



**west coast sport aircraft, inc.**  
*Authorized TECNAM Sales and Service*

February 3, 2010

Dear Rotax Service Center owners & mechanics,

West Coast Sport Aircraft, located at the Watsonville airport in California is the exclusive Tecnam aircraft regional distributor for California, and we would like to introduce ourselves to you as potential partners in the growing light sport industry.

We are currently looking to establish authorized Tecnam Service Centers in Southern California / Los Angeles area, as well as in Northern California in the Redding Area. The current requirements to be a Tecnam Service Center are as follows:

- The Service Center will remain well informed and up-to-date regarding service bulletins, airworthiness directives, specifications and all other information related to Tecnam products and services. The Service Center will make every effort not to misrepresent those products or services in any way.
- The Service Center shall at all times employ at least one mechanic who is certified by Rotax on the 912 engine, and keep current on all revisions for maintenance and inspection of the engine system.
- The Service Center shall at all times employ at least one mechanic who has completed a 120 hour light sport repairman maintenance course, or alternatively holds an A&P certification and deemed to be thoroughly knowledgeable by Tecnam about the differences of inspection, maintenance, and alteration of S-LSA aircraft from standard airworthiness aircraft.
- The Service Center shall display signage appropriate to their facility. At a minimum, a banner of 6' x 2.5' in size, with the Tecnam logo, the phrase "Quality Aircraft Since 1948" above the TECNAM name, and "Authorized Service Center", either professionally made or provided by the Company.
- The Service Center shall obtain the appropriate Letter of Authorization from Tecnam before performing any installation, alteration, or modification to an aircraft, in accordance with FAR 91.327 (a) (5-7).

In addition to establishing key Service Centers on the west coast, we are also actively seeking sales professionals in the Southern California to act as commissioned sales agents. We offer both a sales "tip" cash incentive and also a graduated sales commission structure for sale of Tecnam aircraft in California, Oregon, and Washington. ( And soon Nevada and Arizona.)

Please contact Erin Hay at West Coast Sport Aircraft for further information at (831)234-1049 or [erin@westcoastsportaircraft.com](mailto:erin@westcoastsportaircraft.com)