



March 15, 2010

Dear Sir, Madam,

Men and women all over the world are eager to fly. This ancient dream of humankind has become a reality for many in the last century. But for many, it is still a great struggle; and for many, the sky is still out of reach.

For almost forty years Zenair Ltd has made it its mission to help aircraft enthusiasts achieve their dream to fly. We have done this by providing easy to build and affordable light aircraft. Some people build from plans, others from kits, and still others buy a ready-to-fly aircraft. Some do it alone, others with a partner or two, and still others do it as part of a club. All have the same goal: to fly high above the countryside; to see the world from a new perspective; to lead a more fulfilling life. To date, over 6,000 Zenair aircraft have been delivered worldwide into the hands of builders and pilots. Every week, a few more join this determined group and start a plane-building project, and every week a few new self-made planes take to the air, to the great joy and exhilaration of their builders... Zenair is proud of its role in this great movement; and I am touched by the trust that these dreamers have placed in my designs.



Chris Heintz, Founder

The people of Russia and the Ukraine are no different; many look up to the sky and wish they could soar like the birds. This is why I am particularly pleased to welcome Aeroskif and its founder Oleksandr Kuzmin among the growing international network of Zenair representatives. They share Zenair's mission and have joined our community with the noble intention of helping the people of the Ukraine and other CIS countries to build and fly their own light sport aircraft.

I personally and sincerely wish Aeroskif and those who work there great success. It is a tough job, but the broad smiles and the look in people's eyes when they return to earth after a short flight makes it all worthwhile. By closely following Zenair's well proven and highly developed drawings and manuals while building, and by using all the right materials and parts provided in the kits supplied by Zenair, Aeroskif and its clients can rest assured that they will be flying some of the most tested and safest aircraft on the planet. Aeroskif is now committed to continuing the tradition; it is set to make the dream of flight come true for hundreds of Ukrainian and Russians. Thank you and best wishes.

Sincerely,
Chris Heintz, Founder
Zenair Ltd



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March 30, 2010

Greetings,

Zenair Europe was established in 2007 to coordinate and facilitate the purchase and distribution of Zenair kits for the European Market. One way we have achieved this is by expanding and strengthening our network of independent representatives throughout Europe. Oleksandr Kuzmin, met us in 2008 and we very shortly afterward recognized his company, Aeroskif, as a full Zenair dealer for the Ukraine and surrounding countries.



[Nick Heintz, Tech. Support](#)

Today, Zenair has representatives in over a dozen European Union countries. Aeroskif is the first Zenair dealer to establish itself within the Post-Soviet region. It is a testament to Oleksandr Kuzmin and his partners that they had the vision and determination



[Michael Heintz, Intl. Sales](#)

to introduce Zenair's popular aircraft designs to the Ukraine. While most Zenair customers have traditionally been in Western Europe where most dealer centers are located, Aeroskif has recognized the need for solid and dependable all-metal aircraft in the East. We congratulate Aeroskif for its initiative and excellent timing. Two years of working together allows us to confirm that Mr. Kuzmin's vision and business plan are well founded and justified. We believe that Aeroskif has a great future representing us and we look forward to working with them as they grow and develop their enterprise. Ukrainian pilots and aircraft owners deserve the best and that is precisely what Aeroskif has set out to provide. We are honored that they have chosen Zenair's well proven aircraft designs and quality kits to attain their objective.

Best regards,

Nicolas & Michael Heintz
For Zenair Europe



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March 24, 2010

Dear Sir,

It is with pleasure that I recall Oleksandr Kuzmin's visit to Zenair's headquarters in Canada. As president of Aeroskif, Mr. Kuzmin's was motivated, well organized and very keen to learn. He toured our manufacturing facilities and quickly became involved, not letting the foreign environment or language barrier slow down his enthusiasm. Not only did he have expertise in aviation, but he also had a clear vision for Aeroskif. Mr. Kuzmin made a very strong impression on our Canadian staff; we were eager to work with him and to help him develop his business representing Zenair in the Ukraine and surrounding countries.



Mathieu Heintz, CEO

After spending time with us, reviewing our designs as well as manufacturing processes, Mr. Kuzmin invested in his business by purchasing a number of aircraft kits from Zenair. These were then worked on and assembled in the Ukraine in Aeroskif's facilities. The first completed Ukraine-assembled aircraft looks fabulous and is now regularly flown by local pilots. Aeroskif is currently working on additional aircraft as it positions itself to be a regional assembler of Zenair's fine line of sport and recreational aircraft.

It has been a pleasure to work with Aeroskif over the last two years and Zenair is prepared to expand its supply of parts to this new and developing company. This positive energy and hard work should not be allowed to suffer from thieves who co-opt the design and business model of companies like Aeroskif. We wish Mr. Kuzmin and his staff all the best for a bright future in the region's growing light aviation industry.

Good luck!

Mathieu Heintz, C.E.O.
Zenair Ltd



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March 26, 2010

To whom it may concern,

Zenith Aircraft Co. has been working with Zenair for over 18 years, promoting and selling aircraft kits to the US market under license from Zenair. This successful model works well in America, and should work well in the Ukraine as well. We have good, solid aircraft designs that are robust, yet a pleasure to fly; they are easy to build and affordable to maintain and operate. Zenair aircraft designs are ideal for developing markets and Aeroskif is well positioned to take advantage of this. By aggressively protecting its distribution rights, Aeroskif will be able to grow and offer stable jobs in its community; it will also become recognized as a supplier of superior aircraft designs that are well recognized world-wide.



Sebastien Heintz, President

It is especially important at this point in Aeroskif's development that it be protected from predatory copiers of Zenair products. Contraband aircraft will not only hurt Aeroskif (and Zenair), but most likely also unaware pilots and passengers who fly in these unauthorized and often sub-standard copies. Oleksandr Kuzmin has made the effort and the investment to develop light aviation in the Ukraine and Russia by choosing a professional approach and quality aircraft. Others who want to copy this without dealing directly with the designers and manufacturers of these aircraft can destroy this industry that is still in its infancy in Eastern Europe.

I urge whoever is in a position to do so, to support and to protect the quality and professional efforts of Oleksandr Kuzmin and Aeroskif. They could one day play a very important role in the aviation industry of the region.

Best regards,

Sebastien Heintz, President
Zenith Aircraft Company