Sequoia Aircraft Corporation
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Dear Falco Builders:

Today, twenty-five years ago, the Falco first flew. There was a time when I hoped that we could fly one of our homebuilt Falcos on the twenty-fifth anniversary, but that did not come about.

Shortly after sending out our last builder's letter, I learned that Stan Weiss was going to get out of the kit business to concentrate instead on building complete aircraft for a number of clients that had contracted with them for this work. The kits for the Falco and Barracuda had been well received, but they did not have the volume of business to justify keeping the expensive machinery they used on the kits. In short they weren't making a go of it, and I am sorry to see them go. Stan and Walt Weiss are fine people, and it's a shame they did not succeed with their kits. Now I regret not purchasing one of their kits and putting it on the shelf for the Falco I'll build one of these days when I finish my Sequoia.

I always try to have an alternate plan of action and in this case it has worked out quite well. Bill O'Brien, a Falco builder from New York, has three men working in Floyd, Virginia, building him a Falco, and they will be taking over where Stan Weiss stopped. They have bought Weiss's jigs for the tail group kits and will be producing tail group kits beginning, I would guess, in a couple of months. The price of the kit may well change, and Bill has not yet decided whether to include all of the wood-to-size or just complete the beams alone. Bill's operation is called Little River Aviation, and they are now producing kits of the fuselage frames complete with one side left open for inspection for $2,392.00 or the laminated rings only for $1,122.00. Bill will be sending out some information on these kits shortly to you direct so there is no need to contact him right away, but he can be contacted at Little River Aviation, Inc., 300 East 34th Street, New York, New York 10016. Telephone: (212) 684-6882. Bill is also producing some Falco paraphenalia (caps, jackets, shirts and patches), and we will be selling these at Oshkosh. These will be quite good looking and will keep a touch of class to everything connected to the Falco.

I can also tell you that Aero Cabinet Company will be producing kits of the wing spars. I was approached by this company some time ago about the possibility of them doing kits on the Falco, but I asked them to hold off since Stan Weiss had already committed himself to

the kits. This turn-down did not prevent the owner, Ron Rickabaugh, from buying a set of plans since, as he said, he had been looking for ten years for an airplane to build but never saw anything he liked. Ron's company has been at the aircraft cabinet business for 15 years, and Ron has been in wood work for about 35 years. Most of the work Aero Cabinet does is on jet aircraft, principally Boeings, modified for private use. Average job is about $150,000.00 for the wood work in one of these aircraft. Aero Cabinet has about 15 employees and is moving into new and larger quarters. They will begin work on the spars in July with the first deliveries at the end of August. Aero Cabinet expects to be able to quote a price around the first of August, after they have had a chance to see what sort of work is involved. Please don't start calling them as they are not set up to handle a lot of calls, and believe me, just an occasional call for each of you and their phone will be ringing off the hook. (I know about that, and it is one of the principal reasons the plans are not finished yet!) If you are interested in the kits or want to receive information about the kits when it is available, I would suggest you send a self-addressed envelope to Aero Cabinet for the information when it is available. Aero Cabinet Company, 575 Fourth Street, San Fernando, California 91341.

As for our kits, I am continuing to slog my way though the long list of parts that go into each kit, bidding out enough for fifty aircraft. I am making very good progress, but little of it is visible to you at this time. It's a paper-work nightmare. So far we have written about 100 purchase orders, and there are still many more to come. I am very close to final prices on some of the kits. I have finalized the prices on Kit No. 810 Main Landing Gear & Equipment. Without wheels and brakes the kit is $1,745.00. With the Cleveland wheels and brakes the price is $2,298.00, and with the Rosenhan wheels and brakes it is $2,022.00. I really don't care if you buy the Cleveland wheels and brakes through us as they are readily available, but the Rosenhan wheels and brakes are specially made up for the Falco and drilled for our axle brake plate. This kit came in a little cheaper than I had earlier estimated, but the price of the Cleveland wheels and brakes has gone up, raising the price of that kit. I don't have the prices of the semi-finished kits at this time, but they will be higher than earlier indicated as we have decided to do more work on the upper tube of the main landing gear leg. The savings, then, will not be as great on this one part as earlier indicated. Basically, we had earlier planned to give you the upper tube slotted and ready for jigging and welding in the plates for the oleo strut. This will cause the bearing surface of the upper tube to go oval, so we will now weld in these plates and leave it to you to finish the lower tube. For those of you who will want to do almost everything yourself, we will still have all of the stampings available as we are producing stampings in quantities for 500 aircraft. We do have the tail group kits in stock now and should be able to handle all future orders without delay. This is one kit that is currently underpriced, and we are reordering the parts for a second set of fifty kits, and we will be raising the price of this kit by about $70.00, probably when we sell the first 40 kits. The initial kits have been well received. For those of you who have not seen them, each part comes in a separate bag with a lable that tells you exactly what is in it.

We have recently completed the patterns for the cast aluminum nose gear trunnion and should have the first articles from the foundry in a few weeks, and I hope to have the complete nose gear at our Oshkosh booth. I also expect to have the main gear there, or I will have the skin of a few shop owners hanging from my teeth. We have designed a very nice cast aluminum rudder pedal which I hope to have finished by then. The pattern is now finished, but we have still to make the aluminum match plate. We should have the canopy and windshield bubble finished by then and available for view. This work has fallen a little behind schedule, as has the fiberglass cowling which should be available shortly after Oshkosh. We have a few engine mounts in stock now, but I am not ready to put a final price on them until we see what we can do in production. As it looks now, the conical engine mount will be about $585.00, prehaps a little lower and the complete kit with Lord mounts and all hardware will be in the range of $725.00. The dynafocal engine mount will be about $100 more, and the Lard mounts for this version are also more expensive. The canopy and windshield bubble, by the way, looks to be about $550.00, and the canopy frame and all the little pieces that go with it will add to that. Much of the cost of the canopy is due to the $4,000 to $5,000 in tooling that is involved. Free-blown canopies can be made with perfect optics very reasonably since there is almost no tooling cost, but you can't get our shape that way.

A number of you report that you have had some difficulty in buying the extrusions needed for the hinges, particularly the T sections. We will be offering kits of the needed extrusions and stampings, when applicable, for the builder who wants to make his own hinges. These semi-finished kits will have numbers twenty points higher than the completed kits, that is the semi-finished version of Kit No. 801 is Kit No. 821. The prices as they stand now are $157.26 for Kit No. 821 Tail Group Extrusions, $152.13 for Kit No. 822 Fuselage Extrusions and Stampings, and $249.76 for Kit No. 823 Wing Extrusions. These kits do not contain all of the needed material as some of the hinges are made of formed sheet since there is no extrusion available that is big enough for the part. I think that in time we should probably include the bushings in these kits rather than offer them separately as now. One nice thing about all of this is that when we double our order for the material, the unit price of the material comes down. Kit No. 803 Wing Equipment is now $1,320.00, and that's a savings of $115.00 from the price we earlier indicated.

For those of you who haven't seen it, there is an article in the latest Sport Aviation by Tony Bingelis on his Falco project, the first of a number of such articles he will do as he goes along. I am very pleased with the article, particularly with the opening which sounded like a parody of the movie "Ten", in which Tony dumps his plastic lady for our Italian beauty without hardly a backwards glance. Tony likes to grumble about all the work in the Falco, which is time-consuming; however Tony is going about it the hard way, cutting and milling all of his own wood to size. You can save a lot of time if you get your wood already cut to the size you need it. Tony built the spar in something like 230 hours if memory serves me, but Bob Esau, a first-time wood aircraft builder, did it in 70 hours working with milled wood and without interruptions, which also helps. Tony is right about

all the time that is required to make all of the ribs, laminations and spars, but none of it is above the level of skill that cannot be learned by anyone. There are too many of you out there who are first time builders who are doing nicely on your Falcos. This is the only point on which Tony and I apparently don't agree (and I don't mean to be argumentative with my friend Tony), and that is the notion that a first time builder must build something simple like a Volksplane or KR2 before building a real airplane. I think the more important requirements are intelligence and a real love for making things and working in a shop on wood, metal or whatever. Of course, if for some reason you actually want a KR2.... But thanks, Tony. I do like the article, and for all the grumbling about the work he is having to do, I have never seen Tony be so enthusiastic about a project in print. Future articles will deal with the actual construction of the bird.

Bob Esau is progressing nicely. He has the airplane on its back now skinning the bottom of the wing and fuselage. Bob is building his Falco without the break in the fuselage, and it will be the last Falco he ever builds that way. In order to get the fin to clear the floor, he had to prop it way up in the air and build a work table around it just to be able to reach things. Bob was working in his shop the other day when a couple came into his hangar asking to use the telephone to close a flight plan. He noticed a foreign accent, and while the lady was using the telephone the gentleman was busily taking pictures of his project. The man said "I have to ask you what this plane is." When Bob told him is way a Falco, the man practically fell down in excitement. He was from Frankfurt, Germany, and had flown a Falco several times. He spent about an hour standing there raving about the Falco -- one of the more pleasant interruptions Bob has had.

Beginning with this builder letter, we will adopting a new format for the revisions. We will be issuing supplementary revision letters which will not repeat the earlier revisions, and from time to time we will revise the whole list. The list has grown too long to justify reprinting the whole list for the sake of getting a few new revisions out. There is an important revision in this latest revision letter dealing with the fuselage. When the Falco was first built, the spars were all of douglas fir, but they were redesigned in spruce for the series III and IV Falcos. This made the spars larger and the fuselage frame number 4 had to be moved forward by 12mm. Fortunately, I knew who was far advanced with their construction and telephoned the changes to those builders. As always, it is important to let us know when you have begun construction and to keep us posted on your progress so that we can notify you of any important changes.

I am in something of a dilemma concerning the fuel tanks. The front fuel tank does not provide enough room for a panel-mounted radio stack, unless the stack is built to stand proud of the rest of the panel by a couple of inches -- which could be done attractively. If we cut into the fuel tank we will decrease the capacity of the tank. I am reluctant to blithely add more capacity to the bottom of the tank for fear that this will interfere with something else. The Falco is a very sophisticated design and everything is closely fitted. My inclination is to leave the tanks as they are and then work around the tanks with an

imaginative panel design. The radios could be put at the bottom of the instrument panel facing up at an angle, or the radio stack could be canted toward the pilot as in the Bonanza possibly clearing the tank. Another possibility is to mount some of the radios (thin ones like the Collins Micro-line) in the center console as is frequently done in military aircraft. I would appreciate your feedback on this, that is, what you would like to see done.

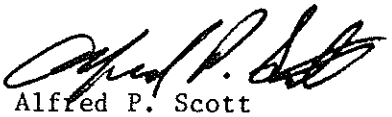
The plans are very nearly finished, and I hope to have the remaining drawings out shortly. Even when the plans are officially declared "finished", there will still be much more for me to do. I am at work now on a fuel tank installation drawing (there was none in the original plans) and will be adding other drawings detailing each control cable, hose, and the like. I don't think I could stand a week at Oshkosh explaining why the plans are not yet finished this year so I'll have them all out by then -- or not go to Oshkosh!

By the way, don't forget the Falco-Sequoia-Kodiak-Trojan builder dinner on Tuesday night at the Midway Motor Lodge in Appleton beginning at 8:00 PM. See us at the booth and let us know if you are coming so we can make the appropriate reservations. There was a potential Falco builder at last years dinner who actually suggested that he would built the Falco with control wheels and a swept tail! Prehaps he is a builder now, but we hooted him down so badly it is likely he lost interest completely. Please none of that folks. As some of you have found out, modifications to the design are one of my least favorite subjects. Tony Bingelis will concur in the wisdom in leaving things as designed. On his last aircraft he made something like eleven changes, but he judged only one of them was an improvement -- until he found that that change prevented him from getting full up elevator!

We now have 135 builders and are growing steadily in numbers. Four of our builders are working full-time on their aircraft. Bill O'Brien has three men aworking and is adding a fourth. Bob Esau now has a helper and Mike Rielly helps his full time builder from time to time. Larry Wohlers is working alone and does work on other peoples' aircraft, so his progress is not as great as it might otherwise be. We will not have a Falco at Oshkosh this year unless Bob Esau pulls off a miracle, but I am betting we will have four completed Falcos at the next years event.

I expect that our next builders letter will not be out until just after the Oshkosh convention, therefore look to hear from us in the middle of August.

Sincerely,
SEQUOIA AIRCRAFT CORPORATION



Alfred P. Scott
President