

Welcome to the fourth issue of our quarterly newsletter, where we showcase all the happenings with the X-Air in Australia and Overseas.

So much has happened since our last newsletter in May, I know we are late at getting this issue out but we have been so BUSY and I was holding off as long as I could to report our progress with CASA regarding our certification approvals.

In the last newsletter I was happy to report the sale of our 15th aircraft... Well we now have over *two dozen* aircraft flying or being constructed across Australia and New Zealand, to say the X-Air is a runaway success story is an understatement.

When I took on the X-Air sales role in November last year the factory advised they expected at least ten aircraft sales per year, I questioned their logic saying that Australia and NZ is geographically large, but you have more people in a Paris suburb than we have in the whole of Australia. Their only response was...

Get some planes flying and the sales will come rolling in....

I am delighted at how Australian and New Zealand aviators have taken to the X-Air and we can assure each owner of continued support for their aircraft with a comprehensive parts inventory at our Mudgee base.

Certification for training approvals

The certification for Category 24 has been progressing well, realistically though CASA's priorities lay with the fare paying passenger first and sport aviation is unfortunately well down the list.

We are confident of having the X-Air approved for training before Christmas, there are two areas which must be satisfied for training approval (Category 24 - Factory Built Aircraft).

The first requirement is to have a certified aircraft design, and I am pleased to report the X-Air is now approved under BCAR Section S (UK) to 450 kgs, this makes the X-Air the only aircraft certified under this approval to legally be flown at 450kg's maximum take off weight - all previous BCAR approvals have only been at 390 kg's.

BCAR approval coupled with the Canadian approvals and those from several other countries make the X-Airs approval almost automatic, we just have to be patient and let CASA get the time to approve all our paperwork.

The second stage of certification is to have a Certified Production Facility.

Basically this is an area to construct our kits in a controlled and secure environment, we are seeking our approvals to use our hanger complex at Mudgee airport, we are also required to have a quality control system built in to our aircraft production and we are confident that our production certificate will be approved shortly after our aircraft design approvals.

All of this information only relates to aircraft that are Factory Built, with the intention of using the aircraft for Training.

Customers who wish to use their aircraft for recreational flying can ignore all the above information and purchase your kit, assemble the aircraft and fly to your hearts content under the existing regulations. (Category 19 Amateur Built).

Price Rise

Unfortunately there have been two price rises since our last newsletter, Rotax 618 engines have gone up \$200 and the X-Air kit price has risen from \$7950 US\$ to \$8265 US\$ a rise of \$315 US\$. (Approx \$500 AU\$).

The news is not all bad though, the reason for the price rise has been due to some modifications and additional equipment included in the kit to help satisfy the strict BCAR certification, - I guess it's just a continual development of the aircraft design.

Finance

We have some great deals going with the Commonwealth bank at the moment, our local branch has appointed Mr Terry Roth to handle all of our X-Air financing inquiries.

Terry is familiar with the X-Air aircraft (although I can't get him to go for a fly in one yet) and he is keen to do business, Terry is contactable on 02 6372 1644 during bank hours.

Another option which several customers have done is to add the X-Air purchase onto their existing home loan, this will give you a much cheaper rate than a personal loan, again contact Terry or your local bank for more information on financing options.

Some rough examples of finance available...

Borrow \$10,000 for 4 years and the repayments are only \$258 per month, that's under \$60 per week.

Borrow \$15,000 for 4 years and the repayments are only \$387 per month, that's under \$90 per week.

With a Commonwealth bank personal loan you can negotiate a term from two to seven years, so on a \$15,000 loan over seven years the repayments are only \$171 per month or \$39 per week.

X-Air Magazine tests

Great News from the UK, the British aviation magazine Flyer has published a glowing flight review on the X-Air in their July Issue.

The test is extremely complimentary and has made the X-Air the top selling Ultralight in the UK and Ireland since it's publication. The article has created so much public interest in the aircraft they are currently taking orders for and aircraft every three days or so.

Good news for the English, bad news for Australia.... We now unfortunately have a waiting list for aircraft delivery. Previously we have prided our service in having orders delivered to Australia within 4 to 10 days of placement, unfortunately we now only have one additional aircraft available for early November and four aircraft for Christmas/New Year period, such is the price for success.....

The Flyer magazine test can be downloaded for review from our internet site.

www.mcp.com.au/xair.

Follow the link to magazine tests.

Also, be sure to check out the X-Air report in the November issue of AOPA magazine.

Natfly 2000

The AUF Natfly 2000 planned for the 5 day weekend next April is starting to look like a record breaking event. The event starts with Good Friday on the 21st and goes through to the Anzac day Public Holiday on the 25th, 5 full days of flying and socialising - sounds good to me.....

X-Air will have a major presence at

Natfly 2000 with a dozen or so aircraft expected from all over Australia. Darrel Peatey, X-Air's Tasmanian dealer will lead an assault from down south hopefully with two other X-Airs in tow. The Bass Straight crossing must surely be one of the biggest achievements available in ultralight aviation today, life jackets an EPIRB and good weather would be a necessity, as would a good radio and constant communication with Air Services in Melbourne.... Good luck boys !,

Others from across Victoria, NSW and Queensland will have a more conventional overland trip to Narromine.

At Natfly 2000 we have booked a restaurant for the evening for X-Air owners and other interested people.

This get together will be an ideal opportunity for owners to exchange ideas and tell tall stories about their flying experiences, we have planned a presentation on several exciting developments and accessories for the X-Air aircraft, as well as some "Top Secret" information about a new release from the X-Air stables due late 2000.

Yet to be confirmed, we have invited the directors of Rand Kar sarl (the manufacturers of X-Air) over from France to share our hospitality and good weather for the weekend, this will be a terrific opportunity to talk with the designers and see what new concepts and ideas they have on the drawing board.

Narrogin 1999 & Aviex 2000

Our airshow program is full for the next six months with the state dealers attending numerous airshow and flyins. Of note I will be attending the Dubbo 150th birthday airshow in central NSW on the 27th November.

Narrogin in Western Australia will be hosting their yearly event on the

6th and 7th of November, although I have never attended this event I have heard some exciting stories of the happenings over there in WA, you will be assured of a huge variety of different aircraft turning up on the day.

Queensland's dealer Tony Stiller is attending the Greenfield fly-in on November 28th, Greenfield airstrip is described as flat as a billiard table and lawn better than a bowling green. The airfield owned by millionaire Tony Green is just North of Noosa on Queensland's sunshine coast, Tony advises this event is not to be missed.

Just over 12 months away is the Aviex 2000 Aviation Conference and Airshow at Bankstown in Sydney from the 9th to the 12th of November 2000. This promises to be a huge event with a mixture of Ultralight through to military fighters on display to the public.

X-Air Australia have secured a fantastic outdoor site at Aviex right next to a grassed area which will make an ideal viewing area for the airborne activities.

World Air Safaris

I have a limited number of "Raid Air Adventures" colour brochures available, which after reading I can say are really interesting.

Raid Air is a French based company which provides air safaris to some quite exotic destinations, do you fancy flying an X-Air across Morocco, Kenya, France, Spain or the Namibia on a seven to fourteen day trip?.

All trips are fully catered with ground support vehicles and to quote from their brochure...

"You will face challenges which will enable you to grow as both a pilot and an individual. No more tours of the runway or round trips of 100 km's; in a warm atmosphere of shared experience we will take you on the adventure of a lifetime" Sounds pretty good to me !.

Commercial Assistance Package

Maybe you think that building an aircraft, even one as simple as an X-Air may be beyond your capabilities. We can offer at our Mudgee base a commercial assistance package that may be of interest, over two weeks we can assist you in the construction and test flying of your aircraft. Several customers have taken advantage of this service and the aircraft have been finished to an extremely high level of fit-out.

I had the opportunity of recently delivering an aircraft from Mudgee to Goulburn, not a big deal you say, but a most enjoyable way to spend a Sunday. Our customer had constructed his X-Air at Mudgee but without a cross country endorsement he could not fly it home.

A sunrise departure in perfect weather had me touching down in Bathurst about 55 minutes later, the thermometer was reading minus eight on the terminal building wall and with a quick pit stop, a refuel and a check over of the aircraft I discovered heaps of hoar ice on the top of the wing.

Hoar ice grows on the wings upper surface like twisted stalagmites in a limestone cave, they were about 20 mm long and I have since spoken to other GA instructors with thousands of hours and they have never come across ice that bad before. It just shows every flight is unique and exciting.

After removing the ice with my arm it was off and on climb to 7500 feet on direct route to Goulburn. The rest of the flight was very enjoyable and it was a pleasure to be greeted in Goulburn by a very excited owner.

The weather in Goulburn was not much warmer with a good centimetre of ice on top of all the puddles until well after lunch!

Some people have got it bad !

With reference to Phil Allen from Canberra who has purchased the first X-Air to be sold on the second hand market, we are turning over our company demonstrator aircraft every 12 months or so and Phil purchased the aircraft registered as X-Air 123. Phil's background is in aviation having spent several years in the Air force playing in Machi jets before getting involved in computers.

Phil is passionate about his flying and the following is typical of a day in the life of Phil Allen.

7.00am depart Mudgee for ??, with Phil who knows.... But he went Bathurst, Goulburn, Canberra, enough for most aviators, but Phil refuelled flew around Tarago for a while before deciding it would be nice to visit some friends at The Oaks just south of Sydney. Following the Hume highway north to just south of Campbelltown before heading North West to the Oaks.

Phil spent a couple of hours taking friends for flights at the Oaks and then headed off back to Tarago near Canberra. This trip totalled over 400 miles zig zagging across the state and he knocked up over seven hours airtime in one day !. I have a vision of a classified add in about 12 months time.

"X-Air good cond, 12,000 hours, only flown on weekends" Call Phil on 0417 040 052. Just joking Phil enjoy your new toy.

X-Air - The next 12 months

Where to from here..... As we celebrate our first anniversary In November I guess it's a good time to see where we have been and where we are going for the next 12 months. As we have said so many times before the X-Air has been accepted into the Australian and New Zealand market with open arms, the aircraft seems to be just what most aviators are looking for and our sales success reflect this.

The next 12 months are going to be extremely exciting for X-Air worldwide. Sales have gone through the roof in every country the aircraft is sold in.

Production has been doubled at the factory to try and meet the world wide demand for the X-Air.

In Australia and New Zealand we are expecting a frantic 12 months as we enter the Category 24, factory built market. We have already been approached by numerous flight training organisations looking forward to the X-Air's entry into the training market.

Finally a big thank-you to the aviation public for making the X-Air Australia's most popular new aircraft in the past 12 months Should you have any further inquiries about the X-Air please contact either myself or your closest X-Air dealer for more information and a test fly.

Safe Flying, Michael Coates.

Dealers.

Queensland. Tony Stiller
Phone 07 5441 7051
Fax 07 5476 3335

Western Australia. Allan Grigo
Phone 08 9493 1881
Fax 08 9459 7474

Tasmania. Darryl Peatey
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Finally, we have our new video available soon, please call to receive a copy.