

**TERRAFUGIA**



Terrafugia, Inc.  
5 Cranes Court  
Woburn, MA  
01801

September 27, 2007

Administrator  
National Highway Traffic Safety Administration  
400 Seventh Street SW  
Washington, DC  
20590

**Low Volume Manufacturer Identification**

Dear Sir or Madam:

I am writing to you on behalf of my company, Terrafugia, Inc. (a Delaware company), located at:

5 Cranes Court  
Woburn, MA 01801  
+1-781-491-0812

We are a small start-up in the early prototyping stages of developing a light weight roadable aircraft, called the Transition®, which is being designed to operate both in the air (by pilots) through the existing airport infrastructure, and in limited fashion on the roads. The business opportunity is such that to be successful, the Transition® will need to have a maximum gross vehicle weight of 1320 lbs, including people, fuel and bags, so that it can meet the FAA's Light-Sport Aircraft category requirements. Early manufacturing will be extremely low volume, on the order of 20-30 vehicles annually; later stages call for 250-500 vehicles annually. This is the only vehicle for which Terrafugia currently has development plans.

I have taken the liberty of enclosing the latest specification sheet for the Transition® for your review. More information is also available online, at: [www.terrafugia.com](http://www.terrafugia.com).

A vehicle of this type has the potential to greatly increase the safety of general aviation for many private pilots as it provides a safe and convenient alternative in questionable weather – that of continuing the trip on the ground – that is not currently available to the

**Terrafugia, Inc.**

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aviation community. This could significantly reduce the instances of weather-related general aviation accidents, which are currently the second most common form of small plane accident. Primarily an airplane, the Transition® will be used only in limited capacity on the roads, but, to provide a true solution for pilots, we recognize that it is important that both road and flight safety be integral to the vehicle's design.

Terrafugia is currently doing detailed design and Proof-of-Concept construction for the Transition®. First delivery is not anticipated until late in 2009 at the earliest. We have obtained a copy of CFR 49 Chapter V and are in the process of familiarizing ourselves with the appropriate regulations. While we are limited both by available capital and by the unique requirements of having to incorporate both road and air capability into the same very light-weight vehicle, Terrafugia is committed to building the safest, most useful vehicle possible within those constraints. Doing so will likely have to involve the use of the low volume manufacturer exemption procedure. Due to this, and the small nature of our team, it is important to us that we build a relationship with the NHTSA early as we make progress towards bringing the Transition® to market. We are at the beginning of a new era in general aviation, enabled in large part by the Light-Sport Aircraft Rule (from September 2004). A dual-use, roadable aircraft is a natural part of this new era, but will need support from within your organization to succeed.

I would very much appreciate any information or procedural guidance that could be offered on how we should begin building this relationship, particularly in light of the timing and nature of the exemption process. We are committed to making this vehicle a reality, and to doing so in the most responsible and practical manner possible with the resources we have on hand.

Thank you in advance for your time and assistance.  
Gratefully yours,

Anna Mracek Dietrich  
Chief Operating Officer  
Terrafugia, Inc.  
anna@terrafugia.com

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## Transition<sup>®</sup> Specifications

### Performance Information\*:

- ♦ The Transition<sup>®</sup> is being designed to be a factory certified Light-Sport Airplane.
- ♦ Two seats, side-by-side.
- ♦ GTOW: 1320 lbs (600 kg)
- ♦ Useful Load: 550 lbs (250 kg)
- ♦ Fuel Capacity: 20 gal (120 lbs / 54 kg)
- ♦ Engine: 100 hp Rotax 912 S (four-stroke)
- ♦ Vs = 45 kts (51 mph, 83 km/hr)
- ♦ Vr = 70 kts (80 mph, 130 km/hr)
- ♦ Cruise Speed (75% power):  
100 kts (115 mph, 185 km/hr)
- ♦ Fuel Consumption (75% power): 4.5 gph
- ♦ Range: 400 nm (460 mi, 740 km)
- ♦ Takeoff Distance over 50 ft obstacle:  
1,700 ft (520 m)
- ♦ Fuel: Super-unleaded avgas or 100LL
- ♦ Wingspan: 27.5 ft (8.4 m)
- ♦ Length: 18.75 ft (5.7 m)
- ♦ Height: 6.75 ft (2.1 m)
- ♦ On-Road Width: 6.5 ft (2.0 m)

### Development Schedule\*:

- ♦ Prototype development now in progress!
- ♦ Anticipated completion: late 2008
- ♦ First delivery: late 2009

Production schedules are filling up -- act now!

\* All information contained in this publication is preliminary and subject to change without notice.

Please see [www.terrafugia.com](http://www.terrafugia.com) for the latest information.

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### Ordering Information\*:

- ♦ Anticipated purchase price: \$148,000
- ♦ Current deposit amount: \$7,400 (5%)
- ♦ All deposits are held in individual accounts at Cambridge Trust Company and remain completely refundable until a Purchase Agreement is executed.
- ♦ Contact [sales@terrafugia.com](mailto:sales@terrafugia.com) for more information or call +1-781-491-0812.



Benjamin Schweighart