

Let's go fast together!

The new Team at Lancair continues to listen to our Customers and now announces important changes to the owner registration process.

Lancair International values its relationship with all aircraft builders and owners and recognizes the importance of having a complete record of Lancair aircraft ownership. This data base helps not only Lancair but the FAA and the owners in keeping you informed of important safety information and issues affecting your aircraft.

Tom Bowen- COO Lancair International

"We have analyzed the goals and merits of our current registration process and determined that changes need to be made to address customer concerns and provide the best service possible to Lancair owners. We determined that although the intent was good our implementation did not present the best company face or value to the customer needed in these tough economic times. Our transfer fee of \$300.00 has been a disincentive for customers to file change of ownership forms with Lancair. This fee was intended to offset the cost of setting up and tracking aircraft status in our system and very few people dispute that this is a very important company function."

The two changes we have implemented beginning next week and retroactive to July 1, 2010 are:

- The entire Transfer Fee (\$300.00) will be applied as a credit to the owner's (parts) Kit Component Inc. account or if an account does not exist the company will set one up and it will have a \$300.00 initial credit balance immediately available for the purchase of parts, supplies or logo merchandise from Kit Components Inc. and/or Lancair.
- The Transfer Fee requirements and updated Resale Agreement is available on line at www.lancair.com/Main/faq.html

Note from Tom -

"Lancair is making this announcement exclusively through our LOBO partners. LML and our web site because, as I experienced in my Mooney days with the MAPA organization, our best conduit directly to the broader customer base is through our valued relationship with the Lancair type clubs.

Unfortunately we cannot make this offer retroactive before July 2010 but Lancair commits to continue to listen to our Owners and be responsive to your needs. The best advertising we have is happy customers flying beautiful aircraft.... So let's go FAST together!"