

# 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.

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## Premier's Upcoming Schedule of Events

### February

#### Florida 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.

Tampa/St. Petersburg

Thursday and Friday, Feb. 26 & 27 at Sheltair Aviation

St. Petersburg-Clearwater International Airport (PIE)

Sarasota

Saturday, February 28 at Rectrix Aviation

Sarasota/Bradenton International Airport (SRQ)

1 p.m. to 6 p.m. each day. Dates and locations subject to change.

For more information visit [www.flypas.com](http://www.flypas.com) or call Lucy Claiborne at Premier Aircraft Sales: 800.903.8402.

### March

#### Southeast Aircraft Expos

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

Atlanta, GA

Tuesday, March 3 at Premier Aircraft Sales/Atlantic Aviation

Dekalb-Peachtree Airport (PDK)

Savannah, GA

Thursday, March 5 at Signature Flight Support

Savannah/Hilton Head International (SAV)

Knoxville, TN

Saturday, March 7 at Metro Knoxville Aviation Authority

Knoxville Downtown Island Airport (DKX)

1 p.m. to 6 p.m. each day. Dates and locations subject to change.

For more information visit: [www.southeastaircraftexpo.com](http://www.southeastaircraftexpo.com) or call Misty Moore at Premier Aircraft Sales: 866.535.9727.

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**Breaking News: Austro Engine And Diamond Aircraft Industries Receive EASA Type Certification For The New Austro AE300 Turbo-Diesel Airplane Engine**



Diamond Aircraft Industries has received EASA Type Certificate EASA.E.200 for the turbo-diesel airplane engine E4 (AE 300). According to Mr. Christian Dries, CEO of Diamond Aircraft Industries GmbH, and the Executive Management Team of Austro Engine GmbH, the certification of the E4 engine was achieved after 42 months of most intense

development work and program costs of Euro 48 Million.

“The complete program developed into one that was significantly more complex than originally anticipated. Only the full dedication of all participants, specifically the Austrian and European Airworthiness Authorities, MB Tech, Bosch General Aviation Technologies and our employees, enabled the successful conclusion of the certification process,” Dries said.

The issuance of this Type Certificate represents a most significant milestone and secures the future of the company. There are already 27 Diamond DA42 NG with AE 300 engines on the production line, whose type certification is also expected imminently. (Read Jeff Owens' DA42 NG first flight story below).

The company also announced that it is working on Austro AE 300 powered versions of the DA40 and the new DA50. Diamond has also announced that a retrofit solution featuring the AE300 for the existing diesel engine powered Diamond fleet will be developed and offered to current DA42-TDI aircraft owners. Release dates for the engine retrofit program were not disclosed.

For more information, visit [www.diamondaircraft.com](http://www.diamondaircraft.com) or call Premier Aircraft Sales at: 800.903.8402

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## **First Impressions Of The "Next Generation" Austro AE300 Engine Powered DA42 NG**

By Jeff Owen, regional sales manager, Premier Aircraft Sales, Inc.



Diamond Aircraft took advantage of the recent AOPA Convention in San Jose, California to introduce its new DA42 L360 – the Lycoming powered version of the company's popular light twin. “The new DA42 L360 is everything the earlier DA42-TDI was and more,” explained

Ryan Ramos, Diamond regional sales manager for Premier Aircraft Sales, Inc. “Obviously they replaced the troublesome Thielert engines with the 180 horsepower Lycoming IO-360 engines. That gives the DA42 L360 a total of 360 horsepower, which translate into great performance for a light twin. Preliminary numbers show a top speed of over 180 knots and an initial climb rate of over 2,000 fpm.”

“If you run a flight school or just want a light twin that’s really fun to fly and has the latest in Garmin G1000 avionics, the new DA42 L360 is the airplane for you,” he said.

Along with the Lycoming engines, the new DA42 L360 also features a PowerFlow tuned exhaust system, flight into known icing certification, a recontoured canopy for more comfort, and to help maintain the DA42’s pilot-friendly flight characteristics Diamond has mounted the twin Lycoming engines in a counter-rotating configuration so there is no critical engine.

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## **Mark Your Calendars Now – The Next Bahamas “Fly-In & Help-Out” Event Will Be Held March 5-8**

By John Armstrong, regional sales manager, Premier Aircraft Sales, Inc.



Ever since the story about last fall’s Fly-In & Help-Out event ran in PIREPS, I’ve been inundated with emails and phone calls from pilots wanting to know when we are going to do it again. 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 March 5th through the 8th 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 this event.

We gather in Fort Lauderdale for a luncheon hosted by Premier Aircraft Sales and special pilot briefings before we launch for Eleuthera. Lodging and transportation is arranged and all the details of how to conduct your flight across to the Bahamas are all 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.

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 the March Fly-In & Help Out event, please visit our website at:

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## **Diamond Customer Profile: Stanley and Marion Salter And Their New Diamond DA40 XLS**



Like so many of us, Stanley Salter started taking flying lessons as a college student back in the 1970's. But, like so many of us, he had to put his aspirations on hold while he concentrated on other "life" things: a new job, marriage, raising children and growing the family furniture business. But, his dream of becoming a pilot never went away.

Fast forward to the present. Stanley and Marion have a very successful business and their son and daughter have left the family nest. Now, his dream of becoming a pilot has moved up substantially on his "to do" list. But this time, Marion was considering the needs and benefits to incorporating an aircraft into their lifestyle.

"Marion and I talked a lot about it. With both of our children married and located in Dallas and Beaumont and with the need to be at our retail store six days a week – well, the only way to make it all work is with an airplane. This is all about time management." Stanley said. "Marion didn't know anything about little airplanes but she agreed to go to the Parade of Pistons event in Dallas just to look around."

While his wife was interested, Stanley felt that there was a "very low probability" that anything would result from the trip. That was until Marion met Cathy Ahles, Diamond Aircraft Representative for Premier Aircraft Sales, Inc. "I don't know what Cathy and Marion talked about, but whatever it was it answered a lot of Marion's questions about flying and aircraft ownership. I think hearing it from another female really helped her. The next thing I knew we were buying our DA40 XLS," Stanley said with a smile.

Actually, Stanley had his eye on the Diamond products for about three years. "I looked at them all, but Diamond has remained on the cutting edge of bringing the best engineering and technology to market," he explained. "As a retailer, I appreciate a company that puts a priority on fulfilling the needs and desires of its customers. Diamond has been critiqued as building a "pilot's airplane". Of course, the fact that I feel the DA40 XLS offers the best value, economy and safety for our needs helped a lot too." Now that the decision to buy was made the only problem was who was going to fly their new airplane when they got it home to Natchitoches Regional Airport (IER) in Louisiana. Stanley was still working on his certificate and the Salter's new DA40 XLS was not only going to serve their personal travel needs, it was also going to be an important addition to the business. The couple hired a local fire patrol pilot, James Maxey, to act as a part-time "company pilot".

"We sell high-end furniture and we have customers who live

significant distances in remote areas from our store,” Stanley said. “Marion visits their homes to help them make product selection and purchasing decisions. She was spending a whole day driving to and from a single customer. Now she can fly out, spend a few hours with the customer in their home and be back in the store by lunchtime.”

“We used to spend four and a half hours driving to Dallas, which meant going to the furniture market was a two-day trip,” Stanley said. “Now we can fly over in the morning and be home by dinner time with no fatigue. ”We will realize even more time savings and convenience when we fly up to the High Point, North Carolina market.”

“Honestly, for the first few hours Marion was a nervous flier,” Stanley said. “But James has done a great job of introducing her to general aviation. Now she’s very relaxed in the airplane and looks forward to the trips. They even spotted and reported a forest fire on one trip. That was one of several memorable flights.”

Stanley said that he and Marion are looking forward to when he earns his certificate and they can use the DA40 XLS to fly to visit their son and daughter more often. “We’re in the store six days a week and the airplane will let us do more with the little time we have away from the business than we ever could before.”

Stanley said that he’s extremely impressed with the Diamond product and with the service he’s received from Premier. “My father started our company in 1939 and based it on providing excellent customer service,” he said. “I have received that same commitment to service and quality from Premier and Diamond and am very impressed with the experience. In fact, my expectations have been exceeded—Premier can make it happen.”

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### **The Proficient Pilot: Getting The Most Out Of Your Aircraft’s G1000 Avionics Suite – Part Three: TAWS B**

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



We discussed in the last PIREPS article how awareness technology has made its way to general aviation with great safety advantages by helping pilots to avoid terrain encounters including controlled flight into terrain (CFIT). One great terrain avoidance feature found in the G1000 is the Terrain Awareness Warning System (TAWS B). TAWS B provides you with both

audio and visual clues of any terrain or obstacle that is in your present flight path.

The system is fully automatic with a self-test for pilots to monitor during start up. “TAWS System TEST OK” is all the information you need to hear for the system during your start-up sequence to know the system is operating properly.

The visual presentation on the G1000 with the TAWS B alerting system gives you the following display information: reduced terrain clearance, imminent terrain impact, premature descent rate, excessive descent rates, and 500 foot call out above the runway environment (during a non precision approach), and

surrounding terrain and obstacles around the plane. The system's verbal audible call outs allow the pilot to continue task management without searching for visual clues from the flight management display for terrain although it has a feature that will immediately take the pilot to the dedicated terrain page if desired. If your aircraft's flight path is approaching terrain you would first hear an audio announcement: "Caution Obstacle ahead." A visual caution alert and a yellow "X" mark would appear on the MFD map screen indicating the position of the obstacle from the aircraft. If your flight path is not altered, the system will announce "Obstacle. Ahead Pull Up" and a red "X" will appear on the display. It's like having an extra set of eyes watching your flight path to avoid any encounter with the terrain. TAWS B is an enhanced version of ground proximity and when accompanied by the Garmin Synthetic Vision Technology (SVT), it delivers an impressive visual representation of what's below your aircraft. The G1000 system with TWAS B provides visual clues on the PFD and MFD along with audible callouts to the pilot of terrain threats is an extra margin of safety. We will discuss SVT in our next PIREPS article.

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## **Maintenance Insider: 5 Tips For Saving Money On Your Aircraft's 2009 Annual Inspection**

By Ray Bysiewicz, director of maintenance, Premier Aircraft Service



Now that the holidays are behind you, it's time to start thinking of your aircraft's 2009 annual inspection. Even if it's not due until next November, now's the time to take a proactive role in making this the smoothest annual on record.

At Premier Aircraft Service, we've done hundreds of annuals and we've learned a few tips that we believe will help you save

time and money.

1. Keep a "squawk log." Just take the time to write down all those little "Gremlins" that seem to pop-up when you're flying. Inconsistencies with your radios or autopilot. Difficulty in starting the engine. Unusual noises or smells. Serious stuff needs attention now, but the simple things can wait. Just note the circumstances when you experienced each one.
2. If you're looking for a new shop, start your search now. Talk to other pilots who own the same type of aircraft to get their recommendations. You don't want to pay for a technician to "go to school" on your time, so select a shop that is experienced with your aircraft. Their knowledge can save you money.
3. Do not choose a shop by price alone. In aviation maintenance, there's nothing truer than: "You get what you pay for." There are countless horror stories of pilots who had a 'freelance' mechanic do their annual only to end up needing to have much of the work redone by a qualified shop.
4. Once you pick your shop, visit them a month or so prior to the annual to find out if there's anything you can do to speed up their



inspection. Do you have a list of the ADs that are currently on your aircraft? Check out the engine, airframe and avionics OEM websites to see if there's anything your mechanic should know about.

5. Schedule your annual for a time when you will be available to answer any questions the technician may have. The quicker they get answered, the sooner your aircraft will be out of their shop and the smaller your bill will be.

That's just a short list of the things you can do to save time and money with your next annual. If you have any questions, please give me a call at Premier Aircraft Service. I'll be happy to help you out.

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### **At The Head Of Its Class – Embry-Riddle Aeronautical University Orders 10 DA42 L360 Aircraft**



Embry-Riddle Aeronautical University, based in Daytona Beach, Florida, has placed an order for ten Diamond DA42 L360 twin-engine aircraft. Diamond Aircraft will begin deliveries to Embry-Riddle in the Spring of 2009. The full fleet of ten DA42's will be in

service at Embry-Riddle's Daytona Beach campus before the 2009-2010 academic year begins.

The DA42 L360 is the Lycoming powered version of the market-leading DA42 twin that is in worldwide service with leading flight training schools and institutions.

It is equipped with two counter-rotating Lycoming IO-360 (180 hp) engines, the industry-standard G1000 glass flight deck, and available flight into known ice certification (FIKI).

"Embry-Riddle selected the DA42 L360 because it represents the combination of a thoroughly modern airframe and the Garmin G1000 glass cockpit, with a tried and true powerplant that is common across our fleet. It also provides us the option to upgrade to more advanced power plants in the future. We believe this aircraft represents the leading edge of technology, safety, and performance for our students and instructors," said Frank Ayers, Chairman of the Flight Department, in Daytona Beach.

"It is a pleasure to be associated with the world-class flight training program at Embry-Riddle," said Peter Maurer, President of Diamond Aircraft Industries. "The DA42 is truly the state-of-the-art aircraft for multi-engine flight training. While the students and instructors will appreciate its performance, safety, modern design and Garmin G1000 glass flight deck, the university will benefit from its fuel efficiency, corrosion-proof all composite airframe and Diamond's factory direct fleet support."

Commenting on the selection of Diamond Aircraft, Tim Brady, Embry-Riddle's Dean of the College of Aviation said "I have high regard for Diamond's leadership, their sense of fairness, and their genuine excellence in customer relations. We are pleased to once again be in the Diamond family with this acquisition of Lycoming-

powered DA42's."

For more information on the new DA42 L360 call Premier Aircraft Sales at 800.903.8402. Or visit the Diamond Aircraft website:

<http://www.diamondaircraft.com/aircraft/da42/>

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