

Welcome to PIREPS! July 2011

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

Aviat Husky: Hand Built In The U.S.A.

Chris Kirk, Regional Sales Manager, Premier Aircraft Sales, Inc.

I recently had the privilege of visiting the Aviat Aircraft factory in Afton, Wyoming to pick up Premier's brand spanking new Husky A-1C! It's a tough job, but somebody has to do it.

Before we departed for home, Aviat's President, Stu Horn, arranged for a factory tour. Our guide was Brent Jensen, a 20-year Aviat veteran who has worked in every part of the shop. Brent's tour gave us a look at every step of the production of both the new Husky A-1C and it's stable mate the legendary Pitts Special.

From the moment you enter the factory, you can't help but to be struck by the feeling that you've stepped back in time. Instead of automation and computerization, every part of the Husky and Pitts is crafted, stitched, dipped, sprayed and assembled by the human hand.





Our first stop was the parts fabrication area. Here's where all the raw materials are crafted into the various sub-components. We saw the jigs used in the intricate welding of the metal fuselage structure and the unique metal gas tanks – an exclusive feature of Aviat Husky airplanes.

Everywhere you look you see true aircraft artisans working their magic. Experienced welders creating fuselages in one room, while next-door individual fiberglass pieces are expertly crafted. In the next area fabric wing and fuselage coverings are painstakingly stitched to create the skin of these classically beautiful airplanes.





The final assembly room is where all of the masterfully built parts come together. The process starts with a covered fuselage frame, which by the way was painted with seven coats of epoxy paint! Then all the parts and pieces are painstakingly assembled, tightened, tensioned and balanced to within precise specifications. After a final, and very thorough inspection, the finished aircraft is pushed out for her initial release and into the hands of its excited owner.



Husky's are truly "handcrafted" in the USA. As I stated before, the Aviat Aircraft factory is not an assembly line mass producing a "flying machine of some sorts," but a community of artists handcrafting some of the most incredible airplanes in today's market.

While I was truly sorry to have my factory tour end, I did receive a wonderful parting gift: I got to fly Premier's brand new Husky A-1C back home. But, that's another story...

If you haven't had the pleasure of flying low and slow in a Husky, contact us today and arrange a flight.

You'll be glad you did.

Lights, Camera And The Action Behind An Air-To-Air Photo Shoot For Plane & Pilot Magazine.

Jeff Owen, Regional Sales Manager, Premier Aircraft Sales, Inc.

We all love to read the latest aviation magazines. The stories are great, but let's be honest, it's those dazzling photos that we all want to see. Who hasn't spent their fair share of time fantasizing about some left seat time in this month's cover plane?



As pretty as they are, the great images we see in aviation magazines and brochures are not obtained by chance.

Flying close formation photo missions requires proper planning, experience, skill and an uncompromised respect for safety, not to mention a little luck where weather is concerned.

Being the "Premier" dealer for Diamond products in the US gives us the opportunity to do a lot of flying with the world's leading aviation writers and photographers. Recently, at the request of Diamond, I flew an air-to-air photo mission featuring our 2011 Diamond DA40 XLS "Premier Edition" airplane for a feature story in Plane & Pilot magazine.

Over the years, I've had the privilege to fly and become friends with some of the legends in aviation journalism. I won't name them all for fear of leaving one or two out but, suffice to say, that list includes all the "air-scribes" and "shooters" that we all have grown up reading, and enjoying some of the most sensational aviation imagery that inspires us to fly and keep flying.



Photographer Jim Lawrence (left) & Bill Cox



Premier's Jeff Owen (left) & Bill Cox

I always enjoy working with the irreplaceable Bill Cox and P&P's chief shooter, Jim Lawrence. I've had the pleasure of flying with and for both of these gentlemen many times in the past and can never turn down

the chance to spread the word about this great airplane.

Cox and Lawrence have been working with each other so long they have this down to a science. Whenever I fly with them it is interesting to watch how in tune they are with each other. It's almost like they both know what the other is thinking and no words are spoken.



Pre-flight planning is key. Every mission starts with a detailed ground briefing to outline the objectives of the flight with special emphasis on the responsibilities of the pilots of the camera platform, subject airplanes and the still or video photographers. We double-check frequencies, radio protocol, and hand signals. Yes, hand signals - much of the communication between the subject airplane and photographer is done without using the radio. It's easy to do when you are only half a wing-span away from the lens!

Often instructions from the shooter involve things like; "up 2, back 5," etc – and that's in feet. Breakaways and rejoins require good coordination and understanding what the other pilot is going to do.

The real challenge in many of these shoots is what seems like endless circling at high bank angles on the inside of a turn where you, as the subject ship, have to fly slower than the camera plane while maintaining exact position. If that's not enough, for half the turn you are staring straight into the sun so that your airplane is properly illuminated by natural sunlight.



As the subject airplane pilot focusing solely on maintaining your position in formation, it's easy to lose track of exactly where you are after what seems like random course corrections and turns this way and that. The lead pilot in the formation, usually the camera ship, is responsible for all

radio communication with ATC, maintaining clearance from obstructions, other airplanes and terra firma and monitoring position and airspace. All while the photographer is trying to maneuver you and his camera ship into a position where he can have the light, the airplane and some background feature positioned exactly right. Fun, but exhausting work.

The photographer's job isn't easy either. He or she is hanging out of the side of an airplane. The slip stream is constantly tugging on you and your equipment and it's often bitterly cold especially at altitude. The best part is you're doing all this, while fighting off the vertigo induced by focusing all of your attention through a tiny viewfinder.

Aviation photographers are a special brand of artist whose vision is sometimes rewarded with that special signature shot like Paul Bowen's famous "vortices."

As with all the photo missions I've flown in the past, the recent DA40 XLS shoot with Bill and Jim reminded me how lucky I am to be able to do this and get paid for it. Life is good!

Was the shoot a success? Judge for yourself. Here are some preview images from the shoot. The DA40 XLS Premier Edition feature will appear in the August issue of Plane & Pilot. Be on the lookout for it in your mailbox.

<http://www.planeandpilotmag.com/aircraft/pilot-reports/diamond/diamond-da40-xls-premier-edition.html>

New Funding Puts Diamond's D-JET Program Back In The Air.



There's some encouraging news coming out of Diamond Aircraft. In a recent press release, the company announced that it has obtained a commitment for a significant financial investment exclusively dedicated to the D-JET's development program.

According to the company, this investment will enable Diamond to recall furloughed engineering and technical staff, resume Flight Test operations and proceed towards building the next flight test aircraft.

“This is a major step in the right direction for everyone involved with the D-JET program,” stated Fred Ahles, president, Premier Aircraft Sales, Inc. “We get inquiries practically every day about the status of the jet. We are excited to be able to share this positive news with our customers.”

Diamond also announced that after having recently completed several necessary piston aircraft development programs, Diamond's Austrian operations will now begin to provide engineering and technical resources to support the completion of the D-JET program. According to the company the added engineering resources will help complete the certification process “in the shortest possible time.”

For more information: <http://www.diamondaircraft.com/aircraft/djet/>

Extra 500 Turboprop Achieves EASA Approval For The Avidyne R9 Avionics Upgrade.



The European Aviation Safety Agency (EASA) has recently approved the Avidyne Entegra Release 9 (R9) integrated avionics suite and Cobham/S-TEC 55X autopilot installation in the Extra 500 Spirit single-engine turboprop.

“This is a significant step forward to receiving FAA certification on the Extra 500 upgrades,” explained Richard Simile, Regional Sales Manager, Premier Aircraft Sales, Inc. “The aircraft itself is already validated by the FAA and now with EASA approval for the avionics suite, final FAA approval for the avionics suite is in sight.”

“The Extra 500 Spirit is unique in the market,” Simile added, “It blends the efficiencies and comfort of a pressurized turboprop with the control feel and responsiveness that you’d expect to find in one of Extra’s world-class aerobatic airplanes. I had the opportunity to fly the Spirit with Walter Extra in Germany, “ he added, “and the bottom line is it’s a lot of fun to fly and with the new R9 avionics suite it’s an amazingly capable airplane.”

For more information: <http://www.extraaircraft.com/business/index.php>

5 Reasons Why You Should Broker Your Airplane With Premier Aircraft Sales

If you’re thinking of selling your airplane you have a lot of things to consider. One of the biggest is whether you want to try and sell it yourself or use a broker. We could write a series on the pros

and cons of that decision alone. But, let's say you're going to use a broker. Now you're faced with which one to choose. Your decision will make a huge difference in how successfully your sale goes.

While there are certainly a lot of brokers to choose from, here are five reasons to trust your aircraft's sale to the pros at Premier Aircraft Sales.

#1: We're experienced. We have over 180 years of combined staff experience in brokering private aircraft. We've not only been doing this a long time, we've been doing it the right way. Our integrity and professionalism has lead many customers back to us to buy and sell their second, third and forth aircraft.

#2: We know your brand. Premier has on-staff experts with experience selling Aerostar, Aviat-Husky, Bellanca, Beechcraft, Cessna, Cirrus, Columbia, Commander, Diamond, Extra, Lake, Learjet, Liberty, Maule, Mooney, Pilatus, Piper, Pitts, Socata, Tiger and others. Our sales and management staff include ex-factory personnel from Diamond, Cessna, Mooney, Socata and Piper.

#3: We know the market. How many of a particular model are selling and at what price? What features do buyers want? Is it worth the money to upgrade the paint, interior or avionics before you sell? We can help you make informed decisions.

#4: We're accountable. Your Premier representative is personally involved in all aspects of your brokerage transaction from advising you on pricing to marketing the aircraft, qualifying prospects, demonstrating your aircraft, negotiating your best deal, coordinating pre-buy inspections, resolving problems, and overseeing the closing and delivery process.

#5: We take trades. Sometimes selling your airplane means disposing of the buyer's current aircraft. Unlike independent brokers and small dealers, we have the financial strength to take marketable aircraft in on trade.

Those five reasons are just the beginning of the long list of benefits Premier Aircraft Sales brings its brokerage clients.

For more information on our brokerage services, please call: 954-771-0411

[Have Plane Will Travel: This Month It's Switzerland To Lebanon And Back Again In A DA40 XL.](#)

Tired of chasing that \$100 hamburger? Well, there are a lot of places to go and things to do when you own your own airplane. To help you get inspired, periodically in PIREPS we'll profile a Premier Aircraft Sales' customer to hear about their most recent airborne adventures.

This month, Antoine Edde shares photos from his recent solo flight from his home airport Lausanne, Switzerland to Beirut, Lebanon and back. Who says you need a big airplane to enjoy a really big airborne

adventure?

Antoine's trip lasted six days and put 18:34 hours in his logbook. His average speed over the 3,510 nm trip was 130 KTAS burning 7.5 gph.

https://picasaweb.google.com/FlyingFish28/Lausanne_Beirut_2011

Premier Aircraft Sales assisted Antoine with his acquisition of a pre-owned DA40 XL and had it ferried to Switzerland. Like many Diamond owners Antoine choose his for a lot of the same reason's the DA40 is so popular with other first time buyers – ease of flight, great safety, advanced Garmin G1000 avionics, decent cruise speed and good fuel economy.

In fact, Antoine said, "The DA40 XL meets all of my requirements and it has turned out to be significantly more fuel efficient than advertised. At least the way I fly it."

If you have a story or photos to share, please send them to Jeff Owen at: jeff.owen@flypas.com



The Proficient Pilot: The ABC's of ADS-B

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

No doubt you've heard and read a lot about Automatic Dependent Surveillance-Broadcast (ADS-B) – the new surveillance technology part of the Next Generation Air Transportation System (NextGen) program under development by the FAA.

The information you have read has been a bit confusing. Well, like most new technologies, ADS-B is pretty easy once you understand its parts. In fact, ADS-B is as simple as A – B – C.

A. Let's start with why it's needed. The simple fact is that there are many more airplanes operating in the airspace system than before. Keeping them all safely separated without placing greater stress on ATC requires a better tracking and traffic management system.

The current ATC system relies on the aircraft's transponder, ground-based radar and two-way radio communication. It's not only very labor intensive, it's not optimal in areas where there is no radar coverage.

ADS-B eliminates radar and instead uses the aircraft's GPS positioning and ground stations to relay aircraft position information to the pilot and ATC facility.

It's already proven to be a much better situational awareness tool than what you're used to. But that's just one benefit to ADS-B. You can also take advantage of other tools such as uplink weather, and ADS-B

based traffic avoidance equipment. Even though ADS-B “OUT” won’t be required to be installed until 2020, there are plenty of reasons to upgrade soon.

So what’s the ADS-B “IN” and “OUT” terms? ADS-B OUT is pertinent information the transponder will transmit to the ATC facility and other aircraft. The ADS-B IN is the ability for the aircraft to receive speed and location information from other aircraft in the vicinity. This is like the current TIS system but with much better precision.

B. ADS-B also enhances the aircraft’s “visibility rate” with ATC and other ADS-B equipped aircraft. ADS-B transponders automatically share real-time position information between themselves and ground stations. Conflicts are automatically alerted.

Traffic avoidance is just part of ADS-B. The ground-based system continuously broadcasts weather information messages called Flight information System Broadcast (FIS-B). FIS-B is already available on most of the eastern portion and most coastal areas of the US.

C. While no one can argue that ADS-B is a great advancement in safety and situational awareness, the bottom line for most aircraft owners is what will it cost? Good question!

Equipment costs will depend on the type of airspace environment you plan to operate and the ADS-B equipment you choose. The best answer is to talk with your avionics shop for a professional opinion on the right ADS-B application on your aircraft.

Is there any urgency to get the ADS B technology installed in your aircraft now? That depends. If you are upgrading avionics equipment and plan to fly your aircraft where ADS-B is currently available or plan on keeping it until the January 1, 2020 deadline, the answer is yes!

But, even if you don’t plan on keeping your aircraft until early 2020, ADS-B will give you many safety and situational awareness benefits for years to come.

But like with any technology ADS-B is just a tool. The technology will not replace your responsibility to “see and avoid.” But it will enhance your ability to recognize a potential threat, while bringing more situational awareness to your cockpit.

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