

# *VAN'S AIRCRAFT, INC.*

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To Our Brazilian Customers:

Van's Aircraft, Inc. is proud to announce the selection of Flyer Industria Aeronautica Ltda as our sole kit distributor in Brazil.

Because of the complicated, expensive, and often difficult shipping issues encountered in arranging export of our kits into Brazil we have made this arrangement.

Individuals in Brazil normally pay as much as 21% in state taxes (ICMS) for importation. However, Flyer Industria Aeronautica Ltda is listed as an aeronautic industry by the Aeronautic Technological Center (CTA) and consequently receives a reduction in state tax (ICMS). They will share this reduced tax advantage with their customers. This arrangement will streamline shipping and reduce importation costs to individuals who buy kits as amateur builders in Brazil.

Mr. Luiz Claudio Goncalves, general manager of the company, will be the contact point for standard kits, quickbuild kits, and completed RV aircraft.

Customers purchasing kits through any other avenue will be treated as Ex-Works Van's Aircraft, Inc. in Aurora, Oregon, USA.

Contact:

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