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PIREPS October 2015



Welcome to PIREPS!

PIREPS brings you the latest news and information from Premier Aircraft Sales and Premier Aircraft Service. Premier carries a large, constantly-refreshing inventory of new Diamond and Mooney aircraft and pre-owned Beechcraft, Cessna, Cirrus and Piper aircraft. We broker aircraft for sale, and are also an Authorized Service Center for Cessna, Diamond, Mooney, Centurion and Lycoming. For more information, visit us at www.flypas.com.

In this issue:

- [Mooney Announces The Certified Pre-Owned Resale Program](#)
- [Mooney Bravo and Columbia 350: TKS Ice Protection, Glass Panels And Great Airplanes For As Low As \\$229,000](#)
- [The Proficient Pilot: Balanced Flight](#)

[Mooney Announces The Certified Pre-Owned Resale Program](#)



Mooney International Corp. has announced a revolutionary Certified Pre-Owned Aircraft program developed in partnership with Premier Aircraft Sales. The program includes 27 points of inspection, repair and refurbishment of the engine, avionics, airframe, interior and exterior. According to Fred Ahles, president of Premier, the program is designed to attract new members to the "Mooney family" by ensuring a selection of superior-quality pre-owned aircraft are available in the marketplace. The program, which applies to 2004-2014 G-1000 equipped aircraft, also includes a "Fly-Away Guarantee" providing free repair or replacement of inoperative equipment for the first 30 days or 10 hours after taking delivery of the aircraft as well as a factory-signed certificate of authenticity verifying all work was done. Eligible aircraft are required to have the work performed at a Mooney Factory-Authorized Service Center.

"We developed this program in partnership with Premier to address a significant demand in the marketplace," said Jerry Chen, CEO of Mooney. "There are individuals who want the speed, safety and style of a Mooney – and a plane as close to new as possible – at a pre-owned price point. We want to serve their needs, as well as the needs of pilots ready to purchase a brand new airplane, by ensuring the availability of some exceptional pre-owned planes." Mooney's production for 2015 is nearly sold out, Chen noted, and Mooney dealers are beginning to take orders for 2016 aircraft.

There are currently four Mooney Certified Pre-Owned aircraft for sale through Premier. The lengthy list of engine, avionics and airframe benefits of the program includes verification that all Airworthiness Directives, Service Bulletins, and Mooney Maintenance Manual items are addressed; all required and recommended inspections are current; engine and prop complies with manufacturer overhaul recommendations; rigging is tested and corrected; and a host of other items.



Cosmetic benefits includes touch up or repainting of all chips, nicks and scratches to paint; deep cleaning and reconditioning of leather seats; repair of sidewall and headliner scuffs; and buffing or replacement of taxi, landing and wing tip light covers. Click [here for more details and a full list of amenities](#), contact Jeff Owen, Premier Aircraft Sales at (954) 771-0411.

Mooney Bravo and Columbia 350: TKS Ice Protection, Glass Panels And Great Airplanes For As Low As \$229,000

By Barry Rutheiser, Regional Sales Manager

After owning fifteen airplanes during the past 40 years, I've learned a few things about aircraft ownership costs, the buying process, insurance, aircraft performance and maintenance. One of my favorite topics is airplane research – the most important but overlooked step in deciding which airplane to own. It's both fun to learn about airplanes and critically-important to choose the airplane that best meets your needs.

When I talk to prospects about the aircraft they are researching, I've noticed the Columbia 350, which occupies a similar price and performance space as the Mooney Bravo, is sometimes overlooked. The one constant I hear from my prospects is "I want a good deal" (meaning value along with speed and performance) and both of these planes fit the bill.

The M20M Bravo is a great plane. A really nice pre-owned Bravo – completely modernized with TKS and a Garmin glass panel – can be purchased for \$269,000. The one I currently have in stock features important upgrades like a 120-gallon Monroy fuel tanks and an oxygen system. It has an August 2015 annual, too. With a 270-hp Lycoming engine, this aircraft breezes along at 220 kts at FL250 burning just 20.5 gph. Because it has Monroy tanks, the plane I have listed has a range of 1,380 nm at FL250; regular Bravos have an impressive 1,050 nm range at FL250. You will get to altitude quickly, too; the best rate of climb in the Bravo is 1,130 feet per minute.





But the Columbia 350 is another aircraft to consider. Like the Bravo, the Columbia 350 is wonderful cross country airplane offering comparable performance and comfort features for only \$229,900. But unlike the Bravo, the features of this aircraft are not as well known.



The design of the Columbia 350 and 400 began with a fresh sheet of paper. Made almost entirely from composite, the airframe is so strong that it has a certified airframe life of 25,200 hours. In speaking with some 350 pilots about their Columbias, I learned that they appreciated the relatively easy transition from their previous fixed gear aircraft to a truly high performance, but still fixed gear, airplane. It's just easier. In the case of the 350; the designers were able to achieve about 177 KTAS @ 8,000 feet without the cost and complexity of turbo-charging, burning about 15 GPH. The 350 has a long-range cruise of over 1,000 nautical miles and a service ceiling of 18,000 feet. These numbers compare favorably with the other speed merchants in its category.

In regards to comfort, the cabin is actually wider than that of Cessna's heavy hauler, the 206. The 350 has dual side sticks; the absence of a yoke greatly increases cabin room and the feeling of spaciousness. Additionally, the dual gull wing doors make it easy to get in and out of the aircraft. The inflatable door seals make for a relatively air-leak free, comfortable aircraft. The panel is almost entirely glass with either Avidyne or Garmin avionics. The only steam gauges are the backup instruments.

Ground steering is accomplished by differential braking. The 350 handles well and predictably at all speeds in flight. The 350 is an all-electric aircraft with plenty of redundancy, sporting dual batteries, dual alternators and dual buses. It should be noted that the 350 is built to the standards of the utility category. Many of the 350's have deice or anti-ice protection.

In my opinion the 350 is one of general aviation's best bargains on the market today. Why? The 400 outsold the 350 by a very wide margin. Perhaps it was the lure of twin turbocharging and the ability to climb to 25,000 feet and reach speeds in excess of 225 knots. This has kept the selling prices of 350's at a relatively modest level as compared to the other airplanes in its class. The bottom line is this: if you are in the market for a used aircraft with great performance and comfort without taking out a second mortgage on the house, give me a call.

The Proficient Pilot: Balanced Flight

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

Trimmed for takeoff? Aircraft with properly trimmed flight controls produce the best efficiency. Pilot input to secondary flight controls is a key element to flight efficiency. Pitch, rudder and aileron trims on the three flight control systems of the aircraft are used to balance the forces acted on the primary flight control surfaces. The correct use of the trim system in the aircraft may take a few flights before the pilot is proficient operating it. First, set the primary attitude with the primary controls then use the trim devices to diminish the control pressures. To see how well the aircraft is trimmed, reference the performance instruments



altimeter, airspeed and vertical speed indicators. How well did I do?

Manual and electric are two types of trim systems found in aircraft. During a preflight how many times have you positioned the trim system full travel trim up and down (count the trim wheel turns)? Is the trim system new to you or is the plane just returned out of maintenance? I highly recommend the pilot perform a full trim system travel operation. I also recommend a pilot who is new to the aircraft use the manual trim on the first few flights to get true flight control feedback to the pilot's finger tips. Adjusting the trim after altitude level off and making power changes while maintaining altitude are good tasks to become familiar with the aerodynamic forces on the primary controls and use of the secondary trim system controls. Next, start introducing the drag components like gear and flaps and note the pressure feedback to the primary controls. These tasks at altitude will provide the pilot valuable finger tip feedback. Use the "No Hands" or guard the primary controls while flying the plane solely using the trim system when level (they are minor adjustments). There are two types of yoke or stick grip I reference "Gorilla grip and finger tip flying" Obviously gorilla grip is a term used for the strength it takes to overpower the forces on the controls. Usually, because of an out of trim airplane and nerves the first time a pilot uses or does not use a trim system in an unfamiliar airplane. Practice finger tip flying with balanced controls. I reference the trim travel indicator anytime I make a trim adjustment to verify its position. This can be seen mechanically near the trim device or remotely as commonly seen in the G1000 avionics displays.

Once the trim system is mastered manually in all configurations, now it's time to introduce the electric trim. Before using the electric trim, a system review of trim operations in the airplane flight manual (AFM) are required, limitations, system operations, system failures and most importantly the disconnect procedures. I often find pilots asking me, where did you find the information on this topic, this is when I pull out the AFM and reference it in the appropriate sections, why because it's important information.

The electric trim system is a comfortable and easy way to trim the plane; however this technique takes a few lessons to understand the trim speed and anticipation factor of how much trim is required for different phases and configurations of flight. Electric pitch trim is commonly found in light general aviation aircraft. Electric rudder and aileron trims are installed in many high performance GA airplanes. Trimming the airplane for approach and landing is critical to a stabilized approach and landing. If the plane is properly trimmed for an effortless flare and round out, it will likely produce nice landings. If out of trim the pilot is working against the forces to stay balanced through the flare and round out. Proficiency begins by recognizing a deficiency. Some pilots may not recognize the deficiency from their routine. This is dangerous. Test your proficiency by answering this question: Do you land the aircraft on the runway centerline and in the touchdown zone each and every landing?

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Last Updated on Tuesday, 27 October 2015 12:01

• [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.

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- [PIREPS December 2012](#)
- [PIREPS October 2012](#)
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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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