

PIREPS May 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

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Premier Announces New Leadership At The Top: Jeff Owen Appointed Vice President, Piston Aircraft Sales.



Premier is pleased to announce that Jeff Owen has been promoted to Vice President, Piston Aircraft Sales. Owen is an industry veteran who is widely-respected for his technical expertise in Diamond aircraft. Owen's experience in aircraft sales and customer service dates back to 1978 and includes sales management positions with Cessna Aircraft Company in the 1970's and 1980's. Prior to joining Premier in 2007, Owen led sales and retail distribution for Diamond Aircraft in London, Ontario, Canada.

"Jeff's expertise in Diamond aircraft literally starts at the ground floor. He was part of the original team that opened the Diamond factory in Ontario in 1993," says Premier CEO Fred Ahles. "Nobody knows more about what goes into building, flying and owning any of the Diamond aircraft than Jeff. Hardly a day goes by when another Diamond dealer doesn't call him with a question about the product." This is Owen's second promotion this spring, says Ahles, due to his immediate impact on the sales division and the high level of respect and confidence he has earned with Premier's customers.

"I am excited to be directing the very best airplane sales team in the country. Focusing on each customer's unique needs and going the extra mile has earned Premier's sales group top marks with our clients and we look forward to sharing that experience with many more customers in the future," said Owen.

Owen has 5,000 hours as pilot in command and holds a private pilot certificate with instrument and multi-engine ratings. He's based at Premier's main office at Fort Lauderdale Executive Airport (FXE) and be contacted at (954) 771-0411 or jeff.owen@flypas.com or jeff.owen@flypas.com. He replaces Earle Boyter, who has joined Mahindra Aerospace.

New Faces Going Places: Crispell, Farley Join Sales Team.

In response to improving aircraft sales, Premier has recruited two new faces to join the sales team. "These are unique hires," says Premier CEO Fred Ahles of the two. "Ben Crispell, a corporate pilot and Mike Farley, an airline captain add depth and a new dimension to Premier's sales team."

Ben Crispell: TBM and Pilatus Specialist



Ben Crispell is the newest member of the Premier sales team. Currently serving as a G-IV Captain for a major southeastern-based corporation, Ben will be providing expert advice to customers looking for a single-engine turboprop.

"While Ben has a great deal of experience in many models of single- and twin-engine turboprops, he is particularly knowledgeable about the TBM and Pilatus families of turbine singles," Ahles said. "These aircraft are gaining in popularity, especially with pilot/operators who are moving up from high-performance piston singles and twins.

"Along with being a professional pilot, Ben is also a King Air B350 simulator instructor for FlightSafety International," Ahles said. "Ben's skills and experiences as an instructor will be especially helpful and reassuring to a pilot who is making the move up to a higher-performance aircraft."

Crispell is an ATP with over 3,000 hours total time. He is type-rated in the Gulfstream G-IV, Beechcraft King Air 300/350 and Hawker HS-125. He is based in Atlanta and can be contacted at 404-408-7702 or ben.crispell@flypas.com.

Mike Farley: Piston Aircraft Specialist



A professional airline captain and Diamond DA42 aircraft owner, Mike specializes in Premier's full array of new Diamonds and previously-owned piston aircraft, serving a territory spanning central and northern Florida.

Mike started flying when he was 15 and got his first airline job at 19. After flying Sunbird Airlines in Hawaii, he spent 21 years flying DC-9's and 767's for Airborne Express. In 2010, Mike joined Virgin America Airlines and is now a Captain on an Airbus A320.

"While Mike's airline career is amazing, he truly loves general aviation and that was the reason he bought his first Diamond DA40 back in 2004. Since then he has owned two DA40's and currently owns a Diamond DA42 twin," notes Jeff Owen, vice president for piston sales at Premier. "In fact, he bought his first DA40 and DA42 from Premier – so he's not just a sales representative, he's a customer.

"Mike's enthusiasm for general aviation aircraft is shared by his wife Traci," Owen added. "She is a Lear 60 Captain for Flexjet, and when she's not flying, she is a CFI and often helps Mike introduce prospective owners to the joys of buying and flying a Diamond airplane."

Farley is an ATP with over 15,000 hours. He is type-rated in the DC-9, B-727, B-767 and the A320. He is located in the Orlando area and can be reached at (407) 810-6799 or mike.farley@flypas.com.

DiamondShare Program: We're Actively Seeking Owners, Members.

Would you like to purchase an aircraft under the DiamondShare program? Would you like to meet DiamondShare owners who are seeking DiamondShare members to use their airplane? Premier has many opportunities to pair owners with potential members and is actively seeking both in the following cities and states:

- Alabama: Birmingham
- Florida: Destin, Miami/Ft Lauderdale, Tampa, Orlando and Jacksonville
- Georgia: Atlanta, Augusta, Savannah, Columbus and Athens
- Louisiana: Baton Rouge and Shreveport
- Mississippi; Jackson
- North Carolina: Charlotte, Winston Salem, Asheville and Greensboro
- South Carolina: Myrtle Beach, Charleston, Columbia, Florence and Greenville-Spartanburg
- Tennessee: Nashville and Memphis
- Texas: Dallas, Houston, Austin and San Antonio

Learn more about the DiamondShare program by visiting the website at <http://diamondshare.com/> or contact Jeff Owen at jeff.owen@flypas.com or (954) 771-0411.

Service Beefs Up Piper Expertise; Chris Barcenas Named Lead Technician For Meridian, Matrix and Mirage Maintenance.



Over the past six months, Premier Aircraft Service has experienced a dramatic increase in the number of Piper Meridians, Matrixs, and Mirages flying to its facility at Fort Lauderdale Executive Airport (KFYE) for annuals, 100-hour inspections, and repairs. In response, Premier has designated Chris Barcenas lead technician for Piper Aircraft maintenance.

Barcenas received advanced training for Meridian maintenance at SIMCOM last year. "Chris has been part of the Premier family since 2008 and is an excellent troubleshooter and inspector for Piper aircraft, particularly the PA-46 series," said David Pomerance, Premier's chief operating officer. He attributed the uptick in Piper business to positive word-of-mouth among owners. "These folks are a tight-knit community and word is getting out that we have expanded our service offerings for Piper aircraft," he noted.

"Premier diligently tracks our customer satisfaction after the maintenance experience," Pomerance noted, "and our survey shows 99% of maintenance customers will return and recommend us to others. That speaks volumes." For more information about Premier Aircraft Service's Piper maintenance capabilities, contact Pomerance at david.pomerance@flypas.com or call (954) 771-0411.

2013 "Taxpayer Relief Act" Is A Big Win For All Business

Aircraft Buyers.

Finally, there's some really good news from Washington regarding general aviation: President Obama recently signed an extension of the American Taxpayer Relief Act of 2012, which extends the 50% bonus depreciation for new business aircraft for 2013.

"This bonus depreciation extension couldn't have come at a better time," explained Fred Ahles, president, Premier Aircraft Sales, Inc. "We have a number of customers interested in new aircraft who were just waiting to see if the bonus depreciation would be extended through this year."

The Relief Act of 2012 also states that an aircraft purchased now must be put into service before the end of 2013 to qualify for the bonus depreciation. "There are great deals on current new and pre-owned aircraft inventory available, which means you can get the aircraft that best fits your needs at a bottom-line price that may not be seen again for a very long time," he stated. "No one knows how the government's goal of reducing tax breaks will go next year. If you have any need for a new business aircraft, then this is the time to buy it."

In addition, Section 179 Expensing allows the owner to expense up to \$500,000 of a new or pre-owned business aircraft this year, but is limited to taxpayers to purchase less than \$2,500,000 in capital assets.

To learn more about how the 2012 bonus depreciation can benefit your company, please visit: www.aviationtaxconsultants.com or contact Fred Ahles at: 800.903.8402.

The Proficient Pilot: "Weather Wise" Is Knowing What WX To Expect.

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



As a pilot, getting a good and reliable weather briefing is extremely important to the comfort and safety of every flight. The problem is, you can't accurately *predict* the weather. The best you can hope for is an educated guestimate. How many times have you called the weather briefer to get a weather outlook and it totally contradicts what you've seen on TV, smartphone or tablet? Too many.

While the best weather briefings and TV weather maps are better than nothing, if you want a real indication of what's going on, there's no better source than reading a surface prognosis chart yourself. Here's a link to current NOAA prognosis charts: <http://aviationweather.gov/adds/progs/>

As you can see, charts like this are the best way to anticipate changing weather patterns over the next 12 to 48 hours. And they're invaluable for good pre-trip planning.

But seeing the charts are only part of the challenge. Ask yourself, what do the symbols mean to your particular flight? For example, do the high-pressure system winds rotate clockwise or counter clockwise, how will that affect your speed and time enroute? You should be able to look at a prognosis chart and interpret the identification markings and characterizations of weather systems displayed on the charts. Try doing this in the next weather forecast you watch on television and refer to the prognosis chart for your own reference and decide how a system will affect your travel in 48 hours.

I look at the prognosis charts for the next 24, 36, and 48 hours looking for the major changes and particularly the speed of a frontal system. The moving puzzle will keep you informed to make the best decision before the cross-country departure.

Try to gather as much data by studying the prognosis charts and understand the basic rotations of pressure systems and what is associated with them. Pilots are so dependent on the NEXRAD display in the aircraft that is real time but won't help with a forecast. If you haven't spent time looking around the NOAA aviation weather center website: <http://aviationweather.gov> you should. Check out the METAR Data maps depicting conditions of IFR and VFR. They are a good source for area surface conditions. Rolling the cursor over the station will give you surface conditions at a quick glance.

New DA40 XLT Takes Center Stage At Sun 'n Fun 2013.



New aircraft introductions are always the highlight of the annual Sun 'n Fun fly-in and trade show. One of the standout announcements of this year's event was the official unveiling of the Diamond DA40 XLT – the newest edition of the Diamond's popular four-place aircraft.

According to Jeff Owen, V.P. Piston Aircraft Sales at Premier, while the XLT delivers the same performance, safety and efficiency of its predecessor, the DA40 XLS, the new 2013 XLT introduces an upgraded interior configuration that further enhances the cabin interior styling and comfort of its strong-selling DA40 product line.



"The new XLT interior refines the previous XLS' already-premium interior with several detail enhancements including newly-molded seat patterns with integrated Diamond embossed padded headrests and improved lumbar contour in both the front and rear seats," Owen said. "Another improvement is that all of the seats are now covered with ICT (Infrared Controlled Technology) 100% genuine leather which reflects IR rays in direct sunlight. The benefit is that it helps lower the surface temperature of the seats by as much as 20 degrees Celsius compared to traditional leather seats."



In addition to the new seats and ICT leather upholstery, the DA40 XLT offers other upgrades including:

- Redesigned, wider, more comfortable front seats.
- Upgraded trim package available in Carbon Weave or Walnut Burl, including trim wheel cover, instrument panel trim, cup holders, sill plates and side panel inlays.
- More convenient, molded pocket added to pilot inboard side panel for smart phones and electronic devices.
- Redesigned rear foot wells for added rear seat comfort and legroom.
- Lower seat cushions and seat back covers are now easily removable for cleaning.
- The DA40 XLT is available in new interior colors including Oyster Gray or Champagne Beige with choice of Carbon Weave or Walnut Burl accents.
- Optional Rosen sun visor system to reduce heat and glare.

"The DA40 is already the safest, most efficient and fun to fly four-place single on the market," Owen said. "Now, with the XLT's significantly upgraded interior, it's easily in a class by itself."

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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

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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.

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