

## PIREPS November 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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### Premier Edition Diesel Cessna 172 Attracts National Attention: Read Plane and Pilot's Pilot Report



The Premier Edition Diesel Cessna 172, which burns 5.4 GPH (up to 60% lower fuel consumption than the traditional avgas engine), is getting national attention from the aviation press. The plane, which features a Continental-Centurion 135-horsepower, 2.0 liter turbo diesel engine, received a very favorable pilot report in the December issue of Plane & Pilot Magazine and will be featured in an upcoming issue of AOPA Pilot. Read the pilot report at: <http://www.planeandpilotmag.com/aircraft/pilot-reports/premier/every-revolution-needs-a-leader.html#.VFo6zcYeGA1>.

Among many benefits, the Premier Edition Diesel 172 uses Jet A-1 fuel, which costs up to 50% less than 100 LL Avgas. Lower fuel consumption means longer range. The diesel engine has much lower vibration, and it's equipped with FADEC (Full Authority Digital Engine Control), a single lever that controls the engine and constant speed propeller. It's 24% quieter than conventional avgas-powered engines. For more information on the Premier Edition 172, please call Art Spengler at (954) 328-9284 or email him at [art.spengler@flypas.com](mailto:art.spengler@flypas.com)

### Premier Awarded Dealer Status With Mooney; First Unit Is Sold And Another Is On The Way In March



Mooney CEO Dr. Jerry Chen congratulates Premier President Fred Ahles on the company's appointment as Mooney's Worldwide Distributor.

Premier Aircraft Sales, recently appointed a dealer for the new Mooney International Corporation, has sold one of the first Mooney Acclaims to roll off the production line amid tremendous interest from buyers looking for speed and safety in their next aircraft. The next unit is available in early 2015.

"We're excited to be back as part of Mooney's team and able to offer our customers the opportunity to purchase a new Mooney," says Fred Ahles, President of Premier. "Hardly a day goes by when someone doesn't call my office to ask about Mooney's plans." Premier has historically been the largest dealer of new and used Mooneys in the US and abroad.

Ahles, who personally owns one of the first Mooney Acclaim Type S's made, noted that the aircraft is well-known as the fastest piston single on the market, and for its exceptional structural integrity provided by the high-strength chrome/moly steel cage airframe. "The new ownership is stressing innovation," he said, "and has hinted at major announcements coming in the near future."

"As soon as Mooney announced our dealer status, I started getting texts and emails from current Mooney owners who want a brand new version of the world's fastest piston airplane," says Richard Simile, widely known as "Mr. Mooney" for his considerable expertise on the product. A featured speaker at the recent Mooney Summit, Simile says, "Mooney has the most loyal following in general aviation – everyone who has ever owned or flown one knows that this is the best high-performance single there is."

For more information on purchasing a new Mooney, please contact Richard Simile at (334) 826-1660 or email: [richard.simile@flypas.com](mailto:richard.simile@flypas.com)

### Pilot Profile: Doug Thompson and His DA42 Turbo-Diesel "Memory Maker."

**The Turbo-Diesel DA42 is the perfect all-weather airplane for his business trips and family flying adventures throughout Canada and the U.S.**



When you live in Alberta, Canada you might not think that flying a private airplane would be a year-round travel option. But, according to two-time Diamond DA42 owner Doug Thompson, you'd be surprised at what you can do in Canadian weather conditions with the right airplane.

"To be honest, I would much rather be in the air than driving in some of the winter weather we get up here," he said. "Since I do fly for business I end up launching my DA42 into weather that can be challenging," he said. "I file IFR 99 percent of the time. The lowest en route altitudes are no less than 7,000 msl so ice is always an issue."

Thompson's flying experience is extensive, giving him an excellent foundation for choosing the right aircraft. "I completed my private license at the Regina Flying Club in 2008," Thompson said. "I received the President's Award for the highest score on the flying portion of the exam. I'm very proud of that."

Living in Alberta, he knew that to get any real use out of his pilot's certificate he needed to earn both a Class 1 IFR and Commercial rating, along with a U.S. private certificate. In just six years, Thompson has amassed over 1,000 hours flying throughout Canada and the U.S. in his DA40XL, DA42, Cessna 414 and second DA42.

"I bought a new Diamond DA40XL that my instructor and I picked up at the factory in London, Ontario, and began my flight training on our trip back home," Thompson said. "A couple of years later I traded up to a new DA42. I earned my multi-engine endorsement over a weekend at the Diamond Flight Center in London. My DA42 is that easy to fly!"

But like most pilots, as his appetite for longer trips grew, so did his desire to own a larger, pressurized twin, so after a few years he bought a Cessna 414.

"We flew that airplane all over North America and filled a logbook with great memories," he said. "But as my typical mission profile changed and the price of Avgas escalated, I decided to go back to a Diamond DA42." That's when he connected with Premier Aircraft Sales' Vice President for Piston Aircraft Sales, Jeff Owen.

"Jeff showed me a turnkey DA42 that had been upgraded with new Centurion 2.0L turbo-diesel engines," Thompson explained. "We also had the propellers overhauled and had the cosmetics freshened up. When it was done it looked and flew like a brand new DA42.

"Jeff flew the airplane up here to my home base at Medicine Hat Airport (CYXH).", and while there were a couple of snags, he handled them very well," he said. "How they react to problems gives you an insight into what the company's culture is like. I can tell you that Jeff and everyone at Premier was there to support me in every way they could. I am very satisfied."

Thompson said that since taking delivery of his highly fuel-efficient DA42, he has been able to keep up the same active flight schedule as always. In fact, he and his family recently returned from a trip "up North" to Churchill, Manitoba, Canada to see polar bears and Beluga whales.



"Churchill has no roads going to it and poor rail service. The ability to have a short day's flight into the "Polar Bear Capital of Canada" was amazing," he said. "We were fortunate enough to see Belugas and polar bears during our trip. Flying up in the turbo-diesel DA42 and avoiding the tourist season also allowed us to miss the onslaught of tourists and enjoy the area at our own pace.

"Along with the nature experiences, we also got treated to an amazing Northern Lights show," Thompson said. "All in all, it was a great trip that we, and especially our kids, will remember for a long time."

### Bonus Depreciation: Legislation to Watch Post-Election

**The final decision is yet to be made on Bonus Depreciation for 2014, but either way, there are still tax benefits available if you buy before December 31st!**



With the election now behind us, there's still the possibility that the federal government will pass Bonus Depreciation this year. Since the House has already passed a version and the Senate is "in committee," Premier is monitoring its progress on "the Hill" and will alert you should Bonus Depreciation pass.

Bonus Depreciation is a way of concentrating depreciation expenses into one year rather than spreading it out over a number of years. It's just like depreciating any piece of business equipment – only this one flies.

"I get calls from prospective buyers all the time about the impact bonus depreciation will have on their purchase situation," stated Jeff Owen, Premier's Vice President, Piston Aircraft Sales. "Here are just a few examples I use to help explain the options."

#### Scenario #1: No Bonus Depreciation in 2014.

If you take delivery in 2014, you can still write off up to five percent of the purchase price this year. Next year, you can write off up to another 38 percent. That's 43 percent in the next 13 months!

#### Scenario #2: Bonus Depreciation is passed and you take delivery this year.

If that happens, you can now write off up to 53 percent in 2014 and another 19 percent in 2015 – a total of 72 percent in two years!

### Scenario #3: You wait until 2015 to buy; there is no Bonus Depreciation passed this year.

If you wait until next year you will have no deduction against your 2014 bill.

“Even if you don’t use your aircraft directly in your current business, there are other options that may enable you to take advantage of business use deductions including lease-backs to flight schools,” Owen continued. “We will work with each prospective owner and the experts at Aviation Tax Consultants to structure an arrangement that best fits each owner’s situation.”

“While we really don’t know the fate of Bonus Depreciation this year, the one thing you do know is that making the move to aircraft ownership now will put you and your business in the best position to take advantage of opportunities in 2015,” he said.

For more information on your particular tax situation as it pertains to aircraft ownership, please contact Jeff Owen at (954) 771-0411 or call Daniel Cheung, CPA at Aviation Tax Consultants, (800) 342-9589, [www.aviationtaxconsultants.com](http://www.aviationtaxconsultants.com).

## Diamond Aircraft Unveils New DA62 Twin – The *Biggest Diamond Yet!*

**DA62 will offer larger 5-place cabin and more powerful Austro Turbodiesel engines.**



In case you missed it, Diamond Aircraft recently took the wraps off its latest and much anticipated new offering – the DA62. Currently under development at Diamond’s main facility in Austria, the new DA62 is the latest iteration of the DA52, which the company first flew in 2012.

“The DA62 series is designed with significant growth potential and continues the upward expansion of Diamond’s piston aircraft offerings,” stated Christian Dries, CEO of Diamond Aircraft Industries GmbH. “It will compete well with conventional six-seat single and twin engine piston aircraft offerings and will offer a great step-up alternative to owners of high performance four- and five-seat singles who are seeking more space and capabilities without sacrificing economics.”

Dries also stated that the new DA62 builds on the strengths of the world’s best selling twin piston aircraft, the Diamond DA42.

While the company is not quoting any specifics, Dries did say that plans are to offer the new DA62 with a variety of options including seating for up to seven and several maximum takeoff weight (MTOW) versions up to 2,300 kilograms (5,070 pounds).

The company also stated that the new DA62 will be powered by a “growth version” of the Austro Engine AE300 jet fuel piston engine.

Currently there are two prototype DA62’s flying and Diamond expects to have EASA type certification in 2015. FAA certification, as well as pricing and availability, are yet to be announced.

## The Proficient Pilot: Winter Ice Breaker

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



The winter months are here with a host of weather surprises for pilots who are not prepared to deal with the cold, wintery elements of general aviation travel. Preparation is a key element to understand how to navigate through the colder temperatures and variety of weather patterns you’re going to encounter.

There are countless elements to cover, from freezing temperatures to shorter daylight flying hours. I've selected just a few to cover in this column.

One of the key things is to be thoroughly familiar with your destination, especially if it is an uncontrolled airport. This is important any time, but critical in winter. Call the FBO or airport manager to get a description of the available services and runway surface conditions. A few items I note on a checklist to the uncontrolled airport are the following:

1. Winter hours of operation: You'd hate to land for a fuel stop only to find the tanks are locked up for the night.
  2. Aircraft storage: Especially if temperatures are forecast to hang near zero. If that's the case a heated hangar is must if I plan to depart early the next day. The aircraft will thank you with an easy start and the oil is heated so no preheating the engine prior to start. Outside storage means additional preparations for snow, frost and ice removal as well as pre-heating prior to flight, so you need to add extra time to the planned flight. Also, re-read the cold weather operations section in your POH.
  3. Runway surface conditions: You may encounter snow accumulations and slippery (even "black") ice on surface taxiways and runways. Not all surface ice removal services are available all the time and many smaller airports have no services at all. It's best to call ahead and ask if the airport has a snow removal plan and de-icing equipment. Also ask if the runway has/will be sanded.
  4. Aircraft survival preparations: No one wants to think about an emergency, off-airport landing, but preparation is especially critical in winter. Make sure you have warm winter clothing and winter survival equipment on board the aircraft. Many pilot shops sell compete kits that are very good.
- If you are arriving at an unfamiliar airport, it's best to plan to arrive prior to sunset if the temperatures have been hovering above freezing all day. This is because the water will quickly freeze when the temps drop below 32°. Again, call the airport before you depart and confirm runway conditions while you still have time to land at an alternate airport. NEVER try to land on a runway that could have any ice or frost accumulation.

Remember, an uncontrolled airport in the warmer months can be a completely different airport in the winter months. Early preparation to understand local procedures and airport services will provided you with information to make a sound decision to execute the plan or seek an alternate airport.

Even if you call ahead, be prepared for the unexpected. A few years ago I was flying a charter to an uncontrolled airport in Tennessee to pick up some passengers for a trip south. Before departure we did note the temperatures were going to be at freezing in the morning, and after landing the forecast was updated to include light rain. Prior to departure we called the airport's FBO and asked if a hangar was available but forgot to ask if it was heated. It wasn't. In addition, our plane (a jet) would not fit all the way in the hangar so we asked if they had de-icing equipment. The answer was "no."

Since our passengers had to depart first thing in the morning and with forecast rain and freezing temperatures overnight, we had a dilemma. The airport could not provide the support our jet needed, so it was either land there and risk getting iced in; land at another airport better suited for our needs some 60 miles away, or have the charter customers depart that evening ahead of the freezing rain.

We called the clients and they decided to meet us at the airport that evening and depart before the weather arrived. Lesson learned: don't assume anything, expect the unexpected and know conditions and services before departing for the uncontrolled airport!

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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.

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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 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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