

## PIREPS March 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: [dale.smith@flypas.com](mailto:dale.smith@flypas.com)

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### Airplanes and Barbeque: What Could Be Better? Be Sure To Visit The Diamond Booth At Sun N Fun This Year

Jeff Owen, Vice President Piston Sales, Premier Aircraft Sales



Sun 'n Fun is just around the corner, and I want to personally invite you to join us at the Diamond Aircraft display during the show, which runs from April 1-6 in Lakeland, Florida. On display will be Diamond's full fleet, including the new DA42 – VI, a DA40 XLT and a DA20 Eclipse.

If you are there on Saturday, April 5 for the nighttime air show, come join us for Premier's second annual barbeque! A big hit last year, we will be serving traditional barbeque fare and cold drinks. The barbeque is in the Diamond booth and begins at 5:30 p.m., followed by the air show. But we need to count heads to accurately order food, so we ask that you RSVP Premier's Sales Coordinator Evan Pionkowski at [evan.pionkowski@flypas.com](mailto:evan.pionkowski@flypas.com).

#### On Display for the First Time in the US: DA42 –VI

The star of the show is the new DA42 –VI, seen on display for the first time in the US. With the 168 HP 2x Austro Engine AE 300 turbocharged 2.0 liter diesel engine, it cruises at 174 TAS (60% power) and 197 TAS (max power, 16,000 ft.). Burning Jet-A means a substantial reduction of cost of operation over aircraft burning regular avgas. This aircraft is widely-regarded as the safest and most technologically-advanced twin on the market today.

#### Check out the Safest 4-seat Aircraft Today: D40 XLT

"The Diamond DA40 platform introduced many of the most advanced systems that are popular today. Just two years after it entered production, the DA40 XL was the very first aircraft to be delivered with the Garmin G1000 integrated glass cockpit," Owen said. "That same year, it also introduced Garmin's GDL69A satellite weather datalink capabilities for general aviation. The DA40 was also the first light aircraft to offer Garmin's Synthetic Vision Technology and updated GFC700 with Flight Director. The bubble canopy and 23-G composite airframe provide an unparalleled measure of safety," he added.

The DA40 XLT, introduced in 2013, features a list of comfort enhancements, including:

- 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.

"If you want an airplane that's safe, comfortable, technically advanced, economical, and, most importantly, fun to fly, the DA40 leads its class," said Owen. For more information on any plane in the Diamond line contact Jeff Owen at [jeff.owen@flypas.com](mailto:jeff.owen@flypas.com).

### Profile: Jon Waddell Is Living Every Pilot's Dream

Premier Edition DA42 proves to be the perfect all-weather airplane for his biweekly commute between Sioux Falls And Chicago



Like most of us, Jon Waddell starts off every Monday with a commute to his office. And like fewer of us his, commute lasts just over two hours. And like none of us his commute starts at Joe Foss Field Airport (KFSD), in Sioux Falls, SD and ends 400 nautical miles later at Chicago Executive Airport (KPWK) outside Chicago, Ill.

As the Managing Director of Trexin Consulting, Waddell needed to serve clients in Minneapolis and Chicago, but he wanted his growing family to be able to enjoy the better quality of life they found in Sioux Falls.

"I started commuting from Sioux Falls to Chicago back in 2006 flying on the airlines. In one particular stretch flying out of O'Hare International I was really late getting back home three or four weeks in a row. If the weather turned bad, I had no flexibility to change my flights," Waddell said. "It was a strain on everyone."

"At the same time a local aircraft rep had its demo airplane sitting in the parking lot of a local car dealer out here," he said. "I started talking to him and right there I decided I was going to learn how to fly and buy my own airplane."

"I started taking lessons in October and on December 21, 2007 I took delivery of my Diamond DA40," Waddell said. "I considered a Cirrus SR20, but after doing more research, I switched to the DA40. It was the right decision."



"I started commuting right away. My flight instructor flew with me to Chicago on Monday and back to Sioux Falls on Thursday afternoon," he said. "In just over five years I put over 1,200 hours on that DA40. It gave me great flexibility. I spend most of my time in Chicago, but if I need to fly up to Minneapolis or somewhere else, there's no need to waste time with the airlines."

Waddell also said flying his own airplane gives him the capability to fly in and out of small airports. "We can spend our summers at our cabin in Okoboji, Iowa and I can still commute to Chicago," he said. "That's not possible on an airline."

### Flying in ice is never nice

While his DA40 was a wonderful airplane, Waddell said he developed the need for flight into known icing conditions. "I fly all the time in winter so ice is always an issue. A couple of unexpected encounters with icing in my DA40 really made up my mind," he said. "That's when I decided I needed a DA42 with flight into known icing (FIKI) capability."

While he knew what he wanted, Waddell said finding the right DA42 was a real challenge. All the pre-owned models he found were too high time, and a brand new model was just way out of his budget range.

"Jeff Owen came up with a great solution," Waddell said. "He knew of a bank-owned 2006 DA42 with FIKI that was in Orlando. The bank was eager to dispose of it so I got it at a great price that allowed me to do a total tip-to-tail, 'Premier Edition' refurbishing program" including two brand new Thielert 2.0L engines.

"They took it to their facility in Fort Lauderdale and basically took it apart. It got a beautiful new interior, new exterior graphics, Micro VG vortex generators – the whole treatment," Waddell said. "I got an airplane that has as nice an interior as a factory-new DA42 at less than half the price of a new airplane. It was a fantastic program. I could not be happier with the airplane or Premier."

### The proof is in the flying.

"I wanted the DA42 for a few reasons – one is the FIKI capability and another is that, with its FADEC (full authority digital engine controls), it's so much simpler to fly than standard twins," Waddell said. "It's also much less expensive to operate compared to other twins. At Chicago Exec, I think it's over eight bucks a gallon for 100 low lead. Jet A is under six dollars a gallon. And with the DA42's fuel burn of 12 GPH (gallons per hour) – it costs less to fly than my DA40 did."



Waddell said that while his wife appreciates the flexibility and lifestyle they can enjoy because of his ability to commute via private airplane, she's even more appreciative of the added safety his twin-engine DA42 delivers.

"Along with the weather avoidance capabilities of the Garmin G1000 and the FIKI, I also have the vortex generators which are really great," he said. "My minimal controllable airspeed is somewhere in the low 50 knot range. When I was doing my air work with my instructor, he was having a hard time finding its stall speed. It's just so stable at low speed now."

Waddell said that in the 250-plus hours he's put on his DA42 in the year he's owned it, the airplane has surpassed his every expectation.

"I can take it from Sioux Falls to Chicago in 2.5 hours. Get a good tail wind and it's just about two hours," he said. "Going back there's usually a head wind so it's around three hours. Either way, it sure beats flying on any airliner."

(NOTE: The day I was writing this story Waddell was on his Monday commute. A quick glance at FlightAware showed him doing nearly 200 knots ground speed at 11,000 feet – Ed.)

### Cool News: Premier Now Offers Its Popular CabinCool™ Air Conditioning Upgrade For The Diamond DA40 F/P And Lycoming And Austro-Powered DA42s.

Premier Aircraft Sales, Inc., and its maintenance arm, Premier Aircraft Service have unveiled an expanded program to retrofit Premier's popular CabinCool™ air conditioning system into Diamond aircraft's line of four-place models.

“Our CabinCool system has been very popular with Diamond DA40 owners since its introduction in 2009. And due to popular demand, we’re now offering the system as an upgrade for the fixed-pitch DA40 F/P as well as the Austro-powered DA42 NG and the Lycoming powered DA42 L360,” explained Art Spengler, Vice President of Operations, Premier Aircraft Sales, Inc. “In fact, we just delivered the first DA42 L360 with CabinCool™ to the Jamaican Air Defense organization.”



Spengler said that the CabinCool™ system for the DA40 F/P is identical to the one that Premier STC'd for the DA40 XL-series aircraft except for upgrading the aircraft's original alternator to a new 150amp unit.

“The hardware for the installation in the twins is very similar to the singles, but it has a 16,500 BTU capability with larger cabin ducting that can pump really cold (38° F/3,33° C) air out the front and rear-seat vents within five minutes of system start-up. With that output, the system creates a very comfortable cabin in a hurry. With the warmer Caribbean temperatures, that was especially attractive to our friends at the JAD,” Spengler said. “We’ve completed the installation and delivery of two DA40 F/P’s to the JAD and will soon be delivering the first of their two new DA42 L360s with CabinCool™.”

“We are also well along with the STC for the Austro AE300 powered DA42 NG and Thielert Centurion 2.0 powered DA42 TDI models,” he added. “We are shooting to have the STC for the Austro-powered aircraft in 90-days and the TDI-powered DA42’s as soon after that as possible.”

All of the CabinCool™ systems are STC'd and come with a full one-year warranty.

“We hadn’t officially introduced the program when we had a number of Diamond owners contact us about CabinCool™,” Spengler said. “In their eyes, adding CabinCool™ to their plane is like the proverbial icing on the cake...”

For more information on CabinCool™, contact Art Spengler at: 954.771.0411 or email: [art.spengler@flypas.com](mailto:art.spengler@flypas.com)

## The Proficient Pilot: Using Your Checklist Is Like Having A Good Co-Pilot

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



There’s one great workload-reducing tool that I see pilots overlooking all the time – especially those flying single-pilot. The sad thing is that tool is right at their fingertips. It is, of course, your trusty checklist.

Checklists aren’t just for student pilots. In today’s complex aircraft, the proper interpretation and understanding of all the systems and equipment is required for effective and efficient risk management. And not referencing a checklist for every phase of flight is leaving an essential part of protection out of the safety equation.

I’ve had countless ‘experienced’ pilots tell me time and again that they’ve stored their checklists in their heads. Well, if they can do it, they’re a lot sharper than I am. Why? Unless they’re flying and running into every situation every day, here’s just so much information to remember.

For example, there are three general types of checklists in light aircraft: normal, abnormal and emergency. Each one is developed to provide the pilot with either reference information or procedural steps to identify and take corrective action for a different phase of flight.

Can you recite from memory, the proper procedures for troubleshooting an in-flight electrical problem? Probably not.

But that doesn’t mean you should not commit some procedures to memory, and then make it a routine to practice them with an instructor on board.

Quick – you’re just rotating and your engine quits. Obviously now’s not the time to go leafing through your POH. What do you do? You rely on your memorized and practiced emergency steps. The reason there’s an *Engine failure after takeoff* section in your POH is so that you can review it prior to takeoff.

### The best ways to use a checklist.

The proper use of a checklist starts with a review of the manufacturer’s checklist against any third-party checklists to see if there are inconsistencies. The next step is to thoroughly review the checklist while in the aircraft. Do you use the checklist as a to-do list or a flow check and then reference the checklist?

When I'm flying an airplane I'm familiar with I do the flow list and then reference the checklist to see what I may have overlooked. If I'm new to the airplane, I stick pretty close to the checklist.

Flow checks are done in a logical pattern that the pilot can touch each item as they move across and down the panel. Verbally announce the items as you check them. ALWAYS reference the checklist after the flow is complete.

For example, how many times have you seen a pilot attempt to start a plane several times and discover it won't start because the fuel selector is in the off position? I've seen it several times. They didn't use a good flow or reference the "before starting" checklist.

The run-up is done as a DO list, stopping at each item and performing the engine checks and monitoring the instruments for inconsistency. Once completed, the pilot is ready to go – but wait, did they read the ABORT PLAN? That's a critical item and one which I consistently observe as too many pilots pass over.

Make a point never to accept a takeoff clearance without plans for an aborted takeoff and engine failure after rotation. This means announcing to the NON-flying pilot your actions so I don't interfere and we both agree on the emergency action plan (EAP).

Whichever method you use, be consistent. Make it your routine to use your method of checking your plane out prior to departure and improve its efficiency and modifications needed for the additional workload in IFR and inclement weather. Stay sharp and review the checklist in the POH from time to time so you're familiar with the reference material in the POH.

Remember, used properly your checklist can be the best co-pilot you'll ever have.

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### Premier Pilot Tip: The Best Way To Pack Your Pilot Bag

Originally Posted by PremierAircraftSales on [HangarChat.com](http://HangarChat.com)

Aviation can be an unpredictable business at times. Every mission you fly requires tight preparation, and packing your pilot bag properly is no different. But what happens when you're delayed, and stuck on the tarmac for hours on end? Or even worse, what happens if you break down, and you're stuck in a remote location? Here's a quick breakdown on some great things to bring with you that will reduce wasted space, and keep you prepared in a pinch.

Obviously you'll need to bring the basic things you need for a flight: passport, flight log, headset, sunglasses, and sunscreen. But you also may want to bring backup equipment. Try bringing an extra headset, and backup batteries for any personal electronics you may have onboard. Bring a flashlight. Make sure it's light, compact, and placed in an easy to reach part of your bag. Bring a Leatherman. It's compact, and multi-use functions are invaluable in a pinch. Bring a water bottle. A good mid-sized water bottle, a Leatherman multi-function tool, and a flashlight take up very little space, and can be put in a side pouch, away from the rest of your gear.



If you're planning on flying into a very remote area, you may want to bring a sat-phone. This way, you don't need to worry about being out of reach, should you need to make an emergency call. You're also going to want to let someone know ahead of time your route of flight, when you expect to land, and the number to call if you don't check in.

Bring food, but make sure it's dry and easily storable. Again, if you're stuck somewhere without access to a kitchen, restaurant, or store, you're going to get hungry, and you may not be able to eat for hours. Granola bars, peanuts, dried fruits, and energy bars are all easily storable and they won't spoil. They will also not ruin anything else you've packed if they spill, as they're dry.

Remember to organize your bag. Put your flashlight in the top or side pocket, in case you're without power, or are stuck with poor visibility. Try to separate your electronic devices from food and water, just to be safe. Avoid putting anything easily breakable in a side pocket, or at the bottom of your bag. And lastly, bring an extra shirt, sweater, or blanket. With weather patterns shifting so quickly in certain parts of the world, having an extra layer is essential.

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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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