

PIREPS October 2012



Welcome to PIREPS!

PIREPS brings you the latest news and information from Premier Aircraft Sales, Inc., and the aircraft manufacturers it represents: Mooney Airplane Company, Diamond Aircraft, Extra and Aviat Husky. For questions or comments, contact our editor, Dale Smith, at: dale.smith@flypas.com

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Free Scheduled Maintenance, Free 3-Year Extended Warranty, Buyback Guarantee and Substantial Tax Benefits: Four Great Reasons to Buy A DA40 XLS Before The End Of 2012



Premier Aircraft Sales is announcing the "Buy Risk-Free Program" – the most lucrative incentives ever offered on the purchase of a new DA40 XLS. Expiring Dec. 31 this year, the Buy Risk-Free incentives include:

- **Free three-year scheduled maintenance:** This covers your regularly scheduled, non-warranty maintenance (parts and labor), such as oil changes and routine inspections for three years or 300 hours.
- **Free three-year extended warranty:** The extended warranty provides you with an extra year of coverage over that provided by Diamond's standard two-year warranty.
- **Buyback guarantee:** We guarantee that, should you need to sell your aircraft before three years of ownership are up, you'll avoid a brokerage fee or the headache of selling it yourself. This guarantee activates 12 months after purchase.

• **Remember:** 2012 tax benefits expire Dec. 31: Through the end of this year, you may qualify to write off a substantial amount of your purchase under the Bonus Depreciation tax rules. Learn more here: <http://www.advocatetax.com/6698/bonus-depreciation-expensing-available-for-2012-aircraft-deliveries/> or consult your tax advisor for specifics.

The DA40's safety record beats all the other aircraft in its class by a large margin, parachute or no parachute! The Buy Risk Free program is offered by participating Diamond dealers nationwide. For more information or to schedule a demo, please contact Earle Boyter at (954) 771-0411 (o), (772) 321-5420 (c), or earle.boyter@flypas.com for more information.

Premier Aircraft Service Now Offers AmSafe Seatbelt Airbags: The Most Important Retrofit You Can Buy

Art Spengler, Vice President of Operations, Premier Aircraft Sales, Inc.

Nearly 80% of new general aviation aircraft have the AmSafe Seatbelt Airbag system installed as new equipment. But what if you own an aircraft without this critically-important safety feature? Now, this state-of-the-art airbag technology is available as a retrofit for unequipped aircraft.



Designed to protect occupants from impact with instrument panels and control yokes, the AmSafe Seatbelt Airbag looks and operates like a standard seatbelt. The airbag is stored in the lap belt portion of the 2- and 3-point restraints and in the torso section of the 4- and 5-point systems. When the sensors detect an impending incident, the airbag deploys up and away from the seated passenger and provides protection to the head, neck and torso.

The AmSafe Seatbelt Airbag provides the additional protection needed in a survivable impact. The seatbelt airbags have been directly attributed to the survival of pilot and passengers in a number of crashes; visit the AmSafe website at www.amsafe.com for video demonstrations and testimonials.

AmSafe Seatbelt Airbags are available for retrofit on Aviat, Beechcraft, Cessna, Cirrus, Diamond, Mooney and Piper aircraft, in a variety of colors to match the interiors of those aircraft. If you would like more information about installing them on your aircraft, please contact Art Spengler at Premier Aircraft Service, (954) 771-0411 or art.spengler@flypas.com

Customer Profile: Scott Lipsky

New pilot chooses a Premier Edition DA40 to realize his 40-year-old dream of aircraft ownership



As a little boy on his first flight, I could hardly contain my excitement. Boarding a DC10 from JFK to LAX in the summer of 1972, United Airlines wings were pinned onto my shirt and the captain's hat was plunked on my head. I was ushered into the cockpit where I sat in the pilot seat while my dad took a photo of me, hands on the yoke. Between First Class and Coach was a lounge with booth seating and a full bar, surrounded by a rainbow of 1970-era oranges & reds. Actor/singer Danny Kaye was in the lounge and gave me a hard time for asking for his autograph without saying "please". During the five hour flight, I was non-stop amazed as we flew above the never-ending stream of "cotton balls," the giant picture-perfect clouds below us. We landed in LA for a 10-day driving tour of Hollywood, Disneyland, Muir Woods, San Francisco and all the hot tourist spots in between. And during that entire trip, the one thing I absolutely could not wait to do was get on that next plane to fly back.

Flash forward forty years. Twenty of those were spent as a workaholic without time to take a break, let alone take on a lifestyle hobby like flying. Well, now I was finally ready to take the plunge and jump head first into my childhood dream of learning to fly. I was ready to take off into the sunset and fly to distant places! I now had the time and the means to focus on flying, and to "do it right" by becoming an aircraft owner as well.



The February weather is pretty bad in the Northwest, so my girlfriend and I decided to go to Hawaii to begin my private pilot instruction. Mike Lauro, my CFI and owner of Tropic Bird Flight Service in Kona, trains students in a new Diamond DA20, I hadn't even heard of Diamond airplanes until then; the standard trainer, I thought, was a 20-, 30-, or even 40-years old Cessna or Piper. What a joy it was to begin flying in a new, sleek, modern, composite low-wing airplane! After two beautiful weeks in Kona, I was hooked on flying and started talking with other pilots about their own journeys. When I told them that my mission was to own an airplane as soon as I'm licensed, they all asked "Why wait? Learn to fly in your own plane!" So began my research into ownership.

I never felt inspired by the same old planes that have been in production for decades and the lack of innovation by manufacturers that have been around for years. They just weren't for me, and they certainly didn't excite me enough to want to own one. In researching my ownership options, I obviously had Diamond to consider now as well.

The DA40 almost immediately popped onto the top of my list of options. It looked like a perfect combination of modern aircraft, smart beautiful design, state-of-the-art avionics, and the single best safety record in general aviation. I also considered two other higher performance modern aircraft, but I wanted to be smart about my entry to ownership and begin with something that was going to be fun to fly, safe to fly, and with all the safety and communication bells & whistles that I could possibly want. Something that I could continue my training in (instrument is happening soon), as well as very comfortably travel cross-country with my girlfriend without being in a mad rush to get there.

Once I zeroed in on the DA40, I soon discovered Premier Aircraft Sales. Even though I live in the Pacific Northwest, I was simply impressed with the way Premier does business. And the folks at Premier know Diamonds like no one else in the hemisphere does.

It didn't take too long to decide to buy my DA40 from Premier, and they actually had what I wanted in stock. So within a few weeks, I flew commercial to Ft. Lauderdale and spent a few days at Premier getting familiar with my new aircraft. Then I flew it back home cross-country with a ferry pilot that Premier provided. It was a spectacular four-day trip home, and I became very familiar with all the DA40's systems and avionics along the way. Premier remained incredibly helpful after the sale as they were during and prior to it.

I am now a private pilot, getting lots of time in the sky, traveling to those far-away places, taking it all in like I took in that first flight from JFK to LAX. And I'm looking forward to beginning my instrument training in the coming months. Like all aircraft owners, I am already dreaming and "planning" for that next aircraft. But if I had it to do all over again, I would choose a Diamond DA40 for my first craft, and I would absolutely buy it from Premier.

The Proficient Pilot: Don't Be Fooled By Fuel Management

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



Even with all the sophistication available to pilots today, fuel starvation – the politically correct way of saying “they ran out of gas” – is still one of the leading causes of general aviation accidents. And those are the ones that get reported. No doubt, for every one that makes the headlines there are many more that just barely made it home before the tanks ran dry.

I'm as guilty as anybody. Back in my early days of flying, I topped off with 122 gallons and the max fuel was 130 gallons. That is easy math, I landed with only eight gallons left in the plane. Way too little to be safe. Sure, I had encountered a strong headwind – good excuse.

But the whole event taught me two lessons on fuel management that I will NEVER forget: NEVER make the mistake about the fuel calculations and NEVER rely on anyone else to make fueling decisions for you.

When I say fuel management mistakes I mean even in an aircraft with an on-board fuel computer. Why? There is one very dangerous fault waiting to catch anyone that relies too heavily on these computers. Many of them rely on the pilot to input the quantity of Fuel on Board (FOB), prior to departure.

If partial fueling is involved, the risk of miscalculating that critical number is even higher unless you absolutely can confirm the total gallons on-board. If the aircraft fuel gauges are the only means of checking this then I suggest you keep a running fuel-use log written down in the aircraft like your pilot log book; those with fuel computers should do the same. Compare what you should have used with how much fuel the truck pumps into the tanks at the end of the flight.

For example, while I'm en route I write down each time I switch the fuel tanks (if they require pilot to change them) and how much fuel is consumed. I also note how much is remaining and the elapsed time. The table below is for an aircraft that holds 100 gallons and burns 20 gph.

Departure Time 1400Z: Total 100 gallons with a planned fuel burn of 20 GPH burn.

Time:	1400Z	1430Z	1500Z	1530Z	1600Z	1630Z	1700Z
Tank:	L	R	L	R	L	R	L
Used:	10	10	10	10	10	10	10
REM:	90	80	70	60	50	40	30

At the 1700Z time I know I have one and half hours of flying time which includes my one hour reserve of FOB. If the fuel quantity indicator decides to act up or quit working, I have a backup plan to complete the flight safely by knowing exactly what tank the fuel was used from and how much.

Good fuel management isn't hard; like anything flying-related it just takes some good planning.

Please Vote Now And Help Bahamas Habitat Win The \$10,000 Grant From The Lightspeed Aviation Foundation



Each year, the Lightspeed Aviation Foundation is proud to recognize a select group of deserving aviation non-profit organizations nominated from members of the aviation community.

“This year Bahamas Habitat was selected from hundreds of nominees as one of 20 possible charities to receive the award,” explained John Armstrong, board chairman and president, Bahamas Habitat. “Every mouse click puts us one step closer to achieving our objective, so please click on the Vote Now button above to cast your vote for Bahamas Habitat.”

“The top five organizations that earn the most votes will each receive a \$10,000 grant. Your vote can make a difference in the lives of those people that Bahamas Habitat is working hard to provide support for,” he said.

You can place your vote by visiting: <http://www.bahamashabitat.org/wordpress/lightspeed-pilots-choice-award/>

Please visit the link now and cast your vote for Bahamas Habitat. The Lightspeed Aviation Foundation voting runs through the 2012 flying season.

Your vote for Bahamas Habitat only takes a minute, but it can help change a life forever.

- **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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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