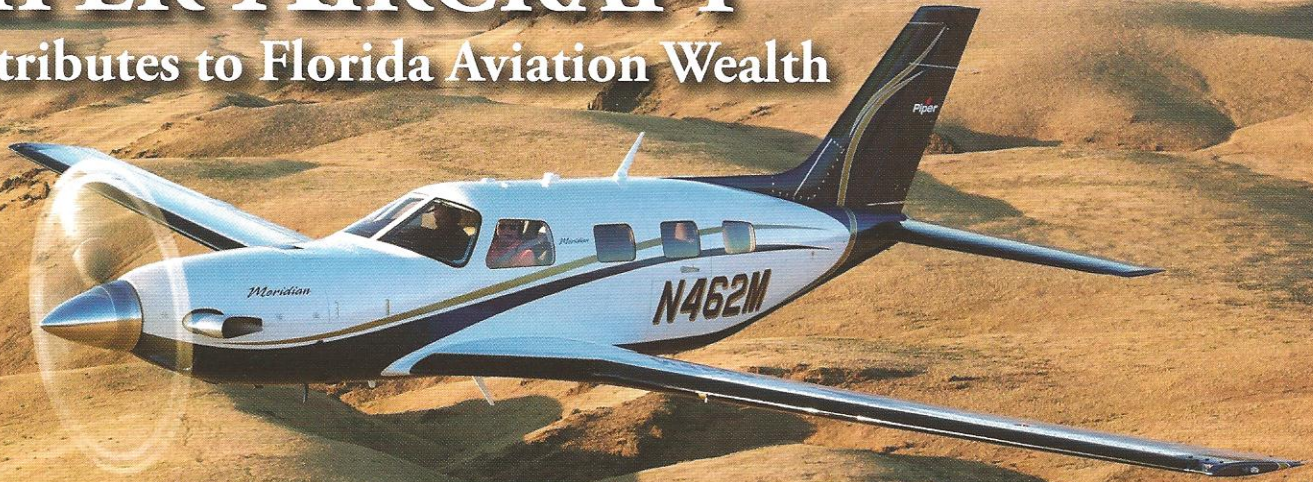


PIPER AIRCRAFT

Contributes to Florida Aviation Wealth



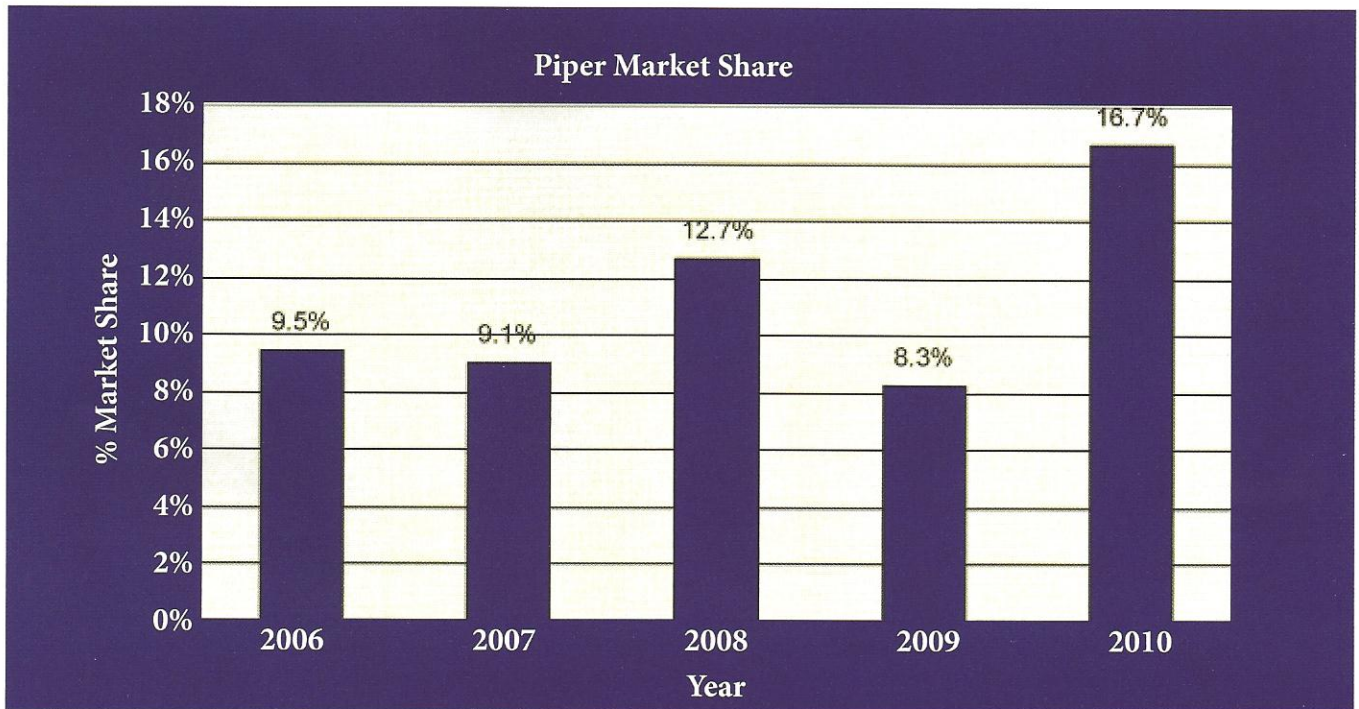
By Jackie Carlon
Piper, Director of Communications

Vero Beach, Fla. – Piper Aircraft has contributed to Florida's economy and culture in significant ways since opening business in the state in 1957. Over the years the company closed all of its other manufacturing facilities and moved corporate headquarters, aircraft research and development, manufacturing operations, and jobs to Vero Beach.

Today, the company is the largest manufacturing employer in the area, and Piper's employees and their families are deeply embedded in the fabric of the Indian River County community. Piper is a strong, well-managed company with a business backlog, a global presence in the aerospace industry, a strong

dealer network, and the largest manufacturer and exporter in Indian River County.

Recently, the company's sales performance has exceeded industry trends. Piper's activities generate positive payments to local educational institutions, local government, local utilities, the state of Florida, and other Florida suppliers. This manufacturing company is a net exporter that brings money into the United States from overseas and infuses the local and state economy with millions of dollars. In a depressed aircraft sales market, Piper has improved its market share.



The company's product line is known throughout the world, and Piper has invested to expand its global footprint to overcome the realities of the United States and foreign economies. Also, other North American companies envy Piper's Vero Beach and other Florida locations and their status as one of the most revered names in aviation.

Piper's assets located in Indian River County represent an investment in Florida that exceeds \$52 million. These investments include eighty acres of land that it owns at the Vero Beach Municipal Airport, 700,000 square feet of manufacturing space and offices, and millions of dollars in manufacturing machinery and equipment, including more than \$5 million in computer hardware and software that are updated periodically. On average Piper employees receive wages and benefits that exceed the average wages for all Indian River County workers.

Piper's 700 employees generate approximately \$40 million in annual payroll and benefits. In addition to employee-generated property and sales and income taxes, the company pays more than \$365,000 annually in local real estate and tangible taxes and nearly \$2 million in utility costs to local government providers, some of which already operate on thin margins. Also, the company annually spends an average of more than \$20 million to numerous vendors and suppliers located in Florida.

Beyond the company's economic investments in the state

and local community, Piper's presence adds cultural and philanthropic wealth as well. Piper makes the community a better place to live by enhancing the lifestyle of hundreds of employees along with the employees and families of many suppliers. The company's employees and their families are active participants in the community's daily life.

Moreover, Piper's presence attracts other employers to service its employee base, and these companies provide additional economic opportunities for the community's young people entering the work force. The people of Piper have long been committed to contributing to local civic organizations and charities. They are active in religious, education, humanitarian, and business organizations. Piper and its employees contribute to the cultural well being of Indian River County, Vero Beach, and the entire state of Florida.

Piper has an enviable worldwide reputation and is known as a manufacturer of quality airplanes. Because Piper chooses to locate its company headquarters and manufacturing operations in Vero Beach, the state and community benefit from being home to global company with a prestigious reputation. Communities across the country and around the world envy the business that Piper generates and its standing within the aerospace industry. Many communities aggressively seek companies like Piper for its manufacturing acumen, exporting expertise, and high paying management and manufacturing jobs.

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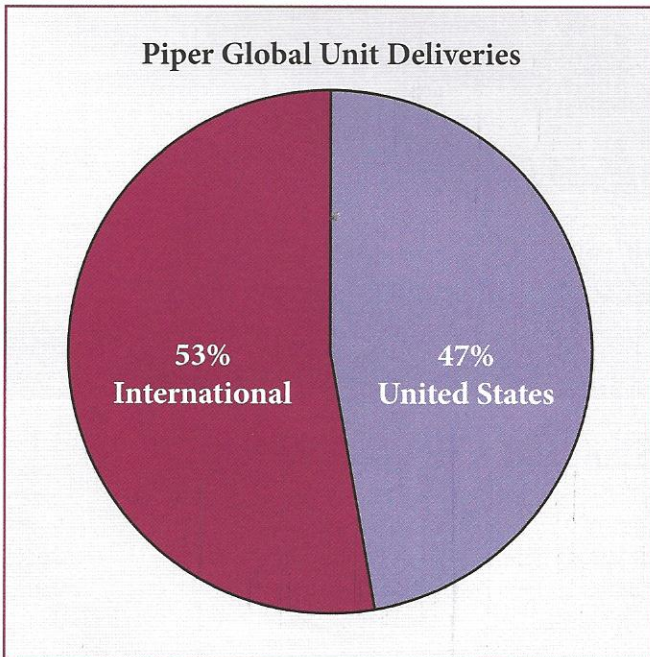


Piper Deliveries, Revenue Up

Piper Aircraft's third quarter 2011 deliveries and revenue continue the company's recent upward path. During the third quarter, Piper Aircraft Inc. continued to outpace its rivals with higher aircraft deliveries and improve upon its revenue performance record that it achieved during the same period in 2010. Revenue from new aircraft sales through the end of the third quarter grew to \$92.5 million, compared with \$77.6 million during the same period in 2010, an increase of more than 19%.

During the third quarter of 2011, Piper delivered thirty-four aircraft and received \$35.3 million in revenue. That compares with thirty-two aircraft and \$28.1 million in revenue during the same period a year ago, up two deliveries and more than 25% in revenue, reflecting stronger Piper M-Class aircraft in the delivery mix. Quarter to quarter, deliveries of M-Class aircraft—Meridian, Mirage, and Matrix business airplanes—were up from seventeen a year ago to twenty-one this year.

The company delivered more international than domestic aircraft in the third quarter, demonstrating Piper's export performance. Domestic deliveries generated more revenue, reflecting stronger sales of the company's flagship Meridian turboprop business aircraft to US customers. Much of the company's recent sales success can be attributed to Piper's strong domestic and international dealer organizations.



Backlog Strong

Operational efficiencies, and aligning new aircraft deliveries to a solid understanding of the global market, continue to contribute to the company's performance, which exceeds industry trends for turboprop and piston aircraft.

Piper's backlog is the strongest it has been in four years, with aircraft earmarked for retail customers well into 2012 across the product lines. Piper's core business is strong, and its turboprop and piston aircraft lines are meeting or exceeding the company's internal financial and delivery targets.

Strong Dealer Network

Much of the company's recent sales success can be attributed to Piper's strong domestic and international dealer organizations. Piper's dealer organization, which spans the globe, is the company's underlying strength. Feedback from dealers is essential to determining new aircraft product improvements going forward.

We are steadfast in listening to our dealers and dedicating the resources required to continuously improve our turboprop and piston business aircraft, along with our new training aircraft. Caldecott said Piper is stepping up the focus on product improvements through increased investments in existing lines.

Location	Name	Assigned Date
Pacific Northwest & Northern California	Western Aircraft	January 2011
Southern California	Cutter Piper Sales	January 2011
South Africa	NAC	March 2011
Colombia, Venezuela, Caribbean	Global Wings	March 2011
Mexico	Piper Mexico	March 2011
Australia	Piper Australia	March 2011
Russia	SimAviation	May 2011
Philippines	Asian Aerospace	June 2011
Costa Rica	AeroSolutions, S.A.	June 2011

Piper Spreading Aviation Throughout the World

The global economic reality of aerospace today is serving to spread the culture of general aviation into nearly every corner of the world. Freedom and freedom of access to airspace is a fundamental requirement for the global growth of the aviation industry. And with the freedom to move about by general aviation in more parts of the world comes the acceptance of more egalitarian governance—important in a larger geopolitical point of view. Piper is doing its part to spread the culture and freedom of general aviation from the company's base in Florida.

The company can now look well beyond American shores to take advantage of tremendous opportunities and potential around the world. Piper's market reach has significantly expanded, as Piper no longer depends solely on U.S. sales. Piper's recent globalization efforts are about maximizing the true potential of the company's airplane products by taking advantage of emerging country economies, as well as previously untapped economies to optimize sales and service capacity around the planet. Many countries need airplanes and want Piper airplanes.

In support of Piper's globalization initiative, Piper added nine new dealers/agents during 2011. Seven of those dealers were added in markets outside the United States expanding the company's international dealer network by 54%.

The maturation of Piper's global reach is important for developing expanded markets going forward. The evidence of Piper's on-going commitment to globalization throughout the world and in the United States is clear when examining

the resources the company is deploying. Piper's Director of Global Fleet Sales and the Director of Sales for the Asia/Pacific Region are located in Brunei. The Sales Director for Europe, the Middle East, and Africa is based in Amsterdam. And Piper's Sales Director for all of the Americas is based in Vero Beach, along with the company's senior management team and production capability.

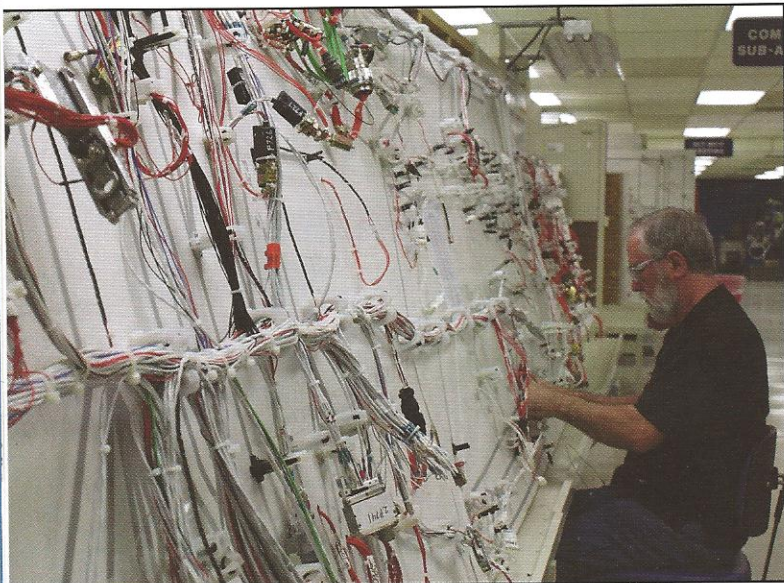
assigned to the Altaire development program.

Additionally, Piper Aircraft Services—Manufacturing, another third-party service provider, leverages the company's precision manufacturing expertise and recent upgrades to its manufacturing capabilities.

Piper Model Year Improvements

Piper Aircraft enhanced pilot and passenger comfort for its signature series of 2012 model year M-Class single engine business aircraft—the turboprop Meridian, pressurized piston Mirage, and unpressurized piston Matrix. The new airplanes are available today.

The biggest design improvements provide enhanced pilot comfort and cockpit access through incorporation of newly designed seating. Getting into a new Piper M-Class cockpit has never been easier, with flat fold-down aft-facing seats, a fold-down co-pilot seat, and a cockpit assist handle to aid access.



Future Projects

Going forward as a company, Piper is stepping up product improvements for turboprop and piston-powered product lines. As a result, Piper has increased the number of personnel dedicated to the sustaining engineering function. In addition, the company is initiating third-party engineering and manufacturing services to preserve as much of the talent pool as possible.

Among the new enterprise initiatives underway is Piper Aircraft Services—Engineering. This third-party service provider performs proprietary engineering and technical functions for other companies to take advantage of the high level and wide range of some of the talent that had been



Sculpted Cockpit

The cockpit has been sculpted to provide more elbow and hip room and additional seating comfort. The newly designed side panels have larger map pockets capable of handling pilot iPads, which are quickly becoming essential flight tools.

When folded flat, the co-pilot seat offers a work surface and cup holders. The cockpit seat backs also are restyled for a modern appearance. The aft-facing seats have been redesigned with larger and reshaped bottom cushions, and the back cushions have been enhanced for firmer lumbar support, all for added long-range comfort.

Incorporating new technology and adopting enhancements suggested by Piper's customers and our worldwide dealer network have led to improved cockpits and cabins. Some customers have already purchased airplanes with these new features, and Piper is receiving positive feedback from the field.



LED Lighting

New 2012 top-of-the-line Piper M-Class airplanes fly with brighter external LED lighting, including taxi and landing lights and navigation illumination. Cabin reading lights and threshold lights have also been replaced with LEDs. These modern lighting systems are more efficient, more durable, and use less power.

In the cockpit and cabin, sophisticated Bose® A20 headsets are now standard equipment and the receptacles are hardwired for more power and better noise-cancelling capability while eliminating the need for batteries. The A20 is Bose's most advanced pilot headset and includes an auxiliary audio input and Bluetooth phone connectivity for pilots and passengers.

More Accessible Electric Outlets

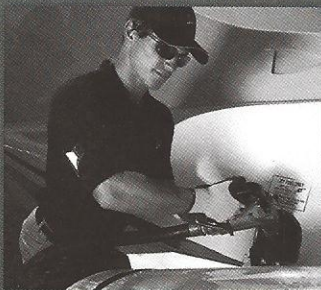
The turboprop Meridian now has two 110-volt outlets for onboard recharging and for mobile devices, while the Mirage and Matrix have one additional outlet. All are configured to support numerous international plug configurations. Utilizing the EmPower® System by Astronics Corp., Piper has added cabin power to support passenger electronic devices for additional productivity and entertainment value.

Making the cabin environments even more appealing, Piper has revamped internal air distribution. The Matrix

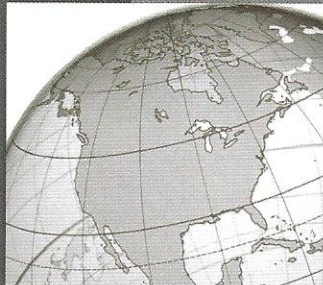


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FUEL SAVINGS



CONNECTIVITY TO PILOTS



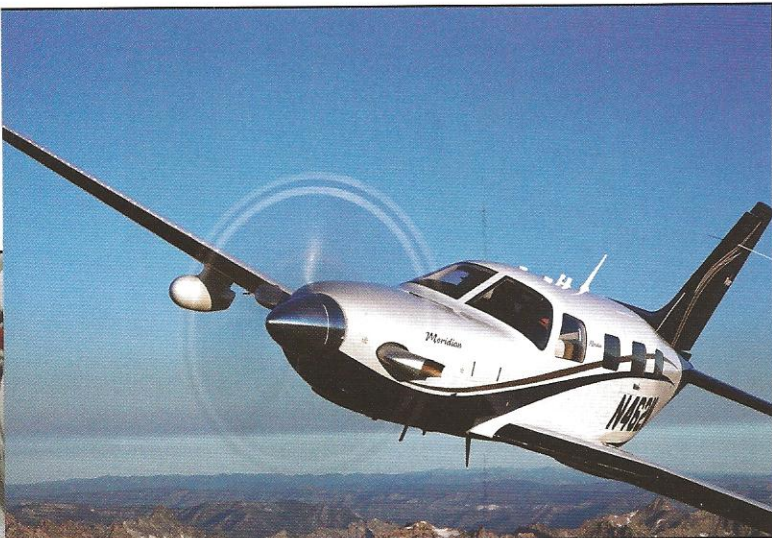
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and Mirage cockpits have newly engineered ducting and adjustable directional airflow vents for improved heated air volume distribution. In the unpressurized Matrix, a shutoff has been added to the modulation valve for cockpit control of ambient external air.

The piston Matrix and Mirage aircraft also have beefed up cabin vents for more durability. All three M-Class Pilot Operating Handbooks show aircraft performance in 1,000-foot increments. M-Class aircraft offer Piper performance and safety built upon a proven airframe that has been an industry standard for years.

About M-Class Aircraft

Three refined derivatives comprise the full line: the Meridian, the Mirage, and the Matrix. Each product fits its own niche and price point, and each aircraft provides a seamless step-up to the next level. Created to maximize the private travel experience, the M-Class line balances performance, efficiency, and simplicity.

The Meridian

The Piper Meridian is a single engine turboprop that seats six with club-seating. It is powered by the P&WC PT6A-42A 500hp engine and has a 260 KTAS/482 km/h max cruise speed and a range of 1,000 nm/1,885 km. The standard equipped list price is \$2,071,500, equipped with the Garmin G1000 avionics suite.

The Mirage

The Piper Mirage is a single engine pressurized piston that seats six with club seating. It is powered by the Lycoming TIO-540-AE2A 350hp engine and has a 213 KTAS/394 km/h max cruise speed and a range of 1,343 nm/2,491 km. The standard equipped list price is \$997,500, equipped with the Garmin 1000 avionics suite.

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M-Class aircraft offer Piper performance and safety built upon a proven airframe that has been an industry standard for years.

The Matrix

The Piper Matrix is a single engine unpressurized piston that seats six with club seating. It is powered by the Lycoming TIO-540-AE2A 350hp engine and has a 213 KTAS/395 km/h max cruise speed and a range of 1,343 nm/2,491 km. The standard equipped list price is \$869,000, equipped with the Garmin 1000 avionics suite.



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