

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

2010 Accelerated Depreciation Act A Big Win For All Business Aircraft Buyers; Cabin Cool for DA 40 Is 100% Deductible

Finally, there's some really good news for general aviation: The U.S. House of Representatives recently passed a new bonus depreciation bill that significantly increases tax deductions for aircraft purchases in 2010 and will allow businesses to accelerate 50 percent of the depreciable value of a new or pre-owned aircraft in the first year instead of spreading it out over five years.

Section 179 of the Small Business Jobs Bill retroactively *doubles* the expensing of aircraft from the previous \$250,000 to \$500,000 in 2010, for qualified small businesses. That means some new aircraft purchases are 100% deductible in 2010, and those above \$500,000 will qualify for a huge deduction. There are provisions for deductions on used aircraft purchases, as well. In addition, aftermarket installation of CabinCool air conditioning in DA40's is 100% deductible if done by the end of the year. Consult your tax advisor or Advocate Consulting Legal Group at www.advocatetax.com for specifics.

"This bonus depreciation couldn't have come at a better time," explained Fred Ahles, president, Premier Aircraft Sales, Inc. "We have many customers who were just waiting for this kind of incentive to make their move into aircraft ownership."

While the new legislation requires that an aircraft purchased in 2010 must be put into service before the end of 2011 to qualify for the bonus depreciation, Ahles said that shouldn't be a problem. "There are great deals on current new and pre-owned aircraft inventory available, which means you can get the aircraft that best fits your needs at a bottom-line price that may not be seen again for a very long time."

"As an additional incentive, buyers of pre-owned aircraft can also benefit from bonus depreciation on the cost of major engine and avionics upgrades," he added. To learn more about how the 2010 bonus depreciation can benefit your company, please contact your tax advisor or a Premier Aircraft Sales representative.

Better News For Buyers: Air Fleet Capital Says There's Money Available For General Aviation Aircraft Purchases.



Fred Ahles

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I sincerely hope that you enjoyed reading this issue of PIREPS. If you have suggestions for topics you would like us to cover in future issues, or have any comments, please call or send me an email.

WINTER 2010



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**FACTORY
AUTHORIZED DEALER
FOR:**



In a recent podcast interview on AVweb, (www.avweb.com) Jim Blessing of Air Fleet Capital says that his company is “having no trouble finding money for those who want to buy airplanes built in 1970 or later – as long as they [buyer] has their financial affairs in order.”

“We get calls every day from prospective buyers worrying about the availability of affordable loans,” explained Jeff Owen, regional sales manager, Premier Aircraft Sales. “We can work closely with Air Fleet Capital to help our customers get the best possible financing on both new and pre-owned aircraft.”

Blessing also said that the best advice he could offer is for the prospective buyer to get pre-approved for financing so “there’s freedom to shop around in confidence for the bargains that do appear in markets like this.”

“I couldn’t agree more about getting pre-qualified,” Owen said. “There’s nothing more disheartening for a buyer to find the ‘perfect deal on the perfect airplane’ only to learn that they don’t qualify for the loan they need.”

To hear the entire AVweb podcast interview with Air Fleet Capital’s Jim Blessing, visit:

http://www.avweb.com/podcast/podcast/AudioPodcast_UsedAircraftFinancing_JimBlessing_AirFleetCapital_203530-1.html?kw=RelatedStory



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Open Your Heart to Kids In Need; Help Bahamas Children's Home Become A Reality

By Emily Ahles, Student Pilot and Senior, St. Thomas Aquinas High School



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Twice a year, pilots from around the US participate in Bahamas Habitat's "[Fly In and Help Out](#)" event. During this event, pilots bring tools and supplies to Governor's Harbour, Eleuthera and help build shelter for families in need. Bahamas Habitat and its pilots responded to the Haiti disaster with over 400 flight missions and [won national recognition](#) for their efforts. Their current Haiti relief efforts involve delivering water purification systems to help stem the cholera outbreak there.

While at the spring fly-in and helping with a children's camp in Eleuthera this summer, I witnessed the many pressing needs and heartbreaking challenges facing children and families throughout the islands. Now, Bahamas Habitat is involved in a major new project to help abused, abandoned and neglected children by building a [Children's Home on Current Island](#). The initial cost of the project is over \$450,000, and Bahamas Habitat has received a **\$50,000 challenge grant** that requires a like amount of matching funds. I've committed to help them raise the funds and I'm asking everyone I know to help provide these children with a safe, secure home. You can learn more about the project by going to <http://www.bahamashabitat.org/wordpress/children/>. You can help us reach our matching fund goal of \$50,000 by clicking on <http://bmh.christmas2010.dojiggy.com/dance4good> to pledge your support. If you have any questions about the project contact John Armstrong at (406)-FLY-1NOW.

The Proficient Pilot: What if There is Frost on Your Wings?

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



It's a beautiful 27-degree, CAVU day outside. But we're sitting here in the Pilot's Lounge at the friendly FBO. Why? We left the plane outside last night and this morning it's covered with a thin layer of frost. So I did the only sensible thing –find a warm hangar and put it inside and wait for the frost to melt.

What's the big deal about a little frost, you ask? While a frosty mug of your favorite adult beverage is good (remember the eight hour rule), a frosty airplane is very dangerous indeed.

Frost is a form of ice and can range in size anywhere from a thin layer to a large thick layer on the airplane's surfaces. Like any buildup of ice, this type of contamination will highly degrade the surfaces' ability to produce lift, negatively affecting performance and handling characteristics.

So the next time you find frost on your airplane, what do you do about it? That depends on how soon you need to leave. You can put it in a warm hangar or use a de-icing fluid. If you decide to de-ice, follow the aircraft manufacturer's recommendation for acceptable fluids and it's

[more.](#)



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best to have it applied by an experienced person. If time's not an issue, then you can just let the sun melt it off.

What about polishing the frost smooth you ask? Let's refer to the FAA regulation and good common sense on that one. The FAA says no. In fact, they amended FAR 91.527 on February 1, 2010 removing the language that frost may be "polished smooth." They removed the language because there was no real determination on how you can define a smooth polished layer and, more importantly, the wing is still contaminated. Plus, if the wing is already cold soaked and if there's enough moisture in the air, the frost layer can reform before you taxi to the runway.

Remember, frost can severely degrade the aircraft's performance so don't be a test pilot. Follow the regulations and use common sense. Those pilots who are not used to dealing with winter operations should make themselves familiar before operating in areas where ground frost and ice prevail during the winter months.

The bottom line is when the temperature starts to drop use common sense and don't try and stretch the limitations of the aircraft. You may be surprised how such a little bit of frost can quickly become a very big performance problem.

If you'd like to learn more about frost, NASA has done lots of research. Here is a link to two courses you may want to review before operating in the winter months:

http://aircrafticing.grc.nasa.gov/courses_ground.html#

Upset Recovery Training: What To Do If Your World Turns Upside Down.

Richard Simile, Senior Editor PIREPS, Regional Sales Manager,
Premier Aircraft Sales, Inc.



Back in 1985, when I liked my Martinis “shaken, not stirred”, I went to South Florida to get some aerobatic training from the very best in the business – World Champion Clint McHenry, the late Randy Gagne, and Randy Becker.

It was a lot of fun and, for a young pilot, sort of the “Right Stuff” kind of thing to do.

Today, as an experienced professional pilot my flights are all about “smooth”. I fly as if everyone in the plane was drinking an Apple Martini (except me) and my job is not to spill one drop.

Of course, while they are polar opposites, both these types of flying take a good deal of skill to do just right.

Well, after many years of smooth flying in one general dimension; blue sky “Up” and brown dirt “Down”, I decided it was time to shake things up a bit and give my flying skills a refresher with some upset recovery training.

After a very thorough review of available refresher courses, I selected the 3-day Upset Recovery course at APS Training located at Phoenix-Mesa Gateway Airport (KIWA) in Mesa, Arizona.
(<http://www.apstraining.com>)

It was a truly amazing course conducted by an exceptional team of professionals who have been doing it a long time. The staff was as friendly as they could be. Throughout every phase of every lesson, there was an incredible exchange of aviation knowledge.

One of the things that truly impressed me was that the APS curriculum goes way past the actual life-saving procedures to explain the “How” and “Why” with all its related positive effects on flight safety.

After flying for 32 years and with over 5,000 hours in my logbook, some of the things I learned at this course were:

- To have a definitive upset recovery game plan with a solid exit cadence which I feel is only achievable in a real world environment like this.
- What real world stall margin is during to slips and skids and what the fuel in the tanks is doing during these maneuvers. It might surprise even the most knowledgeable pilot!
- How to organize better High Key, Low Key margin factoring during an emergency landing sequence.
- That there is more aeronautical knowledge then one could learn in a lifetime but that your life depends on continuous aviation learning.

In three short days, my understanding of what not to do was expanded dramatically. It is an absolute fact that there is not one pilot in the world who would not greatly benefit from this course. Unfortunately there are probably several pilots who may think they have too many hours to benefit from the true enhancement to flight safety derived from this course. In my humble opinion, anyone thinking this way could end up being dead wrong.

My eyes were opened wide from what I learned here. The bottom line is the course truly has made me a much better, more confident pilot. I learned quite a bit and developed many life-saving piloting skills that will stay with me for the rest of my flying career.

Here is a video link to the 20 most asked questions (<http://www.apstraining.com/faqs>). This is a real eye-opener and ended up being one of the major reasons I chose APS for my training. That and they are located in beautiful Arizona. APS also offers a free e-book on Emergency Maneuver Training at: <http://www.apstraining.com/ebook/>

Everyone at Premier Aircraft Sales believes in enhancing pilot skills whenever possible. Even though I am a person with quite a bit unusual attitude time early in my career, this course still provided me with a dramatic, and most valuable enhancement to my pilot skills in a very short period of time.

I can honestly say, if I had more time and money I would have done the four-day course. If you decide to knock the rust off your piloting skills I strongly recommend APS for upset recovery training. I would also suggest doing this with a flying friend, spouse, or relative as you will then have someone to share all the great excitement of what you learned that day over a nice dinner.

Bahamas Habitat Receives Three 2010 National Public Benefit Flying Awards.



The Bahamas Habitat Team Receives Multiple Awards

Left to Right: Henry Knowles, Frank Moses, Gene Schmidt, Steve Merritt, Abraham McIntyre, John Armstrong, Matt Hansen, Cameron King, Jim Lee, and Sam Frasier

It was a night of recognition and celebration as the National Aeronautical Association presented its Public Flying Awards in Washington, DC. The National Aeronautic Association (NAA) and the Air Care Alliance (ACA) created The Public Benefit Flying Awards a set of national awards designed to recognize the significant contributions to the nation through volunteer-based Public Benefit Flying and the outstanding work of the individuals and organizations engaged in this humanitarian activity.

This year Bahamas Habitat recognized in multiple categories and was the winner of three prestigious awards.

The Distinguished Volunteer Pilot Award went to Bahamas Habitat volunteer pilot Mr. Gene Schmidt.

The Outstanding Achievement in Public Benefit Flying Award went to the Bahamas Habitat organization.

The Teamwork Award was presented jointly to Bahamas Habitat, NBAA and AEORbridge (previously CARE), for their combined efforts during the Haitian relief efforts.

"I cannot express to you how proud and appreciative I am of these awards and the national recognition of the efforts and impact that Bahamas Habitat pilots and our support volunteers have made in Haiti and throughout the Bahamas," stated John Armstrong, regional sales manager, Premier Aircraft Sales, Inc. and President & Chairman, Bahamas Habitat.

"Bahamas Habitat and the more than 125 volunteer pilots like Gene Schmidt were extensively involved in the Haitian relief efforts through the use of general aviation aircraft," Armstrong added. "They delivered

hundreds of thousands of pounds of relief aid, as well as, transporting doctors and emergency workers after the earthquake. Pilots came from all over the U.S. and Canada to fly with us – it was a true demonstration of the power of the benefits general aviation brings to the public.”

For more information about Bahamas Habitat, visit:
www.bahamashabitat.org

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