

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 and Diamond Aircraft. Plus, each month, you'll get tips on aircraft ownership, safety, maintenance, and a lot of other insights that will help you get the most out of the aircraft you already own or are planning to buy.

Premier's Upcoming Schedule Of Events

FAAST for Wings Credit @ Mountain Air

The Mountain Air Pilot's Association (MAPA) is hosting an FAA FAST Team Safety Seminar presented by Bob Sutherlin.

Saturday, May 30

9:00 a.m. to 12:00 p.m.

Mountain Air Fly-In Community

30 Mountain Air Drive, Burnsville, NC

Pre-registration is required for non-MAPA members.

For information, call 850.862.5600

Texas Aircraft Expos

See all the latest general aviation aircraft models in one day at an airport near you. Plus, get information on insurance, taxes and financing.

San Antonio

Thursday, April 16

Cutter Aviation

San Antonio International Airport (SAT)

Georgetown

Friday, April 17

Georgetown Jet Center

Georgetown Municipal Airport (GTV)

Texas Expos are from 2 p.m. to 7 p.m. each day. Dates and locations subject to change. For more information visit:

www.TexasAircraftExpo.com or call Grant Rubinson at Premier

Aircraft Sales: 800.564.2463.

Sun 'n Fun

The Premier Aircraft Sales team will be at Sun 'n Fun with the new 2009 Diamond and Mooney models. We will also have a DA40 equipped with the new DA40 Cabin Cool air conditioning system on display.

Tuesday, April 21 through Sunday, April 26

Lakeland, Florida

www.sun-n-fun.org

Premier Makes Owning A Diamond DA40 Even Cooler By Introducing The DA40 Cabin Cool™ Air Conditioning System.



Premier Aircraft Sales, Inc., North America's largest Diamond Aircraft dealer has received an FAA Supplemental Type Certificate (STC) for its new DA40 Cabin Cool™ air conditioning system for Lycoming engine powered Diamond DA40-series aircraft.

Premier has invested more than two years of research and development to earn the STC. As the STC holder, Premier will be the only service center in the world approved to do the installations.

"It's been challenging to earn the FAA STC for the system – it's a lot bigger commitment than most smaller organizations would be in the position to undertake," said David Pomerance, a Premier partner, chief operating officer and manager of the air conditioning project. "But, DA40 customers are really excited about what it will bring to their airplanes. That makes it all worthwhile."

"It's a quantum leap forward in the comfort features available in the DA40, which is already considered 'the best first airplane to own,'" explained Premier President and Founder Fred Ahles.

"Even in this economy the Diamond DA40 continues to sell because it provides an amazing balance of performance, safety, and capability – all at a very low cost of ownership," Pomerance continued. "We listened hard to the marketplace and one thing we've learned is that air conditioning will make owning a DA40 an even better experience. That's why we said, 'Let's build it.'"

The 10,000 BTU DA40 Cabin Cool system can cool down a DA40's cabin to very comfortable temperatures even on the hottest days. "I've flown it in the middle of summer here in Fort Lauderdale and I can say it makes the cabin a lot more comfortable," Pomerance said. "We already have DA40 owners scheduling their installations."

After his first flight with Cabin Cool, Premier VP Earle Boyter was ecstatic about the reduced cabin noise. "With Cabin Cool, AC comes from the overhead vents and new rear cabin vents. You close the instrument panel vents and the cabin gets much quieter." (In fact, in PAS flight testing, Db ratings are reduced 11 Dbs with the front vents closed.)

For more information please call Wes Dale at 866.875.4347 or e-mail Wes at Cabincool@flypas.com.

(Editor's note: If you are going to Sun 'n Fun, stop by the Diamond display. Premier will have a DA40 equipped with the new DA40 Cabin Cool air conditioning system on display.)

Premier Diamond DA400 XLS Owner Profile: Linda and Dean Spanos.

Linda Spanos. Owner, Diamond DA40 XLS, N239DC



I got my private pilot license when I was 24 years old and after my husband Dean got his license we bought a Piper Warrior. We sold our airplane when I learned I was expecting our daughter. As fate would have it, our baby girl was born with many complex medical problems.

After five years of intense medical care Paige was well enough to take family trips and the first place she wanted to go was to see Mickey at Disney World. We liked Florida so much that we ended up buying a condo in Cocoa Beach which is now our second home. Paige has gotten steadily better and she loves to travel. We took her to a local EAA Fly-In three years ago and she got a Young Eagles ride in a Piper Cub. She loved every minute of it. The next day as Paige was looking through some old pictures, she found one of me taken the day I first soloed. She said, "Mom, how come you don't fly anymore?" She really struck a nerve that day and my husband and I decided that our Christmas present would be to go to Florida and get current again after 18 years!! That's when we saw our first Diamond DA40. The pilot who owned it was nice enough to take us for a ride. I was so impressed! The DA40 was in a class all its own with its sleek composite body and control stick.

We bought our first G1000 equipped DA40 a month later. Since earning my instrument rating we've used our DA40 to fly between Florida and Pennsylvania and to other exciting business and vacation destinations from Canada and Niagara Falls (yes I flew around the Falls!) to Key West.

During a trip to Las Vegas this past Thanksgiving we rented a DA40 XLS and flew with an instructor over the Grand Canyon – we fell in love with it. So, after almost two years and 413 flight hours we decided to trade in our beloved DA40 on a new XLS loaded with the GFC700, SVT, TAWS, TAS, WAAS, more headroom with the larger canopy and a Hartzell two blade propeller.

With the Diamond DA40 XLS we get great fuel efficiency, and the knowledge that we have all of the necessary tools avionics wise to make flying as safe as possible. I knew this was true when, on a recent stop in Buffalo, we ran into some Southwest 737 pilots who told us that we have as much equipment, if not more, than they do!

I enjoyed working with Jeff Owen from Premier Aircraft Sales, and

appreciate his help in assisting us in getting exactly what we wanted, and for arranging the factory pick-up of our new DA40 XLS.

Currently I have 400 hours total time with about 250 of them in DA40's. What's next? My goal is to get my multi-engine rating in the Diamond DA42!



The Proficient Pilot: Getting The Most Out Of Your Aircraft's G1000 Avionics Suite – Part Six: Safe Taxi.

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

While a "fender bender" in your car is probably no more than an annoyance, any time two airplanes trade paint on the tarmac it's a potential disaster.

To help eliminate these dangerous ground encounters, the FAA administrator issued an industry "Call to Action" which would bring changes to aerodrome markings, ground control, air traffic and cockpit procedures along with introducing new technology.

Garmin's "Safe Taxi" system was recently introduced as part of the G1000 avionics suite to aid in preventing runway incursions. Safe Taxi shows your position on the taxiways as the aircraft moves along the taxiway. This enhanced situational awareness product has features to keep the pilot informed of potential "hot spots."

ICAO's definition of a hot spot is "a location on an aerodrome movement area with a history or potential risk of collision or runway incursion, and where heightened attention by pilots and drivers is necessary."



These critical areas are depicted on your G1000 display as red magenta circles around areas where taxiways and runways intersect. There are over 850 airports in the database, which is updated every 56 days with a subscription.

I make it a habit to write taxi instructions down at unfamiliar airports. Once copied, I draw a track on the airport diagrams I have with me. For example an ATC instruction reads taxi on "Sierra" and hold short of runway eight. N12345 cross runway eight and proceed to "Charlie" and hold short runway 13. Cross runway 13 to "Bravo to Bravo one."

Here is how I write it in shorthand.

1. S_8
2. C_13
3. B B1

That clearance has two runway crossings and by using the Safe Taxi information on the G1000, there is no confusion about whether not I will be encroaching a runway.

Of course taxiway signage is a great warning device while operating on the airport surface area. But with the view provided by the Safe Taxi system, it's nice to have the overview on an airport surface area to quickly see where my taxi instructions are taking me. With Safe Taxi I feel more confident taxiing at unfamiliar airports and I'm sure Ground Control appreciates me not having to ask for progressive taxi instructions.

Buy A New Airplane Now And Enjoy The Benefits For A Long Time.

Fred Ahles, President and Founding Partner, Premier Aircraft Sales, Inc.



During my 35 years in the aircraft sales business, I have met a lot of really interesting people. By economic definition, owning an airplane pretty much says you have "arrived".

I recently got a call from a prospective buyer that I must share with you. The man was calling about a Diamond Twinstar we had for sale. He asked a number of

questions about the safety advantages buying a Diamond offers. He was most intrigued with Diamond's industry leading safety record. Then he asked me the pivotal question, "Your ad says you take trades, will you take my Lear 24 on trade?"

I asked him why he was going from a Lear to a Diamond. He said, "My insurance company won't cover me anymore. They did last year when I was 84, but now that I'm 85, they want me to get something easier to fly and suggested a Twinstar." Just then, I heard a woman come into the room, and say, "Doctor, your patients are waiting." I said, God Bless you; still flying at 85—and you still are working?" He said, "How do you think I pay for a Lear?"

For all of you reading this, I hope you are still flying at 85 – and get a chance to fly a jet too!

Current Market Trends

As you might imagine, the current economic environment has made a lot of new and good used airplanes available—at great prices. Before the Wall Street meltdown, we were already in a fleet transition to glass cockpit airplanes. Non-glass airplane prices have free fallen and many great airplanes are available at never before available prices.

If you own a plane now and want to upgrade, you will probably never get a better opportunity. For example, if the plane you want is double the value of the plane you have, you will be able to trade up for a much smaller difference than last year. We have a number of used planes in stock right now that are great long term values.

The happy news for new airplane buyers, who use their plane for business, is that the government's new Stimulus Package has restored the fabulous tax advantages we had available in 2008. So, you can get a new airplane with all the latest Garmin G1000 technology with recently added improvements like WAAS, Synthetic Vision, Jepp Charts and LNAV approaches and save a bundle on your taxes, too.

More good news: Aircraft financing is readily available. Whether you are buying new or used, you will be able to get insurance and financing rates well below historical levels. As an example, we are getting brand new private pilots insured in new \$360,000 Diamond DA 40XLS's for about \$3500 per year. Rates have never been this low. Along with lower insurance rates, interest rates on loans are at all-time lows. Not long ago they were in the 9% range. Now, you can get an airplane loan for as low as 6%.

If you've been dreaming of your first plane, or to upgrade the one you have, there may never be a better time to buy than right now. Our sales reps have been trained to provide you with the best possible service during your purchase process. We will listen to your wants, needs and budget. We will help you navigate the steps through the decision making process, financing, insurance and training in your new plane. If you have never owned a plane before, email me (fred.ahles@flypas.com), and I'll send you a copy of our exclusive "Flight Plan to Ownership" brochure.

Get Ready For Summer Flying Season By Upgrading Your Aircraft Today!

Wes Dale, Director of Special Projects, Premier Aircraft Service



It's flying season again and now's the time to make those upgrades you've been thinking about all winter. Today's upgrades add safety, situational awareness, and the ability to complete a mission for a small percentage of the value of your plane. Upgrades are not only helpful to you now; they will be expected by the next buyer as you move up into your next aircraft.

Plus, as an added incentive, if you use your aircraft for business, many upgrades are covered under the current accelerated

depreciation guidelines meaning you may be able to write off part or all of the upgrade's cost in 2009.

Garmin upgrades are especially popular today, The company has been busy producing new software for all the G1000 aircraft to increase capabilities and add to your situational awareness.

Situational awareness is paramount to safety whether day, night, IFR, or VFR.

Now we can offer the Synthetic Vision for all Mooney and Diamond DA40 aircraft equipped with the G1000 and the DA 42 Synthetic Vision approval is on the horizon. The Synthetic Vision gives you the traffic depiction in 3-D using the factory TIS system but combined with the TAS 600 active traffic system, the TAS 600 will show traffic anytime, anywhere a transponder-equipped aircraft is in the vicinity. Premier has been installing Avidyne's popular TAS 600 active traffic systems for Mooneys and Diamond DA40s and 42s for quite a while now.

Premier is also installing the Garmin/ NOS approach plates capabilities on all G1000 aircraft. This allows a paperless cockpit and gives you SafeTaxi airport diagrams and Victor airways as well. We also install the Jeppesen approach plates that will show the aircraft in geo-synchronous real time on the approach plate as the approach, SID, or STAR is flown. As a high-time pilot working on my Instrument rating, having this displayed on the screen just amazes me.

WAAS is available on all of the G1000 equipped aircraft now, regardless of the autopilot installed. This allows glideslope approaches on most any GPS approach and reduces minimums to as low as 200 feet. The WAAS allows additional VLP or ILS-type vertical guidance approaches into hundreds of airports that previously had non-precision approaches.

If your Mooney or Diamond is equipped with the GFC 700 autopilot you can also install WAAS with the VNAV capabilities. This will literally enable your airplane to fly a complete flight including the approach with the click of a few buttons.

For those of you still flying without the benefits of XM weather, now's the time to get it. We can upgrade either the Garmin 430/530 or the G1000 with the GDL 69 receiver so you can get both weather and music at your fingertips.

On Mooneys, Premier is an authorized installer of Monroy long range tanks and 310 HP upgrades on Eagles, Ovations and Acclaims. We also install the highly desirable Hartzell three blade props on all Mooneys. If you are in need of fuel tank resealing, we do this work as well.

Please contact me for information and pricing on any of these upgrades. And don't forget to stop by at Sun 'n Fun to visit. I will be in the Diamond Booth this year showing off the new DA40 Cabin Cool air conditioning system.

Premier Aircraft Sales Is The Cover Story Of AutoPILOT Magazine's Florida Edition.

Premier Aircraft Sales and all the new Diamond aircraft are featured in the cover story of the March issue of AutoPILOT

magazine's Florida edition. The story talks about Premier's development of the new DA40 Cabin Cool air conditioning system and all the exciting new aircraft being introduced by Diamond Aircraft.

To read the whole feature story, [click here](#)

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