



# The *Seawind* Flyer

**FALL 2004**

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## **We have good news and bad news**

LET'S GET RID OF THE BAD NEWS FIRST.

Anyone who has followed aircraft development and in particular aircraft certification, knows that it is a long and difficult road. Eclipse is years behind schedule, despite raising hundreds of millions of dollars. Safire jet has shut down again and has reopened again. Vantage jet has disappeared. Smaller general aviation aircrafts are not exempt. Piper aircraft and Mooney both have changed ownership, Mooney numerous times. Others have dropped off the radar screen. OMF went bankrupt and has been resold. Lake Aircraft (Lanshe) has suspended operations.

It should come as no surprise to learn that the Seawind has had a funding short fall. That's the bad news.

NOW THE GOOD NEWS.

The short fall is less than twenty percent. We had to throttle back and pace ourselves to avoid running out of money. Shutting down and restarting would be disastrous and it was not an option. We concentrated on the major items, which could be showstoppers, or result in major delays.

We estimate that our schedule has been set back eight or nine months.

We are pleased to announce that we have been able to secure sufficient funding to complete certification. We can now throttle up and resume speed.

Although we have secured sufficient funding, we must monitor our costs and not waste money. It will be difficult and inordinately expensive to make up for the time lost. We knew going into the project that there would be many pitfalls. Many things had to fall into place and we have been fortunate and lucky.

- We needed a good facility - We have it.
- We needed to get our process approved - We have it.
- We needed to obtain bond joint approved - We have it.

- We needed to develop lightning protection - We have it.
- The landing gear drop tests are going well.
- Seat crashworthiness qualification tests are going well.
- The financial community needed to see an order book - We have been successful in obtaining twenty orders in our introductory price offering.

We know that we are not home free yet, but we are well on the way. We will continue to seek investors to solidify the company's financial position.

## **Price Policy**

Our introductory price was \$ 289,700 for the VFR version of the Seawind. Our new pre-production price is \$294,700. In order to further increase our order book, we will hold this new pre-production price for the next thirty aircraft sales.

We will continue with our policy of requiring a \$9,000 deposit. The initial deposit will be held in an interest bearing escrow (trust) account. If we do not fulfill our contract date and price obligations you may elect to get your money back with interest or continue with the sale.

## **IFR Avionics**

We had settled on the UPS/Apollo avionics for both the VFR and IFR avionics. Garmin has bought out the Apollo line. The folks at Garmin are still shaking out their line with some items being discontinued like the GX 65 and other items such as the MX 20 are being kept.

At Oshkosh I talked with our Garmin representative. He confirmed that the Garmin 430 and 530 are being enhanced in the next few months.

This is a great time for aircraft avionics but it reminds me of the computer age. By the time you open the box, it becomes obsolete.

.For now we are suggesting that customers order the aircraft and wait to make their final selection of their avionics until three or four months before production. We do need to know if they intend to go IFR for other than avionics planning.

## Glass Cockpit

The Garmin G-1000 is getting the most attention. Next, is the Avidyne system. We are having discussions with both, and with Chelton as well.

Garmin just certified its 1000 in the Diamond aircraft and we were told it cost them \$700,000. I can understand why they want a guarantee of fifty orders per year to TSO their equipment in the Seawind. You can also understand why we can't guarantee fifty orders per year at this time. In order to get a feel for the market and to target our advertising, we are enclosing a survey questionnaire. I am from the old school and just having our current IFR configuration with the Apollo moving map, is more than enough for me, but we want to know what you want.



THE CERTIFIED SEAWIND 300C IFR INSTRUMENT PANEL

## Questionnaire

We have enclosed a stamped self-addressed questionnaire and will also post it on our web site. We would sincerely appreciate it if you would give us your input and mail it back. We would also appreciate any suggestions you would like to make.

A one-page ad in a trade magazine runs as high as \$14,000 for one month. We would like to keep the cost of the Seawind down by targeting our advertising. Thank you in advance for taking the time to respond. One of the questions is about the glass cockpit.

## Financing

### UNITED STATES

We are pleased to announce that we are able to provide our customers with very attractive financing from NAFCO for the Seawind, to qualified buyers.

The terms are 10% down, up to 20 years at 5.75% fixed rate with no pre-payment penalty.

### CANADA

The Bank of Montreal will provide our Canadian customers financing at 15% down 15 years at 6% interest. Interest to be reviewed every 5 years. Even though aircraft can fly from country to country rapidly, financial institutions do not lend to aircraft registered in another country. As the Seawind sales spread to other countries, we will be seeking additional agreements with foreign institutions. We will also be appointing Sales and Service Centers to assist you.

## Travel Plans

The Seawind proof of concept aircraft will be traveling west to be displayed at three major events.

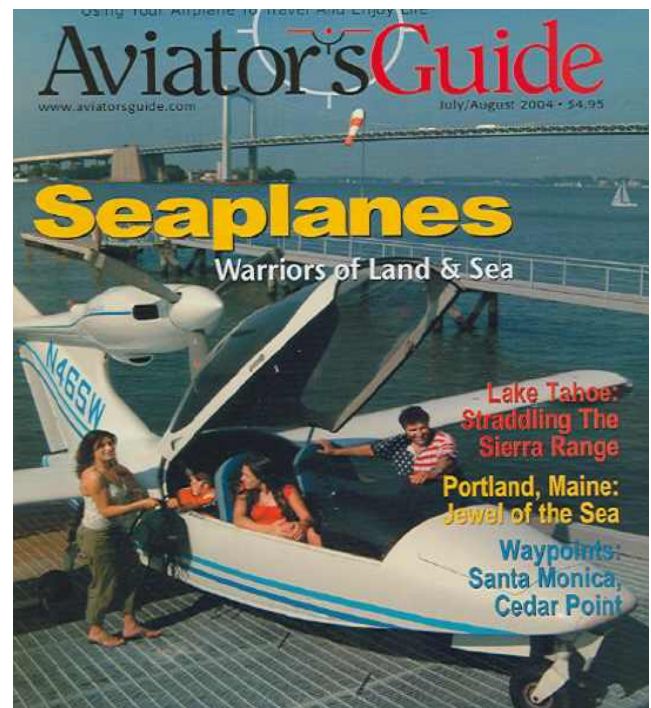
- Reno National Championship Air Races and Air Show - Reno Nevada from Sept.16 to Sept. 19.
- Copperstate Regional EAA Fly-In, Phoenix, Arizona October 7 to October 10.
- NBAA in Las Vegas Nevada from Oct. 12 to Oct 14.

Stop by and see us.

## Recreational Travel

In our first Seawind Flyer - Fall 2003, we stated our intention to provide fly-in spots for recreational travel. We have come across two publications that are doing a much better job than we could.

*AVIATORS GUIDE* is a bi-monthly publication, featuring numerous places you can visit in your Seawind by land as well as by water. The Seawind was on the cover of the July/August 2004 issue.



The photo was taken in New York City by the Throgs Neck Bridge, where the East River connects to the Long Island Sound.

*PILOT GETAWAYS* is a quarterly magazine which also features many places to go as well as flight reports. They were scheduled to do a flight report on the Seawind but their photo plane did not make it to Oshkosh. We will let you know when it takes place.

During the Oshkosh show we handed out over 150 free copies of both magazines.

## Meanwhile, back at the factory

As we said earlier, work has been continuing on the critical path items.

### CRASH WORTHY SEATS

The front seats of the Seawind incorporate many special features:

- The seat tracks are the full length of the cabin;
- The seats are removable without tools;
- The seats pivot to recline;
- The four point restraints system features the shoulder belts retracting into the seat back;
- The seat bottom is layered temper foam by Confor. It is supported by an energy absorbing pan designed for 19 g at a 60 degree up angle;
- The seat assembly is designed for 26 g forward with a 10 degree yaw.
- The rear seats are fixed and attached to the floor track;
- The seat back upper half folds down;
- The folded assembly then pivots forward for easy access to the luggage areas;
- The four point restraints have the shoulder belt retractors attached to the cabin aft bulk head;
- The rear seats are removable without tools.
- The same energy absorbing design is used for the rear seats to absorb 15 g at a 60 degree up angle and 26 g forward.



We have been testing the energy absorption design with a drop test. The results are meeting our expectations. The final test this fall will be on a test sled with anatomical crash dummies.

We intend to certify a bench seat to accommodate three children. However, the certification requirements all apply to 170-pound people, so we will have to test for three 170-pound passengers, even though they could not fit in the rear seat.



The seat drop test simulates the 19g 60 degree vertical test

## Landing Gear

The certified Seawind will have a trailing link landing gear instead of the bent leg on the proof of concept aircraft. It mounts completely in the wing. It eliminates the pockets in the sides of the hull and six possible leak points. The wheel track will be nine feet on center instead of eight feet. We wanted to keep the wheel track less than ten feet so that the Seawind can use boat ramps.



The Matco wheels and brakes used on the kit will be used on the certified Seawind. They incorporate the grease seals to protect the wheel bearings from salt water and all the proven features jointly developed with Matco.

## Dual Certification

During the Oshkosh show, a number of people asked about FAA and JAA certification. We are certifying concurrently with Transport Canada and the FAA under a new program. European EASA (formally JAA) and Australian approval will follow later. However, those customers may purchase the Seawind with an "N" number and take delivery.

## Plant Tours

Starting in October 2004 we will be offering plant tours in Saint Jean-sur-Richelieu. The tours will be offered by appointment only on Fridays. Because our process is unique and proprietary, we do not give tours or permit picture taking in our composite production area while active or occupied.

To arrange for a tour call Lise Veronneau at: 450-357-9999, ext.323. Fax: 450-357-1194  
E-mail: [veronneaul@flightdyn.com](mailto:veronneaul@flightdyn.com)

## SEAWIND WINS THE SILVER LINDY AWARD

Many of the Seawind kit builders have put their heart and soul into building their Seawind. Some have won awards at Sun'n fun and Oshkosh, in their class.

For George Osborne, the very proud owner of N 184WL, it was a spectacular event with a double win. He won the Air cup race from Dayton, Ohio to Oshkosh, averaging 185 mph, with slight headwind, and if that wasn't enough, he won the Silver Lindy, Reserve Grand Champion award.

## CONGRATULATIONS, GEORGE!



George Osborne's Champion Seawind

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