

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

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### Clay Hammond: Premier's New Representative For North And South Carolina.



Aviation industry veteran Clay Hammond has joined Premier Aircraft Sales as the company's new sales representative in North and South Carolina.

"The North and South Carolina areas have been very active for us this year and I'm so very happy to have someone with Clay's experience and expertise on-board to serve our clients and prospects," stated Fred Ahles, Premier's president and founding partner, "As some of you know, Clay is stepping in for long-time sales representative Ryan Ramos, who has accepted a senior international sales position with HondaJet."

Hammond comes to Premier as a past representative for both Piper and Cessna. He has been a licensed pilot since the age of 16 and is currently a CFII with single- and multi-engine instrument ratings. To date, Hammonds has over 4,500 hours and has flown some 74 different types of aircraft.

"This is a very exciting opportunity for me," Hammond said, "I've been in aircraft sales and support for a long time and Premier has always been one of those companies that did business the right way. Customer satisfaction is priority number one."

"Along with being the area representative for Diamond's family of single- and twin-engine aircraft, Clay will also handle sales of a variety of pre-owned aircraft," Ahles said. "Along with that, he will also offer brokerage services for anyone wanting to sell their aircraft."

"I'm really looking forward to being able to take a new DA-40 around the territory to introduce myself and these wonderful aircraft to everyone," Hammond said.

If you are in the market for a new or quality pre-owned aircraft, please contact Clay at (404) 406-0706 or email: [clay.hammond@flypas.com](mailto:clay.hammond@flypas.com)

### Now Available: MICRO Vortex Generators For Diamond Twins; Mooney Installations Remain Popular Performance Upgrade.

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

Diamond's amazing DA42 light twins have a well-earned reputation as "the safest aircraft in general aviation." And rightly so. When you start to look at all the elements that make an airplane "safer" you see that no other manufacturer goes to the lengths that Diamond does.



While their safety and ease of flying are unprecedented, there are ways to make even the "safest" safer. Premier Aircraft Services, the number-one Diamond service center in the southeast can now install MICRO Vortex Generators to your DA42.

Created by MICRO AeroDynamics, Inc., the MICRO Vortex Generators for the Diamond DA42, DA42 NG and DA42M-NG models provide a number of performance benefits including a reduced Vmc, a dramatic improvement in low-speed stability, lower stall speeds, reduced accelerate-to-stop runway distances and overall improved safety.

The FAA STC'd kit includes a set of small aluminum vortex generators that are mounted partial span on the wings and on both sides of the vertical stabilizer.

As one owner put it, "The MICRO VGs do everything you said they would do and more. The tail of my airplane thinks it's four feet taller and the rudder thinks it's two feet longer."

Price for the DA 42 MICRO VG kit is only \$3,495, including installation. For more information or to schedule an installation appointment for the MICRO VGs on your DA42, please call Art Spengler at 954.771.0411 or email: [art.spengler@flypas.com](mailto:art.spengler@flypas.com). Click here for more information. [http://www.microaero.com/CS\\_PDF/Diamond/DA42\\_CS.html](http://www.microaero.com/CS_PDF/Diamond/DA42_CS.html)

And don't forget: the MICRO Vortex Generator is also available for Mooneys, too. prices vary by model, so call for pricing.

## Check Out Our New Website, Social Media and Controller Ads!

Cathy Ahles, VP Marketing and Business Development



At Premier, we are always searching for ways to make it easier than ever for people to get the information they need for aircraft on the market, and keep up with news and information about general aviation.

Check out our new website at [www.flypas.com](http://www.flypas.com), where it's easier than ever to see what's for sale on the market today.

And we've beefed up our social media presence, too! Check out our revised Facebook and LinkedIn pages, our better-than-ever YouTube channel, and our new Twitter, HangarChat and Premier Blog. Finally, our Controller ads now feature this week's best deals on aircraft for sale, while our Controller online advertising has the full line of aircraft for sale.

## Customer Profile: Georg and Gustavo Noah.

### Georg Noah uses his Diamond DA40 to help his son chase down his dream of reaching the 2016 Olympics.



What does the centuries-old Korean martial art, Tae Kwon Do have to do with a 21<sup>st</sup> century Diamond DA40 XL? Not much, unless you are Georg (yes, there's no 'e') Noah and his 13-year-old son Gustavo "Gus".

Georg uses his recently purchased Diamond DA40 XL to fly Gus around the U.S. to compete in Tae Kwon Do tournaments. To the Noah's, this is serious stuff. Gus recently earned four gold medals at the World Championships and has his aspirations set squarely on joining the U.S. team in Brazil for the 2016 Olympics.

Like most aviators, Georg had the dream of flying for the airlines. "I was actually taking my instrument check ride on September 11, 2001 and was in the air when the first tower was hit," he said. "That put an end to my commercial flying career." But not to his flying: he bought a RANS S12 and flew it off a grass airstrip in south Miami for a few more years.

But, as is too often the case, he just got too busy to fly for fun and his RANS was sold. He stayed away from flying until earlier this year when he, his wife, Mercy and Gus were yet again taking the nearly 13-hour drive to their vacation home in northeastern Georgia.

"My wife just turned to me and asked, 'Why don't we have an airplane? You're a pilot...'", he said. "What pilot doesn't want to hear his wife say that?"

So with marching orders from the Mrs., Georg and Gus started searching for an airplane in earnest. "I looked at them all and read everything I could," he said. "I didn't know much about the Diamond DA40, but I wanted something with the highest safety rating I could buy. I just fell in love with it."

Georg said that what he likes most about the DA40 is the control responsiveness. "Yokes always aggravated me. The stick is so quick and sports car-like," he said. "It's a real joy to fly. It's always a shame to have to land."

While he knew what he wanted, finding the particular pre-owned DA40 that fit his needs proved to be a problem. "I spent four-months searching on my own and was disappointed with every plane I looked at," Georg said. "Then I met Jeff Owen from Premier. Jeff took the time to find out what I wanted and went all the way to California to find a very low time, 2005 model that met my requirements."

The DA40 was immediately adopted into the family. As soon as they took delivery they christened its tail with decals depicting a Korean dragon and a pictogram of the Korean word for Tae Kwon Do. "On the other side we have started a list of all of Gus' championships," Georg said.

Now that his dad has his 'new' DA40, Gus said being able to fly would not only cut their travel time to tournaments by more than half, they would actually be able to travel to more tournaments. "We used to drive 10 or more hours to compete in Georgia," he said. "It was a very long and boring trip for me," he said. "Now we can make it in just over three-hours. That sold me."

"Gus is all about speed," Georg said. "For me, it means he won't miss as much school. We can leave on Friday morning and fly home on Saturday afternoon after the tournament. Instead of competing in one event a month, we can now do three."

Gus also said that after he builds some time in the DA40, he wants to get his pilot's license to help his dad with the flying chores. He sees quite a few similarities between flying and Martial Arts. "They both take discipline, focus, patience and control," he said. "Eye-hand coordination is critical in both." In fact, loosely translated Tae Kwon Do means "the way of the eye and hand." Sounds like the makings of a good pilot.

While the entire Noah family is very happy with their 'new' DA40, Georg said his wife is already looking for their upgrade. "She really, really likes the D-JET," he said. "But no matter what it is, when it comes time for me to upgrade to my next plane, I will come straight to Premier Aircraft Sales without hesitation. Jeff and everyone there have far exceeded my every expectation."

Update: The entire Premier Aircraft Sales team would like to congratulate Gus on winning for events during his most recent tournament in Dallas. An event that he and his father flew to in their DA40. Way to go Gus!

### Diamond's D-JET Makes A Special Appearance At Oshkosh 2012.



The amazing Diamond D-JET took a short hiatus from its grueling flight test schedule to visit the "Jet-Day" static display at last month's Oshkosh AirVenture fly-in.

"The D-Jet program has continued to make steady progress through the industry-wide turbulences of the past several years," stated Peter Maurer, president and CEO of Diamond's Canadian operations. "We are nearing 700 hours of D-JET development flight test time, and are very pleased with the results."

Maurer said that ongoing flights have focused on verifying compliance with the FAR Part 23 Flight requirements, specifically handling, stability and control throughout the weight-and-balance envelope, tests of stall speeds and stall characteristics. Maurer also said that ground tests are also progressing smoothly.

"At this point the aerodynamic configuration is frozen," he said. "We are now focusing on the production of tooling for S/N 004. Once 004 is flying, it will take approximately another year to receive Type Certification."

Maurer stated that current projections are to begin D-JET deliveries in the third-quarter of 2014.

"We look forward to the day that we start deliveries of the D-JET," he said, "And [we] are most grateful for the patience and loyalty demonstrated by our customers, our business partners and our employees."

### The Proficient Pilot: Clearing The Air About Density Altitude.

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



As we suffer through one of the hottest summers on record, pilots all over the country are suddenly having to deal with density altitude – even at airports where this usually isn't an issue.

In case you've forgotten the density altitude chapter from your Private training, here's a short refresher: Density altitude is the altitude that the aircraft feels like it's at or more accurately, performs like it's at.

Density refers to the distance between each molecule of air. On a standard day the molecules are a nice family all packed in tightly together. But, as the temperature increases these molecules will start to spread apart, which dramatically reduces a wing's ability to create lift and a propeller's ability to create thrust.

What to remember about an increase in density altitude:

1. Increases takeoff distance, True Airspeed on approach and landing, and landing roll
2. Reduces Rate of Climb
3. Ground effect is not as apparent so the cushion of air as you touch down may not soften your arrival like on a standard day.

What does all this mean to you? Say you're getting ready for a noon takeoff at a high elevation airfield and that the field's elevation is 8,500 feet above sea level. Well, with density altitude figured in, your aircraft could well perform like it's taking off from a field at 12,500 feet.

And it can impact your aircraft on any airport at any elevation. Pump up the ambient temperature and humidity into the 90's and your high-performance single suddenly flies like an LSA taking off from a muddy field.

While you can't see density altitude, you sure can plan for it. When you are planning a flight from an airport elevation of feet 2,000 feet and the temperature is higher than normal standard it will increase your ground roll, while reducing climb rate.

Seven Steps to help you avoid the traps of high-density altitude days:

#1 – Locate the aircraft's AFM and look at the pages for ground roll and climb gradients, compare them with different temperatures at MGTW. Do one for winter, one for spring temps and one for the hottest day of the year and write down the takeoff roll and distance to clear 50 ft obstacle for each. Understand your aircraft's performance.

#2 – Depart early morning or early evening

#3 – Reduce the MGTW to 90% or less

#4 – Determine the midpoint of the runway and if you are not airborne and see a positive rate of climb by that point then abort

#5- Double check weight and balance and only load enough fuel to complete the flight safely

#6 – Use the correct mixture setting for takeoff for max performance (normally aspirated engines)

#7 – Use shallower climb angles for better engine cooling

#8 – If you don't have the added benefit of turbocharging, practice proper pre-takeoff leaning techniques (See below)

Pilots flying normally-aspirated aircraft have the added challenge of leaning their aircraft before departure. Yes, it makes a big difference. Removing the over rich condition at a high density airport means better performance and no surprises.

Here are some tips to help you get the most performance out of your engine on high-density days:

1. Refer to your engine operating manual for your aircraft for proper procedures
2. Run up to FULL POWER
3. Slowly LEAN the mixture and watch the RPM's increase until they reach max before dropping off
4. Enrichment on the mixture for max RPM and continue enrichment to 100 deg on the EGT analyzer.

As you can see, there's no mystery to taming density altitude. Just be aware and plan ahead.

### **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.

"Praise God, 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.

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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 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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