

# Sharing the Passion!

## SALSA Aviation News: Pipistrel now S-LSA! AND COMING TO BOERNE



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**Virus S-Wing in a climb, yes a steep climb!**

My interest in Motor Gliders was sparked at Sun n Fun 2002 when I first saw the Pipistrel Sinus. Clean lines, superb workmanship, reasonable pricing, and incredible performance numbers made me a believer. Since then I've made several trips to the Factory, flown and loved the Sinus, Virus, and Taurus; but could not figure out how to include these experimental designs in the SALSA business model which I had been developing for several years. Now, all that has changed.

The day after I heard the announcement that Pipistrel had received LSA Certification, I drove to the factory in Slovenia to check things out. I wasn't disappointed. See Flight Report in the right column.

### SALSA - now TX/LA Dealer for Pipistrel

Effective immediately, we are offering the impressive five model lineup built by this superb Slovenian manufacturer. Our Demonstrator /Trainer will be the Virus – a touring motor glider with performance between the thermal happy Sinus and the speedy Virus S-Wing. Also available are the outstanding self-launch Taurus (two place) and Apis/Bee (one place) high performance (L/D 40:1) birds. All are available as Experimental Kits, Experimental Factory Built, and S-LSA. Pipistrel builds the highest quality and most eco efficient aircraft on the planet. Let us help you configure the ideal model for your flying passion and budget. We are actively looking for Select Partners to help us grow Pipistrel sales.



**Glass Panel in the Pipistrel Virus S-wing!**



### Virus S-Wing mini Flight Report

Despite my no-notice arrival, the staff was friendly and accommodating. The Pipistrel facility and airfield in AJDOVŠČINA, SLOVENIA, as always, was immaculate as a modern hospital. Aeronautical Engineer and Chief Pipistrel Test Pilot Tine saw me admiring the S-Wing and said let's go before I could even ask.

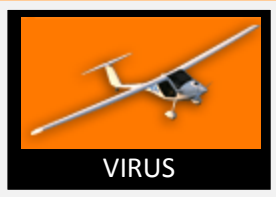
This Experimental – fully loaded S-Wing is a beauty. Had I not seen it with my own eyes, I would not believe the performance possible from a 100 hp Rotax: 40% economy cruise – 100 kts IAS sipping just 2.6 gph; 75% cruise – 144 kts IAS 4.7 gph; V max 159 kts IAS. After the full throttle low level pass on the deck, Tine pulled our nose straight up – 8 seconds later he pushed the nose over at 1000' agl. Though our certified versions are limited to 120 kt cruise and not approved for aerobatics, I watched as Tine took his girlfriend up and put the S-Wing thru her paces – Wow, what a plane.... and what a girlfriend! 😊



**OUR NEW LINE-UP INCLUDES: APOLLO SPORT, FIVE  
PIPISTREL MODELS & THE NEW PHOENIX AIR**  
taking orders now for delivery by autumn - \$ up & prices down



SALSA and Phoenix Air USA are bringing this bird to the US market this summer – with a little luck, by Oshkosh. Larger cockpit and all carbon fiber means this aircraft is stronger, lighter, faster, safer, and funner than all getout! – come check her out in Melbourne – we are looking for Select Partners to cover the USA. CERTIFIED S-LSA: [MORE INFO](#)



VIRUS

Virus 912 is a fast, yet very economic cruise aircraft. Ideal for cross-country flying it is also suited for aero-clubs and training flights. She offers unprecedented handling and performance while remaining highly efficient in meeting every task she is confronted with.  
NOW CERTIFIED S-LSA: [MORE INFO](#)



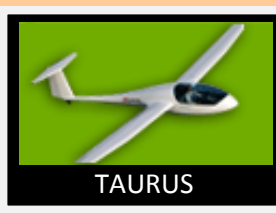
VIRUS S-WING

Virus SW 80 and 100 are the next generation of the well-proven Virus 912. Faster, amazingly nimble and with superior stability, it is a fantastic cruise aircraft. While ideal for cross-country flying, it is also suited for aero-clubs and training flights. Offering unprecedented handling, lower fuel consumption, comfort and NASA-awarded performance.  
NOW CERTIFIED S-LSA: [MORE INFO](#)



SINUS

Sinus S-LSA motorglider combines a true sense of a motorlider with unprecedented efficiency during powered and long-range cruise flight. With the Sinus you can take-off and land on very short runways, fly long distance cross-country and have fun gliding... all in the same aircraft!  
NOW CERTIFIED S-LSA: [MORE INFO](#)



TAURUS

Taurus is the World's first side-by-side light powered glider! It offers complete freedom and independence thanks to the retractable engine, double retractable main landing gear, excellent gliding performance, inexpensive maintenance and a well ventilated spacious cockpit.  
NOW CERTIFIED S-LSA: [MORE INFO](#)



Apis/Bee is a single-seat middle wing ultralight self launching glider with T-shaped tail. All plastic parts are made in AFK, GFK and CFK technology while all main parts are LN certified. The plane itself is made of armored plastic in combination of epoxy resin enforced with honeycomb, glass, carbon and kevlar fibers. Featuring the same wing- and tail section aerodynamics as the Sinus and Taurus, you can be positive in Apis-Bee stellar gliding performance. In fact, Apis-Bee holds several World Records! NOW CERTIFIED S-LSA: [MORE INFO](#)

### The SALSA Select Partners Program

There are now more than 100 certified Special – Light Sport Aircraft (S-LSA) models on the market, with new designs coming out nearly every month. In an effort to more rapidly reach our goal of sharing the joy of flight in Texas and throughout the Country, we have established the SALSA Select Partners Program. We are prepared to assist Pilots or Entrepreneurs interested in becoming a part of the exciting sport aviation business.

- You choose sport aircraft make, model, & location
- We negotiate your discount and territory
- We help you build a simple business plan that fits within your available time, resources, & desires
- We assist you with establishing appropriate business structure—Sole Proprietor ,LLC, or C Corp
- SALSA Select Partners Sharing the Passion

**WIN – WIN – WIN:** We win by sharing with you in sales profits generated from new territory and our expanded range of models offered; you win by owning an aircraft at a discount and a business with true profit potential in this exciting industry; and our customers (flight students and aircraft buyers) win by having a SALSA network that offers the widest selection of **Safe-Affordable-Fun**. Contact Rand for details: [jrand@pjsnet.de](mailto:jrand@pjsnet.de)



## Dave's CFI Page: The lighter side of light sport ☺

Both optimists and pessimists contribute to the society. The optimist invents the airplane, the pessimist, the parachute.

If helicopters are so safe, how come there are no vintage/classic helicopter fly-ins?

Death is just nature's way of telling you to watch your airspeed or rotor RPM.

Real planes use only a single stick to fly\*\*. This is why bulldozers & helicopters -- in that order -- need two.

There are only three things the copilot should ever say:

1. Nice landing, Sir.
2. I'll buy the first round.
3. I'll take the fat one.

As a pilot only two bad things can happen to you and one of them will.

- a.. One day you will walk out to the aircraft knowing that it is your last flight.
- b. One day you will walk out to the aircraft not knowing that it is your last flight.

There are Rules and there are Laws.

The Rules are made by men who think that they know better how to fly your airplane than you. Laws (of Physics) were made by the Great One. You can, and sometimes should, suspend the Rules but you can never suspend the Laws.

About Rules:

- a. The rules are a good place to hide if you don't have a better idea and the talent to execute it.
- b. If you deviate from a rule, it must be a flawless performance. (e.g., If you fly under a bridge, don't hit the bridge.)

The ideal pilot is the perfect blend of discipline and aggressiveness.

The medical profession is the natural enemy of the aviation profession.

Ever notice that the only experts who decree that the age of the pilot is over are people who have never flown anything? Also, in spite of the intensity of their feelings that the pilot's day is over I know of no expert who has volunteered to be a passenger in a non-piloted aircraft.

Before each flight, make sure that your bladder is empty and your fuel tanks are full!

He who demands everything that his aircraft can give him is a pilot; he that demands one iota more is a fool.

There are certain aircraft sounds that can only be heard at night.

The aircraft limits are only there in case there is another flight by that particular aircraft. If subsequent flights do not appear likely, there are no limits.

Flying is a great way of life for men who want to feel like boys, but not for those who still are.

Flying is a hard way to earn an easy living.

Forget all that stuff about lift, gravity, thrust and drag. An airplane flies because of money. If God had meant man to fly, He'd have given him more money (or, according to Benny Hill, free airline tickets).

"If the Wright brothers were alive today, Wilber would have to fire Orville to reduce costs."  
President, DELTA Airlines

In the Alaska bush I'd rather have a two hour bladder and three hours of gas than vice versa.

It's not that all airplane pilots are good-looking. Just that good-looking people seem more capable of flying airplanes. Or so seasoned observers contend. A matter of self-confidence? No doubt, no doubt.

An old pilot is one who can remember when flying was dangerous and sex was safe.

Airlines have really changed, now a flight attendant can get a pilot pregnant.

I've flown in both pilot seats, can someone tell me why the other one is always occupied by an idiot?

Son, you're going to have to make up your mind about growing up and becoming a pilot. You can't do both.

There are only two types of aircraft -- fighters and targets.

The scientific theory I like best is that the rings of Saturn are composed entirely of lost airline baggage.

You define a good flight by negatives: you didn't get hijacked, you didn't crash, you didn't throw up, you weren't late, you weren't nauseated by the food. So you're grateful.

They invented wheelbarrows to teach FAA inspectors to walk on their hind legs.

New FAA Motto: We're not happy till you're not happy. ☹