90-acre Aerospace Research and Technology Park.

While plans are still to be finalized, according to Richard Anderson, Director of ERAU's Eagle Flight Research Center, Diamond Aircraft has committed to bring an airplane to the campus in October that will be used specifically for the university's expanding research and development projects.

The university currently operates 10 twin-engine Diamond DA42L aircraft for advanced flight training at its Daytona Beach and Prescott, AZ campuses.

Diamond, EADS and Siemens sign MOU for electric propulsion system

In other Paris news, Diamond Aircraft, EADS and Siemens unveiled the new, second-generation, two-place, E-Fan electric airplane. Featuring a unique, shrouded propeller design, the E-Fan is the result of an extensive development process by the three companies.

According to reports the E-Fan employs multi-cell lithium ion batter packs housed in the wing roots that, Esteyne estimates the power pack is easily capable of driving 20 kilowatt motors for one hour's flying at 110 mph cruise. The plane is still in development and has not yet flown, but the developers have big plans.

"Today, aviation goes electric as we embark on the journey towards future electric propulsion. Electric aircraft are a key element in our research for the future of aviation," EADS CEO Tom Enders said. "Only over the decades to come will we learn where the journey will take us and what shape and form electric propulsion will take."

Diamond teams with Russian partner to announce a new light passenger/utility aircraft

Diamond also took time at Paris to announce that the company is partnering with Russia's Rostec to develop a low-cost, 19-passenger, diesel-powered, composite aircraft aimed to operate off of unimproved airstrips. According to the announcement, the aircraft will be designed to replace the aging An-2 biplanes and L-410 turboprops that serve these areas now.

Diamond's CEO and owner, Christian Dries said that the new diesel aircraft are expected to be 2.5 times more efficient than the aircraft current operating in these territories. While the design was not announced, the partners predicted that the first of the unnamed aircraft will be delivered in 2016.

- **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 taxiing. 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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