



**AEROVEHICLES**  
HYBRID AIRCRAFT



## Aerocat SUA

### General Requirements and Status Prepared for the “2012 Cargo Airships for Northern Operations Workshop”

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## Overview

In 2002 and 2003 Aerovehicles Inc. (AVI) attended the PACCOM conferences in Anchorage, AK. During these conferences AVI spoke with tribal chiefs, the Alaska state government and transportation and mining companies. All of these entities supported the Aerocat project and acknowledged that Alaska would benefit greatly if the aircraft were available. AVI inquired about investment and / or purchase orders for Aerocat". The response in common was that four requirements must first be met.

1. A manned prototype to prove the lifting body and air cushion landing system functionality,
2. Partners or alliances to share and reduce risk,
3. An aircraft design capable of operations in the arctic climates, and
4. Facilities and infrastructure capable of producing the aircraft.



Based on this information, the Aerocat development plan was changed. AVI's directors and executive officers elected to satisfy these requirements before returning to seek production funding and purchase orders. Now, after ten years of devotion to this plan, these requirements have been fulfilled.

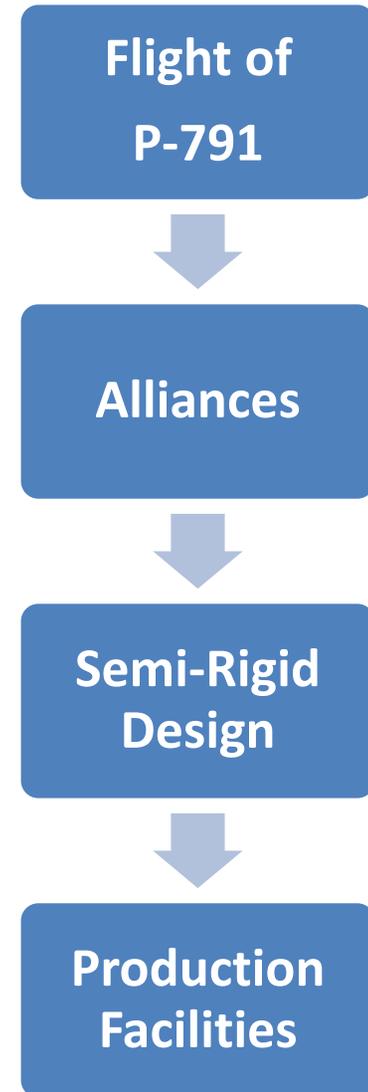
## Fulfillment of the Requirements

The first requirement was satisfied by Lockheed Martin's P-791 manned prototype. The P-791 successfully proved the basic lifting body design and air cushion landing system. The original designs of which were patented in 1928, and the majority of current hybrids are based on.

With the lifting body design proven, Aerovehicles was then able to secure alliances within the industry to share the risk in the Aerocat project meeting the second requirement.

Years were expended on redesigning Aerocat to fulfill the third requirement. The design was changed from a non-rigid hybrid airship to a semi-rigid hybrid airship giving Aerocat the strength and durability required to operate in Alaska and the Northern Territories.

Upon achievement of the first three requirements, the Province of San Luis, Argentina entered an agreement with Aerovehicles to provide the necessary infrastructure. This infrastructure includes facilities for the manufacture of the composite structures, the air cushion landing system, an envelope facility, a 4-bay final assembly building, mooring ponds, a flight school and a flight test area. This entire infrastructure is located in two separate complexes; the Justo Daract Free Trade Zone and the Free Trade Annex of the Valle Del Conlara International airport.



## Aerocat's Development Plan

With the basic requirements known for investment and / or purchase orders from the entities in Alaska, Aerovehicles created an entirely different type of development plan. This new plan required AVI's directors and executive officers to personally fund the company through the first two stages and part of the third, knowing it could be years before they were completed. It was also decided that no funds would be expended attending conferences or marketing until the company completed these stages. The fact that other companies were advancing and publicizing purchase orders was not considered a deterrent, but a plus for the industry. These orders proved that the market is real and the amount of orders verified the necessity of having the infrastructure in place to support production of multiple aircraft at the same time.

The five stages of the Aerocat development plan are:



## Design and Management Team

Aerovehicles' **Design Team** is led by Bruce Wright. Before retiring from Lockheed Martin, Mr. Wright led Lockheed's development teams for the F-22 stealth fighter, the Darkstar stealth UAV and Aerocraft a 500-ton hybrid aircraft. He has authored twelve professional publications, was an advisor to NASA, the FAA, and the U.S. Congress. Mr. Wright holds a U.S. Patent for the Darkstar stealth concept design and in 1998 was recognized as inventor of the year at Lockheed Martin. Mr. Wright assisted ATG/SkyCat in the design and build of the SkyKitten remote controlled proof of concept aircraft before co-founding Aerovehicles Inc. Currently, as the Head of Aircraft Design at the California Polytechnic Institute, his six design teams have been awarded the first six places in the International University Aeronautical design competition with their hybrid aircraft designs capable of up to 1.3 million tons.

The **Management Team** has been carefully selected over the last 12 years resulting in a group of diversified individuals each with the necessary background, knowledge and skill levels required to successfully complete the Aerocat project.

### **Chairman:**

J. Robert Fort; Palm Desert, California, USA

### **Chief Executive Officer:**

Bob R. Fowler; Merlo, San Luis, Argentina

### **Chief Business Development Officer:**

M. Sc. Oscar A. Castro Silla; Buenos Aires, Argentina

### **Chief Technical Officer:**

Bruce R. Wright; Arroyo Grande, California, USA

### **Chief Operations Officer:**

Richard Jensen; Santa Maria, California, USA

### **Chief Flight Operations Officer:**

Jose Maria Vaca; Buenos Aires, Argentina

### **Chief Information Technology Officer:**

Franco A. Scillia Thost; Cordoba, Argentina

### **Chief Marketing Officer:**

Julian Anderson; Queensland, Australia

### **Chief Legal Officer:**

Federico Wesselhoefft, LLM; Hamburg, Germany



## Strategic Partners

Aerovehicles has created strategic partnerships with the following private and government entities who are all leaders in their respective specialties. These agreements substantially lower the initial funding required for design, engineering, shipping, construction and certification of Aerocat.

SUPPLIER	SYSTEM	STATUS
Motive Industries (composites)	Semi-rigid Structure	<b>Letter of Intent / Agreement</b>
	Tail Surfaces	
	Payload Module	
Air Vehicles	Aircushion Landing System	
Air Vehicles / Motive Industries	Vector Propulsion Ducts	
Province of San Luis	Infrastructure	
AeroPac S.A.	Fuel System - Plumbing	<b>Verbal Agreement</b>
	Tooling and Equipment	
TCOM	Hull (Envelope)	Agreed to discuss terms after preliminary design is complete
Rovella-Carranza	Facilities	<b>After initial contact; all parties are interested in becoming part of the Aerocat project</b>
General Electric	Combustion / Electric Engines	
	Propellers	
	Electrical - Generation	
	Internal Environ. - Air Conditioning	
MOOG Industries	Flight Control System	
Elbit Kollsman Systems	EVS (Enhanced Visual System)	
Garmin	Avionics	
ANAC	<b>Certification (Airworthiness and Production)</b>	<b>Aerocat will be certified IAW the joint certification agreement between Argentina (DNA) and the US (FAA)</b>



## Marketing Plan

Aerovehicles, at this time, is examining three international marketing firms, one of whom will be selected to design and implement a complete marketing plan. The main themes of the marketing plan are: 1) Remote cargo supply; 2) Humanitarian / Disaster Relief; and 3) Combating Wildfires.

Aerocat meets or exceeds all requirements to perform the above operations both economically and as an environmentally friendly aircraft.



## Purchase Orders

Aerovehicles is now ready to discuss purchase orders and client requirements. AVI's engineers are standing by in order to give the first clients the opportunity to state any design requirements they would like to have in the basic aircraft. AVI is in the position to offer this now instead of having to modify and recertify a change later.



## Production Funding

Two investment firms are interested in funding the entire Aerocat project based on the following;

- ***The project funding must be a minimum of \$100 million;***  
*The cost to build, certify and produce the first four aircraft is approximately \$143 million USD.*
- ***AVI must possess valid purchase orders valued at 20% above the amount funded;***  
*This equates to a minimum purchase order of 4-5 aircraft depending on client requirements.*
- ***All funds must be deposited and maintained in the US;***

All transactions are through AVI's corporate office in California and all funds received for investment or from aircraft sales are on deposit in the US. Expenses, national and international, are paid directly by bank transfer from the US account. This system provides security for both investors and clients.



## Summary

The Aerocat project is grounded in facts not conjecture. There can be no doubt that this aircraft performs as specified and that it is economical and environmentally friendly. Upon funding, Aerovehicles will be filling a long needed void in commercial air transportation.

