



September 1, 2012

Dear LSA Manufacturer (or Importer):

EAA AirVenture 2012 in Oshkosh was a busy and successful showing for the Light Sport Aircraft community. During that week FAA representatives reaffirmed their intentions regarding field audits, and provided additional insight into portions of the process and timing. This letter provides details from those discussions for those of you who could not be present at the meetings.

The FAA plans to begin three-day field audits of LSA manufacturers starting in March 2013. The goal is to have two teams, and to perform a total of two audits per month. All domestic and international manufacturers will be audited over time, but not distributors. Priority will be given to those manufacturers who are introducing a new model, since that may trigger an onsite audit prior to first delivery.

If you have a new model in process, it is vital that you notify the FAA of when that new model — and your entire manufacturing process — will be ready for the onsite audit. The FAA has requested at least 30 days notice from US manufacturers, and an additional 90 days from international manufacturers (to allow time for FAA negotiations with civil aviation authorities in the nation of manufacture).

Please consider that there are likely to be other companies with new models already scheduled in the queue ahead of you. We urge you to provide notice early, to permit the FAA to work you into the schedule sooner than later. Remember that you will not be able to deliver your new model until the onsite audit has been completed to FAA's satisfaction. Don't wait until you are almost ready to introduce the new model — in fact, it is better for you to open a dialog with the FAA as you begin work on the new model. By providing them periodic updates of your progress, they will be in a better position to work you into their schedule when it also fits with your schedule. Waiting until you are sure you are ready will likely cause delays.

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The audit order is expected to be out for public comment in September. When that occurs, LAMA will review and report any substantive items for your attention.

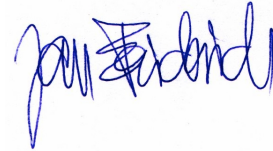
On behalf of LAMA, best regards,



Dan Johnson,  
LAMA president  
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Gretchen Jahn  
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Knotridge Corporation



Jan Fridrich  
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P.S. To assist your preparation for FAA auditing LAMA has a detailed checklist series for the six major ASTM standards that you can use to review your compliance. Your association is now working to update all these checklists to the latest 2012 ASTM standards.

These checklists are free to LAMA members for an annual membership fee of \$500, or €1.000 for LAMA Europe. Joint memberships are also possible.

To become a LAMA member (either or both organizations) write office manager Randee Laskewitz at [Randee@LAMA.bz](mailto:Randee@LAMA.bz) or call or text to (USA) 651-226-1825. Payment can be made by credit card or by check payment or wire transfer. The checklists alone may be worth the price of membership.

In addition LAMA focuses on three **R.E.P.** activities for the LSA producer community:

**REPRESENT** — LAMA is the industry's voice to news media, to FAA/NTSB, to show producers, to insurance and finance companies.

**ENCOURAGE** — All manufacturers of ASTM-compliant products must conduct annual internal audits. LAMA recommends voluntarily reporting these to FAA.

**PROMOTE** — Employing LSA Malls and other activities including frequent interviews with aviation and mainstream media reporters, LAMA helps the industry promote the several benefits of LSA beyond the lack of a need for an aviation medical.