



VAN'S AIRCRAFT
TOTAL PERFORMANCE

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Dear RV Builder,

Thank you very much for your purchase of an RV kit. We very much appreciate your interest and confidence in our aircraft, as this order attests. As one of the leading kit plane suppliers and one with a long record of successful business operation, we welcome you to our ranks, which includes over 5000 active builders and pilots of our RV designs. Perhaps you are already aware of the fraternity that has evolved around our designs.

RV builders and, to a greater extent pilots, are typically very enthusiastic about the RVs and take every opportunity to spread the good word about them. We at Van's have long recognized and appreciated the promotional boost we get from our builders' enthusiasm. To further recognize and reward the efforts of these builders, we have instituted a "FINDERS FEE" program. Here's how it works:

All new (first time) RV builders, upon purchase of their first kit segment, are asked to supply us with the name of the person (if applicable) most responsible for their decision to build an RV. We will send this person a modest amount in the form of "FINDERS FEE" as a reward for his efforts on our behalf. The finders fee is awarded only once per airplane, at the time the first kit is ordered. It is awarded only to someone who is building or has built an RV. Persons building their 2nd (or 3rd, or 4th) RV will not be asked to name a "FINDER" as Van's already offers discounted kit prices to repeat builders.

We expect that many of you will have had favorable contact with a number of RV builders; perhaps through one of the growing number of RV Builder Support Groups in the USA and Canada. If so, you are encouraged to name that group along with the specific individual most responsible for steering you towards us.

If there was no one in particular other than perhaps the staff at Van's Aircraft who was influential to you, you may disregard this request. We are trying only to identify and reward deserving RV builders, not to link a "salesman" to every purchase.

Thanks again for your patronage. Please take a few minutes to review, fill out, and return the form on the reverse side of this letter for the benefit of an RV builder whom you feel was helpful and deserves reward.

Sincerely,

Richard Van Grunsven
President