

## BUYER'S GUIDE CHECKLIST

"Anytime you consider ordering a kit from a manufacturer, there are several important questions to ask. We have provided our potential customers the following chart so they can go through the list and make sure they are being provided the same product to make sure they always compare apples to apples. We believe we can provide all customers with the best products and service available in our market.

### QUESTION:

### CHINOOK PLUS 2

### COMPETITOR

<b>STANDARD KIT PACKAGE INCLUDES AIRFRAME</b>		
<b>AIRFRAME - 6061-T6 AIRCRAFT GRADE ALUMINUM</b>	INCLUDED	
<b>"PARTS PRE-CUT, PRE-DRILLED" PRE-MEASURED</b>	INCLUDED	
<b>WING FRAMES PRE-FAB</b>	INCLUDED	
<b>FULL SPAN AILERONS PRE-FAB</b>	INCLUDED	
<b>MECHANICAL FLAPERONS</b>	INCLUDED	
<b>MAJOR TAIL PARTS PRE-FAB</b>	INCLUDED	
<b>BODY TUBE WITH ALL GUSSETS INSTALLED</b>	INCLUDED	
<b>SUPERFLITE 1.7 OZ FABRIC</b>	INCLUDED	
<b>DYNOFOCAL ENGINE MOUNT (Provides better stability of engine)</b>	INCLUDED	
<b>DUAL FUEL STRUT TANKS</b>	INCLUDED	
<b>DUAL FULL CONTROLS</b>	INCLUDED	
<b>DUAL INSTRUMENT PANELS</b>	INCLUDED	
<b>CUSTOM SEATS/SEAT COVERS</b>	INCLUDED	
<b>4 POINT SEAT BELT HARNESS FRONT AND BACK</b>	INCLUDED	
<b>COMPLETE CABIN ENCLOSURE WITH REMOVABLE CABIN DOORS</b>	INCLUDED	
<b>ENGINE CHOICE:</b> ROTAX 503 B ROTAX 503 E ROTAX 582 B ROTAX 582 E ROTAX 912 - 4 STROKE HKS 700 E - 4 STROKE HIRTH 3202 HIRTH 3203 ASAP offers more engine choices than many of our Competitors	INCLUDED	

**QUESTION:****CHINOOK PLUS 2****COMPETITOR**

<b>ENGINE ACCESSORIES</b> THIS ENTAILS THROTTLE CABLES, AIR FILTER, MUFFLER ATTACH KIT, FUEL FILTER, EXHAUST AND ANYTHING PERTAINING TO SPECIFIC ENGINE CHOICE-CONTACT US FOR SPECIFICS	INCLUDED	
<b>PROPELLER</b> 3 BLD GROUND ADJ WITH LEADING EDGE PROTECTION	INCLUDED	
<b>INSTRUMENTS</b> FLIGHT AND ENGINE – PKG VARIES BASED ON ENGINE CONTACT US FOR SPECIFICS	INCLUDED	
<b>BRAKES</b>	INCLUDED	
<b>TIRES</b>	INCLUDED	
<b>PAINT PACKAGE</b> WITH UV PROTECTION AND FLEX COAT AGENT	INCLUDED	

COMPLETE KIT PACKAGE PRICING REFER TO THE WEBSITE FOR PRICING WHICH WILL DEPICT THE ABOVE IN FURTHER DETAIL.

**SPECIFICATIONS****PERFORMANCE****QUESTION:****CHINOOK PLUS 2****COMPETITOR**

<b>GROSS WEIGHT</b>	1050 LBS	
<b>VNE</b>	115 MPH	
<b>CRUISE</b> -THIS WILL VARY BASED ON ENGINE CHOICE	65-85	
<b>CLIMBOUT</b> - WILL VARY BASED ON ENGINE CHOICE	800-1200 FPM	
<b>TAKEOFF DISTANCE</b> WILL VARY BASED ON ENGINE	100-250 FT	
<b>GLIDE RATIO</b>	10:01	
<b>SERVICE CEILING</b>	15,000 FT	

## GENERAL SPECS

### QUESTION:

### CHINOOK PLUS 2

### COMPETITOR

<b>LENGTH</b>	17' 8"	
<b>HEIGHT</b>	5' 10"	
<b>WING SPAN</b>	32 FT	
<b>SEATS</b>	TANDEM	
<b>BUILD TIME</b>	180-220 HOURS	
<b>FUEL CAPACITY</b>	9 US GALLONS	
<b>CABIN WIDTH</b> (we have accommodated pilots as large as 6' 9" - 350 lbs)	39" ACROSS	

## GENERAL QUESTIONS

- 1) **DOES THE MANUFACTURE HAVE AN INFORMATIVE WEBSITE?** "YES, VERY EXTENSIVE"  
[www.ultralight.ca](http://www.ultralight.ca)
- 2) **WAS IT EASY TO GET A HOLD OF THE SALES OFFICE AND ARE THEY OPEN DURING REGULAR BUSINESS HOURS?** "YES, OUR OFFICE IS OPEN REGULAR MONDAY" TO FRIDAY, 8 - 5 WITH SOMEONE ALWAYS READY TO ANSWER ALL YOUR QUESTIONS AND TAKE YOUR ORDERS."
- 3) **WAS THE SALESPERSON WELL INFORMED ABOUT THE PRODUCT AND THE COST?** "YES, WE PRIDE OURSELVES IN HAVING WELL INFORMED AND COURTEOUS STAFF WHO CAN ASSIST YOU WITH ANY QUESTIONS YOU MIGHT HAVE."
- 4) **HOW LONG HAS THIS COMPANY BEEN IN BUSINESS?** "SINCE 1988, WHICH SPEAKS VOLUMES THAT YOU'RE DEALING WITH A VERY REPUTABLE COMPANY."
- 5) **WHAT DEPOSIT IS THE MANUFACTURER REQUESTING TO SECURE MY FIRM DELIVERY DATE? THIS IS AN IMPORTANT QUESTION AS YOU SHOULD NEVER HAVE TO DEPOSIT MORE THAN 25% OF YOUR COMPLETE KIT TO THE MANUFACTURER-IF THEY REQUEST MORE THEY ARE ESSENTIALLY USING YOUR MONEY TO BUILD YOUR KIT AND THIS IS A BIG WARNING SIGN THAT THIS MANUFACTURER MIGHT BE IN FINANCIAL DIFFICULTY- BE VERY AWARE OF THIS.** "\$1,000 "
- 6) **WHAT IS THIS COMPANIES REPUTATION AND CAN THEY OFFER REFERENCES?** "YES, WE ENCOURAGE PEOPLE TO ASK FOR REFERENCES, OUR CUSTOMERS ARE OUR BEST FORM OF ADVERTISING"

- 7) **ARE THERE ANY HIDDEN COSTS THAT I AM NOT AWARE OF? WAS THE COMPANY FORWARD WITH ALL COSTS WITHOUT ME HAVING TO DIG FOR THE INFORMATION?** "NO HIDDEN COSTS."
- 8) **COULD THE COMPANY OFFER ME A REASONABLE DELIVERY DATE?** "YES, AVERAGE AFTER DEPOSIT IS RECEIVED 4 - 6 WEEKS"
- 9) **WERE OPTIONS AVAILABLE AND WERE OPTION ONLY OPTIONS BUT NOT NECESSARY FOR THE FUNCTION OF THE AIRCRAFT IF I DID NOT OPT TO PURCHASE ANYTHING EXTRA?** "YES, OPTIONS ARE AVAILBLE BUT THEY ONLY ENHANCE THE KIT, BUT ARE NOT NECESSARY FOR THE FUNCTION OF THE AIRCRAFT."
- 10) **CAN THE CHINOOK BE MOUNTED WITH FLOATS?** "YES, THE FULL LOTUS FLOATS HAVE BEEN A GREAT CHOICE ON OUR CHINOOK PLUS 2" THEY ARE STRONG, RUGGED AND GOOD PERFORMERS, JUST LIKE THE CHINOOK CHARACTERISTICS
- 11) **DOES ASAP OFFER AN AMPHIBIOUS GEAR WITH THE FLOATS?** "YES, WE OFFER ONE OF THE ONLY AMPHIB GEARS IN THE MARKET FOR USE ON THE FULL LOTUS FLOATS THAT WERE SPECIALLY MADE FOR THE CHINOOK".
- 12) **HOW ABOUT A FLOAT MOUNT KIT?** "YES, WE HAVE AN EASY BOLT TOGETHER FLOAT MOUNT KIT THAT ADAPTS RIGHT TO THE CHINOOK TO ATTACH THE FULL LOTUS FLOATS."
- 13) **HOW ABOUT SKIS?** "YES, WE MANUFACTURE OUR VERY OWN SKIS AGAIN DESIGNED TO MOUNT RIGHT TO THE CHINOOK."
- 14) **I AM 6' 2"" AND WEIGH OVER 275 LBS, CAN THE CHINOOK HANDLE MYSELF AND PASSENGER?** "THE CHINOOK HAS BEEN REKNOWNED FOR ITS LARGE AND ROOMY CABIN AND HAS ACCOMMODATED PILOTS AS LARGE AS "6' 9"" AND 350 LBS. IT HAS ONE OF THE MOST USEFUL LOADS OF ANY LIGHT AIRCRAFT IN ITS CLASS."
- 15) **ONCE I PURCHASE THE KIT AND START TO BUILD WHO WILL SUPPORT ME WITH MY TECHNICAL QUESTIONS?** "IF THE KIT IS PURCHASED THROUGH A DEALER, THEN THE DEALER WILL ASSIST YOU WITH ALL OF YOUR QUESTIONS BUT IF THE KIT IS PURCHASED DIRECTLY THROUGH US THEN WE WILL TAKE CARE OF YOUR QUESTIONS. ALL OF OUR DEALERS ARE WELL VERSED TO KNOW OUR PRODUCT INSIDE AND OUT AND ARE AVAILABLE TO YOU AS WE ARE. A DEALER MUST BE OF THE SAME HIGH PROFESSIONAL CALIBER AS OURSELVES AND ADAMANT ABOUT CUSTOMER SERVICE AS WE ARE, OR THEY ARE NOT DEALERS FOR OUR COMPANY. WHEN WE LOOK FOR DEALERS, WE ARE NOT" LOOKING FOR A QUANTITY OF DEALERS, WE ARE LOOKING FOR QUALITY!"

"WE HOPE THAT THIS INFORMATION WILL AID YOU IN MAKING A VERY CLEAR AND INFORMED DECISION."

BE AWARE THAT NOT ALL MANUFACTURES PROVIDE YOU WITH A COMPLETE KIT IN THEIR PACKAGE PRICING AS WE DO. WE ARE SURE THAT WE CAN SUPPLY YOU WITH A VERY THOROUGH KIT WITH THE BEST PRODUCTS AND THE BEST SERVICE POSSIBLE. WE REALLY FEEL THAT THERE IS NO ONE ELSE IN THE SAME CLASS OF LIGHT AIRCRAFT THAT CAN COMPETE WITH OUR PRICING AND OUR PRODUCTS. GO AHEAD AND COMPARE!!!

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VISIT US ON THE WEB AT: [HTTP://WWW.ULTRALIGHT.CA](http://www.ultralight.ca)