

## Welcome to PIREPS! April 2012

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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## The Diamond Family Celebrates The First Flight Of The New DA52 Seven-Place Twin.



Even though it was early April, Diamond CEO Christian Dries proved he wasn't fooling around when he and Ingmar Mayerbuch, the company's head of flight testing, flew the brand new DA52 for the first time on April 3rd.

Dries, who is known for being at the controls of every Diamond aircraft's first flight said, "This is the best prototype aircraft I have ever made a maiden flight in, and the performance exceeded all my expectations. I'm very proud of my team, headed by Managing Director Manfred Zipper, who realized this program in less than six months."

Powered by a pair of Austro Engine AE300E, 180-horsepower turbo-diesel engines, the DA52 with two aboard lifted off in less than 1,000 feet and delivered an initial climb rate of 1,700 fpm while indicating 120 knots TAS.

In less than nine minutes, Dries and Mayerbuch reached their assigned altitude of 12,000 feet where they increased the DA52's speed to 190 knots TAS.

While 190 knots was the top speed for the first flight, all indications are that the aircraft's actual top speed will go higher as the flight test program progresses.

According to Diamond, the new DA52 twin's cabin is based on the company's still-in-development DA50, and, like the single, will offer seating for up to seven.

Click here to see a video of the DA52's first flight:  
<http://www.diamond-air.at/2614+M52087573ab0.html>

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## Program Update: The Extra 500 Turboprop Is On Final To Receive FAA Certification.



"We are extremely excited to be on the verge of receiving FAA certification for the Extra 500 single-engine turboprop," says Premier Aircraft Sales Extra representative Richard Simile.



"Extra has EASA (European Aviation Safety Agency) certification in hand and is now going through the final steps to receive the reciprocal FAA approval."

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

"The Extra 500 delivers a level of efficiency, capability and cabin comfort that no other new turboprop in its price range can match," Simile said. "Put in the simplest terms, with this beautiful, highly efficient aircraft you can fly further, carry more, and pay less. Not only is the Extra 500 an affordable aircraft to purchase, its extremely low fuel consumption makes it an affordable aircraft to enjoy whether flying for business or pleasure."

"Because of its efficiency, you can take four people and their luggage on a typical 850 nautical mile trip and actually arrive sooner than its nearest competitor, even though that airplane cruises faster," Simile explained. "The reason is the efficient Extra won't have to make an intermediate fuel stop when carrying the same load."

"The Extra 500 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 Extra 500 with its designer, Walter Extra, in Germany, " he added, "and the bottom line is it's a lot of fun to fly."

Another advantage to the Extra 500's overall efficiency and lower cost of ownership is the Rolls-Royce engine. "The Rolls Royce is less expensive to maintain than the PT-6 and it's much more fuel efficient at the flight levels these type of aircraft typically operate at."

"In an economy where cost-effectiveness and efficiency is at the top of everyone's 'must-have' list, it just makes sense to take a good look at the new Extra 500," Simile said. "You'll really like what you see."

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### **No Foolin' – Premier Announces An Extra \$20,000 Purchase Incentive On An Extra 500 Ordered By April 24<sup>th</sup>.**



If you're looking for a really good reason to order your new Extra 500, Premier Aircraft Sales is offering you a \$20,000 matching deposit on every new Extra 500 Refundable Position Reservation received by April 24th, 2012.

The \$20,000 incentive is in the form of a discount after you have had a chance to demo the aircraft and proceed with a hard contract.

For more information, please contact Richard Simile or Fred Ahles at 800.903.8402.

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### **The Proficient Pilot: Spring Into Action**

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



The weather outside is blowing a gale and you can't fly your aircraft. What are you going to do now?

Substitute the time with a ground lesson. I recommend starting a refresher of your aircraft's POH immediate "action" items. For example, have you memorized the items that require your immediate attention?

Look at the ones printed on a checklist labeled emergency and study the steps you need to spring in to action if something goes wrong.

These are the items that require immediate attention – take too long and you're quickly behind the aircraft.

The departure briefing, commonly known as a takeoff briefing, should be printed on your checklist in large bold print. If it isn't it should be, because these are the actions you must accomplish should something happen during the takeoff roll and climb out.

Let's look at an example of how well prepared our action sequence is prior to the takeoff roll. Pilot in Command (PIC) means you are prepared to handle any situation that may arise from boarding the aircraft to exiting the aircraft. Your mind should be programmed before each and every takeoff to react to any action that is abnormal and quickly make a decision to correct the anomaly.

Pilots flying multi-engine aircraft know the drill for a loss of power on initial take off climb: gear up, flaps up, dead foot dead engine, identify, verify, feather and secure – all while maintaining directional control and airspeed control.

With single engine power loss, pilots need to know how to glide and attempt a restart if time permits. Not knowing what might occur, it's time to start a plan that you can memorize long before your wheels leave the runway.

My departure begins with a self-briefing. I visualize the action plan specific for the airport I am departing from. Visualization can apply to most scenarios. How well you plan and practice execution techniques are the link to a favorable outcome and your survival.

And you don't have to be at the airport to benefit from visualization. Try this: sit in a chair at home or in your office and visualize with your checklist how you will handle an abnormality. Verbally talk yourself through the sequence of hand actions and communications to exit the anomaly and practice visualizing how to accomplish the task.

Next, sit in the aircraft and refine the techniques on the ground. Practice your action plans for the following scenarios that require your immediate attention to spring into action.

- . Night engine failures
- . Engine failure after rotation and climb out
- . Smoke in the cabin



- . Ditching over water flights
- . Engine Fires
- . Electrical fire
- . Passenger briefing on how you are going to handle the problem and how they can help
- . Egress plan

Come out of hibernation and be ready to spring into action with a preparedness plan for any situation that you may be challenged with, YOU ARE THE PIC and responsible for all actions while operating the aircraft.

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## Sun 'n Fun 2012: Finally There Was Lots Of Sun And Lots Of Fun During The Annual Spring Break For Pilots.



After enduring three consecutive years of rain, wind and even a tornado, Sun 'n Fun 2012 was blessed with glorious weather and record crowds for Lakeland, Florida's six-day "Spring Break For Pilots."

Premier Aircraft Sales, which not only hosted the Diamond Aircraft booth, but had representatives manning the Aviat Husky and Extra booths, saw not only strong traffic at all three locations, but the people who stopped by were asking all the right questions.

"While there were the usual numbers of tire-kickers this year, especially early in the week, we had a lot of people come in who had done their homework and were truly interested in getting specific information on specific aircraft types," stated Ryan Ramos, regional sales manager,

Premier Aircraft Sales. “I have a number of Diamond and Husky demonstration flights scheduled from contacts I made at the show.”

New aircraft weren't the only reason people were stopping to see Premier representatives. “Right before Sun 'n Fun we announced that we are the exclusive installer for the air conditioning system for the Mooney M20R series,” explained Earle Boyter, partner and regional sales representative for Premier. “We had about a dozen Mooney owners stop by to ask questions about the system and installation.”

“The people I talked to were very upbeat and optimistic about the economy in general and that was their motivation for getting serious about purchasing an airplane this year,” Ramos said. “Airplane people want to fly and they want to take advantage of the new technologies available in modern airplanes. I think it's all looking good for the future of general aviation.”

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### **New Florida Tax Legislation Will Mean Sales Tax Exemptions On Maintenance Fees For Most G.A. Aircraft.**



While new tax laws are rarely something that aircraft owners celebrate, the recent passage of new legislation will surely come as great news for both aircraft owners and maintenance facilities based in Florida.

“The approval of this new legislation will be a major benefit to Premier Aircraft Services (the maintenance arm of Premier Aircraft Sales), and every other light aircraft maintenance facility in Florida,” stated David Pomerance, partner, Premier Aircraft Sales. “We can now not only ensure our customers the best maintenance for their airplane, but we can now guarantee truly competitive pricing.”

According to reports, language in a new economic development bill includes sales-tax

exemptions for repairs and equipment upgrades on aircraft that weigh 2,000 pounds or more. The previous exemption applied to aircraft weighing 15,000 pounds or more.

“Drawing customers from as far away as Canada, Premier Aircraft Services is already the biggest Diamond and Mooney Service Center in the U.S.” added Premier President and Founder Fred Ahles. “Our customers will probably save enough from this new tax exemption to not only pay their fuel to fly to Fort Lauderdale, but have some left over to help pay for a few extra days in one of the world’s best vacation spots.”

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