

## 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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## Premier Offers Oshkosh Specials on New Diamonds, Huskys.



Premier Aircraft Sales will be offering special promotional pricing on new Diamonds, new Huskys and select used aircraft at the EAA AirVenture in Oshkosh, Wisconsin July 26<sup>th</sup> through August 2<sup>nd</sup>. *You do not have to go to Oshkosh to get these special savings.* Talk to your sales rep about any aircraft in our inventory to get further details. But hurry, this special pricing expires at midnight on August 2<sup>nd</sup>!

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## Only at Oshkosh: Two Extras Under \$2 Million.

To celebrate the launch of the new Extra 500 Spirit in the US, the company will be pricing the Spirit to include the newly-released Extra 330 LT for just \$1,999,999. The airplanes will have matching paint and interiors. The price includes initial training in both airplanes and upset recovery training in the Extra 330. For more information contact Richard Simile at: 334-826-1660 or 800-903-8402 or e-mail: [richard.simile@flypas.com](mailto:richard.simile@flypas.com).

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## Air Conditioning Summer Special for DA40 Owners.

We are also offering an Oshkosh Special on our Cabin Cool air conditioning system. Save \$\$\$ by ordering now. Beat the summer heat!

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## Leasebacks Available on New DA20, DA40 XLS, DA42 NG and Aviat Husky.



We have a very attractive leaseback program on Diamond single and multi-engine demonstrators. A DA20, DA40 and DA42 NG are available for leaseback in Dallas, Texas; Auburn, Alabama; Charlotte and Raleigh, North Carolina and Fort Lauderdale, Florida. Also, a Husky is available for leaseback in Charlotte and Raleigh.

What's the advantage of a leaseback? Monthly income for you; your plane will be kept in "showroom" condition; it will only be flown by highly experienced sales and demo pilots; your plane will be kept in a hangar (local arrangements may vary); your engine will get regular "exercise"; and we will coordinate all scheduled tasks such as maintenance, database updates and cleaning. It's like having a full time aircraft manager! And when you need it, you simply call and let us know when you would like to fly, and your plane will be ready to go.

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## Premier Aircraft Sales Named Extra 500 Spirit Turboprop Dealer for Southeastern U.S.



Premier Aircraft Sales, Inc. has been selected to represent the Extra 500 Spirit single-engine turboprop in the southeastern US.

Leading the product launch is aircraft sales veteran Richard Simile. Simile will be responsible for an 11-state territory that includes Texas, Oklahoma, Arkansas, Louisiana, Mississippi, Alabama, Georgia, Tennessee, North Carolina, South Carolina and Florida.

"Put in the simplest terms," says Simile, "with this beautiful, highly

efficient aircraft you can fly further, carry more, and pay less. Not only is the Extra 500 Spirit an affordable aircraft to purchase, its extremely low fuel consumption makes it an affordable aircraft to enjoy.”

“I am very pleased to have Premier Aircraft Sales and Richard Simile represent the Extra 500,” said Ken Keith, CEO, Extra Aircraft. “The company is a truly premier customer sales and support organization -- representing a premier aircraft, the Extra 500!

“The Extra 500 Spirit is unique in the market,” said Fred Ahles, president and founder of Premier, “because 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.”

Featuring a stunning design, state-of-the-art carbon fiber construction, a Rolls Royce RR250-B17F/2 turboprop engine and the new-generation Avidyne Entegra Release 9 (R9) avionics suite, the Extra 500 Spirit is the most advanced single-engine turboprop on the market today.

To demo the aircraft by appointment contact Simile at 334-826-1660 or 800-903-8402 or e-mail: [richard.simile@flypas.com](mailto:richard.simile@flypas.com).

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## Mark Your Calendars Now – The Next Bahamas “Fly-In & Help-Out” Event Will Be Held October 21-24.

By John Armstrong, Regional Sales Manager, Premier Aircraft Sales, Inc.



Ever since the stories ran about Bahamas Habitat’s efforts to help the citizens of the Bahamas and Haiti, I’ve been inundated with emails and phone calls from pilots wanting to know how they can get involved. The idea of flying to the Bahamas to truly make a difference is someone’s life really touched the hearts of many pilots.

Well, the good news is, we’ve set the dates – mark your calendars now for October 21<sup>st</sup> through the 24<sup>th</sup> and join a wonderful group of mission minded pilots and passengers who will again make the

memorable flight to our Camp in Eleuthera.

Sure it's a heck of a lot of fun, but there's a lot more to it. We will deliver supplies and helping hands for ongoing projects. This event is the perfect way to learn to fly to the islands, support a vital mission and be introduced to how you can further help. All kinds of pilots with all kinds of airplanes literally fly in from all over to take part in these events.

We gather for lunch on the coast of Florida before we launch for Eleuthera and provide paperwork and pilot briefings. Lodging and transportation is arranged and all the details of how to conduct your flight are part of our program. You'll have an opportunity to bring in-kind donations you can carry in your aircraft as well as to participate in work teams during the event. Our schedule includes a day to just have fun and relax, so this trip has it all.

Of course our schedule includes a day to just have fun and relax. We are going to the Bahamas after all. So this trip has it all. It's a great flying adventure highlighted by your chance to provide much needed help for a vital mission. It's not only fun, but it's your chance to do it all on a tax-deductible basis! What more could a pilot want?

For more information and to sign-up for our 7<sup>th</sup> Annual Fly-In & Help Out event, please visit our website at: [www.bahamashabitat.org](http://www.bahamashabitat.org).

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## **Journey Back To OZ – 10,141 NM Adventure Flying A DA40 XL From Fort Lauderdale To Australia.**

By David GTD King, Owner, Diamond DA40 XL, N604US



“November 604 Uniform Sierra cleared to DOVERR, RUDEE, North

40.00, West 157.30, WOSLU to Christmas Island... Good luck." With clearance from Honolulu ATC, Diamond N604US lined up on runway 4 right at 7:00 a.m. local time, April 18, 2010. After nearly five months, and with 80 hours in my logbook, I was finally getting to fly my Diamond DA40 across the Pacific from Hawaii to its new home in Australia. But wait – I'm getting ahead of myself here...

How did a guy living in Australia end up buying a Diamond DA40 from a dealer in Fort Lauderdale, Florida? Glad you asked... I earned my pilot's license back in Long Beach, California. All through my training I always loved flying the DA40, so when it came time to buy my own airplane, I decided that it was the right choice, especially since I wanted to earn my Instrument Rating and really wanted the Garmin GFC700 autopilot.

Since just about every airplane for sale here in Australia is older than I am, my search was centered back in the U.S. My friend, the entrepreneurial Seosamh Somers from Angel City Flyers took up the quest for me. He was able to locate an excellent DA40 at Premier Aircraft Sales at FXE. I ticked all the boxes: low hours, GFC700, long-range tanks, and my girlfriend even liked the stripes – "It's cute..." Perfect!

The folks at Premier were excellent and very professional. They helped sort out some of our paperwork issues – which I couldn't have done if I had bought it from a private owner. And they even threw in a few extras, which was a nice touch.

So in November of 2009, despite living in Sydney, I was now the owner of an airplane parked on the far southeast coast of the U.S. – I'm pretty sure I talked Seosamh into talking me into talking him into flying it back across the Pacific.

Seosamh traveled to Fort Lauderdale to pick up N604US in and fly it to California, install the ferry tanks and fly it the 2,114 n.m. to Hawaii. The first Pacific leg lasted nearly 19 hours alone. Other than a problem with the HF radio – something that lasted throughout the entire journey – his trip from Santa Barbara (KSBA) to Hilo (PHTO) was uneventful.

When I met him in Hilo, we removed the front ferry tank and installed the right front seat – I needed a place to sit. This is where our story started – taking off towards Christmas Island – the first stop on my epic journey... If you'd like to read the rest of the story of David's adventure check out his website: [www.diamondaviation.com.au](http://www.diamondaviation.com.au).

All in all, N604US covered 10,141 n.m. Flew through 15 time zones. Crossed the International Date Line three times. And cleared customs six times (that's a story in itself). It was an unforgettable experience that I was lucky enough to share with a good friend and an excellent pilot. I learned a lot about flying in general. My DA40 in particular. And I increased my total time by 50 percent.

Would I do it again? We both say "never again..." but now Seosamh is telling me that I should be getting a Diamond Twinstar, as they are



being assigned multiple taxiways, "ROGER, Taxi to Runway 8". Now if you shorten up the read back, you will be asked again to repeat back the hold short assignment and taxi way instructions. If the operator reads back exactly what was issued during the taxi clearance, the radio conversation would be short and not lead to confusion, so be prepared and informed for your next taxi clearance.

Here are a few tips to prepare yourself for the taxi operation.

1. Use the sterile cockpit rule when operating at on the airport surface area.
2. Review the airport diagram prior to taxi. Check NOTAMS and listen to the ATIS before calling Ground. If you have it, G1000 Safe Taxi is a nice feature.
3. Write down the taxi instructions exactly the way the controller issued them.
4. Listen to the controller on the radio. If it's busy, evaluate the situation before keying the transmitter. This gives you the situation awareness picture.
5. STOP at all HOLD SHORT LINES NOW until you have a clearance to cross that specific runway.

## Why Broker Your Airplane With Premier Aircraft Sales?

There are a lot of aircraft brokers out there. Why should you broker your plane with Premier? Here are some things to think about:

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

**We're accountable.** Your broker representative is personally involved in all aspects of your brokerage transaction from advising you on pricing and market conditions 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.

**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.