

## SEAL AVIATION FREQUENTLY ASKED QUESTIONS AND FACT SHEET

1. ***What type of aircraft does System Engineering And Laboratories (SEAL) have?***

SEAL owns and operates a Beechcraft Bonanza, A36 Model. The aircraft is a six-seat, single engine, high performance aircraft that cruises at approximately 200 mph. It is a single pilot fully instrument equipped aircraft capable of operating at night or in instrument meteorological conditions.

2. ***What is SEAL's aircrafts range of operation?***

SEAL's A36 Bonanza is capable of operating eight hours non-stop (approximately 1,600 miles). However, with refueling we are capable of reaching both the east and west coasts. From a practical standpoint, travel to the east and west coasts is best done commercially due to the great distance. Operation to either the east or west coast would only be advisable if an engineering team or considerable field equipment was required.

3. ***Aren't corporate owned aircraft operations much more expensive than commercial flying?***

If one compares only commercial airline ticket cost to hourly operation of a corporately owned aircraft, the direct answer is 'yes'. However, when one compares the total cost (such as hourly cost of personnel, making flight connections, or waiting to catch a return flight), then use of the corporate aircraft is far more cost effective. Certainly when compared to driving the time saved is considerable. For example, travel from our Tyler, Texas headquarters to Houston, Texas typically takes two hours and thirty minutes round trip (2.5 hrs) flight time compared to approximately eight hours (8 hrs) driving time. The major savings is man hours associated with the round trip. A flight to Houston, Texas, when compared to driving will typically save about \$300.00 to \$500.00 in the overall charges for the trip.

On average, we have saved our customers \$100,000.00 per year by just providing corporate air service. We believe that no other engineering firm saves its customers as much unless they provide in-house air travel for their customer's benefit and savings.

4. ***Does SEAL maintain the overhead of corporate pilots on staff?***

No. System Engineering And Laboratories encourages their engineers to attain a pilot's license so they can provide their own pilot services. However, SEAL does maintain a list of corporate approved pilots on call for non-pilot engineers.

5. ***How long has SEAL provided corporate aviation services?***

SEAL has provided aviation services to its customers for over twenty years.