

PIREPS September 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

In this issue:

- [Join Premier at the Upcoming Southeast Aviation Expo at the Greenville Downtown Airport Sept. 28-29](#)
- [Premier Aircraft Sales Announces Centurion 2.0 Turbodiesel Engine Retrofit Programs For Cessna 172 and Piper PA-28 Series Aircraft](#)
- [Premier Adds Two Sales Reps in Key Locations](#)
- [Diamond's New DA42-VI Is Creating A Buzz With A Long List Of Performance Enhancements](#)
- [Diamond DA40 XLS Tops The *Best Of Luxury* List For Piston Engine Aircraft](#)
- [Mountain Air Country Club: A Pilot's Dream Destination](#)
- [The Proficient Pilot: Transitioning To High-Performance And Complex Aircraft](#)
- [Off Roadin': Diamond Introduces DA40 Tundra Edition In Europe](#)

Join Premier at the Upcoming Southeast Aviation Expo at the Greenville Downtown Airport Sept. 28-29



Travis Peffer, Premier's new Regional Sales Manager for the southeastern states, is inviting Premier customers to view the latest in aviation products and services at the Southeast Aviation Expo Friday, Sept. 28 from 1-6 p.m., and Saturday, Sept. 29 from 9 a.m.-3 p.m. The Expo will be held at Greenville, South Carolina Downtown Airport (GMU) and is hosted by the South Carolina Aviation Association. "This is a great event if you want to look at new aircraft from the major manufacturers, get information from suppliers and talk to tax and financing professionals," says Peffer. Greenville Jet Center is providing free tie-down space and generous fuel discounts to fly-in attendees.

National Business Aviation Association (NBAA) President and CEO Ed Bolen will be the keynote speaker on Friday at 1:30 pm. By advance arrangement, Peffer will be available to demo a DA40 or pre-flown Mooney after the show on Saturday. Contact him at travis.peffer@flypas.com or (954) 812-0737.

Premier Aircraft Sales Announces Centurion 2.0 Turbodiesel Engine Retrofit Programs For Cessna 172 and Piper PA-28 Series Aircraft.



Premier Aircraft Sales, Inc., and its maintenance arm, Premier Aircraft Service have unveiled a new program to retrofit the prior-generation Lycoming engines that power Cessna 172's and Piper Warriors with new 135-horsepower Centurion 2.0 turbodiesel engines.

"We did a soft announcement during Oshkosh and the program has as already drawn considerable interest from owners of legacy Cessna 172's and Piper Warrior II's and III's," explained Art Spengler, Vice President of Operations, Premier Aircraft Sales, Inc. "The recent announcement that Continental Motors purchased Centurion has really given the whole turbodiesel program a shot in the arm. Owners are now confident that the engine will be supported well into the future."

Spengler stated that initially Premier is going to offer retrofit packages to owners of eligible 172's and Warriors.

"The first phase of the program is available for up to Cessna 172 (year & model) and Piper Warrior II and III," he said. "Because of some software issues between the engine's controller and the Garmin avionics, our retrofit program is currently only available to non-Garmin G1000-equipped Cessna's and Pipers. We're hoping that Continental and Garmin will get those ironed out soon so we can add the current aircraft to the list."

Spengler explained that along with the new Centurion 2.0 liquid-cooled, turbocharged diesel engine, Premier's retrofit will also include a new 3-blade, constant-speed MT composite propeller and an advanced full authority digital engine control (FADEC) system.

"The FADEC uses one lever to control a computer that makes all the adjustments to the engine, fuel flow, and propeller," Spengler said. "You push it forward to go fast and pull it back to go slow. It's the simplest system and once a pilot flies with FADEC, they don't want to go back to juggling the throttle, prop and mixture."

While easier starting and engine management is a great benefit in itself, 172 and Warrior owners will get a lot more when they switch to the Centurion.

"Typically, a 172 pilot will see a fuel burn of under four (4) gallons-per-hour at 113 knots," Spengler said. "Push the throttle up to 128 kts, and the fuel burn is still only four point eight (4.8) GPH. It's about half of what a Lycoming will burn at those power settings. On top of that, you're now burning Jet-A, which is much less expensive than Avgas, not to mention readily available around the world."

"Right now the TBR (time between replacement) is 1,500 hours for the Centurion 2.0," he said. "At today's prices, the typical owner would save around \$65,000 in fuel alone compared to burning Avgas. When Continental completes progressive extension program and gets the TBR up to its 2,400 hour goal, the overall fuel savings will be even more substantial."

Everything old is new again.

Of course the folks at Premier aren't stopping at just giving your trusty 172 or Warrior a new engine and prop. Spengler said that the company is also offering the option of giving her a complete makeover including custom paint, interior, windshield and avionics.

"Right now we're talking with our prospective customers to gauge what levels of work they want done and what types of avionics they're looking for," Spengler said. "Once we have a better feel for what they want, we will be able to put some very attractive packages together."

While currently the retrofit is only available to current 172 and Warrior owners, he said that Premier is exploring the possibility of creating "Premier Edition" 172's and Warriors. "Our goal is to find really good airframes then give them a complete upgrade including the Centurion engine, paint, interior, avionics and even air conditioning," Spengler said. "It would basically be a 'new' airplane at the fraction of the price."

For more information on Premier's retrofit program, please contact Art Spengler at: (800) 903.8402. Or email: art.spengler@flypas.com

Premier Adds Two Sales Reps in Key Locations

Mike Payne will be Premier's representative in Canada while Travis Peffer will cover the Southeast US



Mike Payne



Travis Peffer

Premier Aircraft Sales, Inc. has positioned new sales reps in two key locations in North America.

“For Premier, the concept of ‘close to the customer’ refers not just to nurturing our professional relationships with our clients, but also having a presence in strategic locations that make it easier to call on customers or have them visit us,” says Fred Ahles, president of Premier Aircraft Sales. “The used aircraft market is growing across the globe, and our aircraft sales professionals have exceptional backgrounds selling the Beechcraft, Cessna, Diamond, Mooney and Piper lines.”

Travis Peffer will represent Premier in the Southeastern US. Prior to joining Premier, he was VP of Global Aircraft Sales and Acquisitions for a company specializing in mid- and large-cabin jets. Before that, he managed the West Africa territory and sold the full Cessna product line for Africair; he started his career with Cessna Aircraft Company. Peffer is particularly knowledgeable about the Cessna market and is the new Diamond Aircraft representative in the Southeast. He replaces Clay Hammond, who left recently for a flying position. Peffer has over 550 hours total time and holds an instrument rating. Contact him at: travis.peffer@flypas.com or (954) 812-0737.

Mike Payne brings over 30 years of aircraft sales and support experience throughout Canada. He has represented Cessna, Diamond, Innotech-Execaire and Embraer Executive aircraft throughout the country, and is particularly expert in Cessna and Diamond products. He has also served as the co-chairman of the Canadian Business Aviation Association’s Ontario Chapter. Payne is an instrument-rated pilot with over 3,300 hours total time and holds multi-engine, glider and seaplane ratings. Contact Mike at: mike.payne@flypas.com or (905) 883-0320.

Diamond’s New DA42-VI Is Creating A Buzz With A Long List Of Performance Enhancements



From the day it was introduced, the Diamond DA42 has been nothing if not the most advanced light twin on the market. And that tradition continues with the recent arrival of the brand new DA42-VI here in the United States. It may look pretty much the same, but the “Dash-6” introduces a host of performance enhancements.

For example, this popular twin’s tweaks have resulted in a 919 ft. ground roll and a substantially higher initial climb rate, making operations out of short runways easy. Plus, peg the airspeed at 120 knots and its published maximum climb rate is 1,800 fpm at sea level and around 1,000 fpm at FL180.

Add its impressive climb rate to the extended range and the low fuel consumption of only 10 gallons per hour, and it's easy to see that the DA42-VI is the most efficient aircraft on the market.

Its range and fuel-sipping efficiency are thanks to its pair of Jet-A1-powered AE300 turbocharged common-rail injected 2.0 l diesel engines, which together produce 336 total horsepower. The whole system is controlled by a simple-to-operate single-lever Electronic Engine Control system.

Push the power levers all the way forward and the DA42-VI produces a maximum true airspeed of 200 kts at FL160 and above. Pull back for economy and you're still zipping along at 175 kts.

According to Jeff Owen, VP Sales at Premier and undisputed DA42 expert, the improvement of today's DA42-VI goes hand in hand with the development of new generation of turbo diesel engines by Diamond. The extension of the TBO for the AE 300 series of aircraft engines from 1,000 hours up to their current 1,500-hour TBO and further extensions in the future, demonstrates Diamond's commitment to innovation and the continued quality improvement of their products.

"Diamond's goals with these latest upgrades are to reduce fuel consumption and operating costs, while at the same time improving performance such as the maximum speed," Owen said. "The aircraft's long-range endurance, advanced avionics and extremely low fuel consumption of the Jet-A1-powered engines underline Diamond's effort to make flying more environmentally friendly, too," he noted.

If you want to see more, there's a new DA42-VI video posted on AOPA's website at:

<http://www.aopa.org/AOPA-Live.aspx?watch=%7BA68F5097-F7B3-46F8-A2B3-A917215A6C1D%7D>

For more information on the exceptional new DA42-VI contact Jeff Owen at (954) 771-0411 or jeff.owen@flypas.com

Diamond DA40 XLS Tops The *Best Of Luxury* List For Piston Engine Aircraft.



The judges at Best of Luxury, the authorities guide to affluent living (www.bestofluxury.com) sure know a good thing when they see it. That's why they recently selected the Diamond DA40 XLS and Diamond Aircraft as the number one private aircraft provider for August 2013.

According to the company, the five benchmarks used to compare piston aircraft companies include safety, comfort, handling, reliability and performance. The Diamond DA40 XLS came out on top in all five categories.

It's also very interesting to note that the Mooney Acclaim Type S – another airplane that is sold and supported by Premier Aircraft Sales – took the number five spot on the August 2013 list. Proof that even while it's currently out of production, the Acclaim Type S is still a better overall value than many other new piston singles.

Mountain Air Country Club: A Pilot's Dream Destination

Fred Ahles, President, Premier Aircraft Sales



As I returned from a Labor Day weekend at Mountain Air Country Club in North Carolina, I couldn't help but marvel at the spectacular Blue Ridge Mountains setting and thank God I learned to fly. My family has had our summer home there for 15 years, but despite dozens of visits over many years it never fades away – that sensation of leaving my cares in the wind as I turn final over the valley and begin my descent into 2NCO.

Mountain Air's 2,875 ft. private runway is only one reason that some 25% of the members are pilots. For those who are long on obligations and short on free time (like most pilots I know), this private fly-in community makes it easy to grab weekend getaways or longer stays from locations like the Northeast, South Florida, Texas and beyond. The amenities are superb: world-class golf and award winning golf learning center, swimming pool perched high on the mountain with 100-mile views, tennis, 13 miles of hiking, mountain biking, six community parks, organic gardening, spa treatments, exercise rooms, challenging daily classes by our personal trainers, a movie theatre and casual and formal dining with a menu that rivals any. There's special attention paid to the kids, so they don't have to hang with Mom and Dad: Club Chautauqua has organized crafts, activities and a game room. The Nature Center, with a full time naturalist, organizes outings like zip-lining, white water rafting, horseback riding, star gazing, runway astronomy and wildlife walks. The list goes on and on.

Many friends and customers ask, "Can I visit Mountain Air?" The answer is an enthusiastic "yes!" This fall is an ideal time to pay a visit and experience the community. Becky Stiles would love to extend good old-fashioned Mountain Air hospitality – just contact Becky at 800-247-7791 (office), 828-284-0806 (cell) or bstiles@mountainaircc.com to arrange your visit. Oh, I forgot to tell you: we also have a beautiful Lodge on the very top of the mountain, just a short walk from the runway, and real estate guests are extended a special golf rate on the highest course east of the Rockies.

If you want to fly in, however, there is some preparation that needs to be made. Landing on a short mountaintop strip with somewhat unpredictable winds requires skill, and that's why the Mountain Air Pilot's Association has prepared a safety orientation video it requires all pilots to watch: <http://www.mapilots.org/firsttimepilots.asp>. When you talk to Becky about your visit, she will be glad to provide you with the necessary information and a permission number to land at Mountain Air. Otherwise, enjoy an easy drive from Asheville Regional Airport (KAVL), an 8,000 foot runway with an ILS about an hour's drive from Mountain Air. To see the beauty and the Mountain Air lifestyle go to: <http://vimeo.com/6816189>.

The Proficient Pilot: Transitioning To High-Performance And Complex Aircraft

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



One of the great things about being a pilot is transitioning up to aircraft with more power and performance – fixed gear to retractables. Piston to turbine. Single to twin. Turbine to jet. The list goes on and on.

If you think you are ready for the fast lane, the best and safest first step is to do a bit of homework and consider the amount of time to dedicate for initial and proficiency training. It often takes more time than you think.

I'll highlight a few points that will help you to make the transition. First, start with the FAA requirements FAR 61.31 (e) (f) for obtaining the CFI endorsements for complex and high performance aircraft. The endorsements are required for operating aircraft with retractable gear and over 200 horsepower.

Next, and often hardest step, is finding a qualified instructor who is really familiar with the characteristics of the high performance aircraft you plan to train in. Being familiar with a Bonanza is not the same as being on top of a Mooney Acclaim Type S. They're both great complex airplanes but they have distinctively different personalities.

And another thing is make sure your instructor is familiar with the operation of new-generation avionics in that make and model of aircraft. New age aircraft are designed to reduce single pilot workloads in complex and high performance aircraft. But, you have to be familiar and comfortable with it to keep it from overwhelming you at critical times. The memory flow and checklist verification method is a tool that pilots who are operating high performance aircraft use to maximize safety and efficiency.

Your insurance carrier will probably require a qualifying school that is approved to instruct in the type of aircraft you want to operate. Most pressurized aircraft fall under this type of training program.

The next step is dedicating the time you need. It's probably the most important element to gaining proficiency in the initial training. A prepared syllabus will identify the areas of importance. If you're making a big leap up into turbine or even jets, your plan should include a mentor to participate and support your initial operating experience. (Your family and insurance company will be happy you did.)

Again, make sure your mentor is truly familiar with your particular aircraft. Just because they've got thousands of hours in an air transport aircraft doesn't mean they're up to speed with the particulars of your new high-performance aircraft.

And it's not just the hard stuff that you have to get comfortable with. You need to spend a lot of time with the situations you'll find every day. One task that I feel is not practiced near enough is the go-around or rejected landing.

A high performance aircraft engine can exhibit high propeller torque effect so understanding aileron inputs and adverse yaw effect are important to apply the correct aileron and rudder pressures for coordinated flight.

Many complex aircraft also have a retractable gear system with a normal operating mode and alternate extension modes. You must become familiar with its normal and emergency operations and limitations. Each manufacture has a different procedure for operating its landing gear. Speed limitations for retraction and deployment. And the indication systems are different. Some have a three green and some have a single green indicator for all three landing gear.

Too many accidents have been the result of a pilot trying to fly the airplane and familiarize themselves with the emergency procedures at the same time. Practice or at least simulate these situations while your instructor is in the right seat and the sun is shining.

Transitioning up to a high-performance aircraft is fun. Just make sure you do it right to keep it safe.

Off Roadin': Diamond Introduces DA40 Tundra Edition In Europe.

AvWeb's Editor-In-Chief Paul Bertorelli posted an interesting video of his recent flight in an off-road DA40 equipped with "big, honking, tundra wheels."

According to the video, the Austro turbodiesel-powered aircraft isn't a hard-core bush plane, but its EASA certified for operations on rough, unimproved runways. Apparently, the Tundra version is proving to be extremely popular for operations throughout Russia and Western Europe.

Check out AvWeb's video at: www.youtube.com

PIREPS © 2013 is a publication of Premier Aircraft Sales, Inc. All rights reserved.
No part of this publication may be reproduced in whole or in part without the prior written consent of Premier Aircraft Sales, Inc.

Last Updated on Wednesday, 11 September 2013 12:47

- **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,...

[Read More...](#)

Recent PIREPS

Can A Personal Plane Offer Big Business Benefits?

- **PIREPS January 2017**

- [PIREPS September 2016](#)
- [PIREPS August 2016](#)
- [PIREPS June 2016](#)
- [PIREPS March 2016](#)
- [PIREPS December 2015](#)
- [PIREPS October 2015](#)
- [PIREPS August 2015](#)
- [PIREPS June 2015](#)
- [PIREPS April 2015](#)
- [PIREPS February 2015](#)
- [PIREPS December 2014](#)
- [PIREPS November 2014](#)
- [PIREPS May 2014](#)
- [PIREPS March 2014](#)
- [PIREPS February 2014](#)
- [PIREPS September 2013](#)
- [PIREPS July 2013](#)
- [PIREPS May 2013](#)
- [PIREPS March 2013](#)
- [PIREPS February 2013](#)
- [PIREPS January 2013](#)
- [PIREPS December 2012](#)
- [PIREPS October 2012](#)
- [PIREPS September 2012](#)



(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.

PIREPS Archive

[PIREPS May 2012.pdf](#)

[PIREPS April 2012.pdf](#)

[PIREPS March 2012.pdf](#)
[PIREPS December 2011.pdf](#)
[PIREPS November 2011.pdf](#)
[PIREPS September 2011.pdf](#)
[PIREPS July 2011.pdf](#)
[PIREPS Winter 2010.pdf](#)
[PIREPS Fall 2010.pdf](#)
[PIREPS Summer 2010.pdf](#)
[PIREPS Spring 2010.pdf](#)

[PIREPS January 2009.pdf](#)
[PIREPS February 2009.pdf](#)
[PIREPS March 2009.pdf](#)
[PIREPS April 2009.pdf](#)
[PIREPS May 2009.pdf](#)
[PIREPS June 2009.pdf](#)

[BUY A PLANE](#) | [SELL A PLANE](#) | [MAINTENANCE](#) | [CONTACT US](#) |

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

© Copyright 2004 - 2017 PREMIER AIRCRAFT SALES, INC. Legal Disclaimer