

American Legend Aircraft Company Delivers *The Right Plane* To An Ecstatic Customer

THE CUSTOMER

- Retired telecom executive
- Experienced pilot, loves flying
- Airman medical renewal looms with likely hurdles

As an activity of his present retirement, an experienced pilot has strong desires to keep flying. While considering the type of flying he intends to do, his current medical condition, and the new light-sport pilot category, he explores the choices among airplanes. This pilot takes great pleasure in flying for his own personal enjoyment and wishes to continue to do so in a safe manner.

Past or Present, It's Still About Pleasure

American Legend Aircraft Company is first and foremost a group of flying enthusiasts that call Sulphur Springs, Texas, home. The company is also a manufacturer of airplanes. The people that make up Legend set out to build great airplanes, and in the process have created the fondly classic, yet completely modern Legend

Cub. A feat Legend credits with combining the best of the old and the best of the new.

One of the most recognizable aircraft of the 1930's was the Piper Cub. It was an attractive, bright yellow bird that seemed to skim treetops and skirt about the great blue effortlessly. The Cub was extremely popular, as record numbers produced will attest. The Cub was the envy of every pilot, and for many reasons. It was lightweight and relatively affordable. It seated two persons and could land almost anywhere. Airplanes have advanced over the years, but the ability to fly so simply for the sheer joy of it has never been perfected quite so well as with the Cub.

Today, American Legend Aircraft Company has designed a modern version of the venerable Cub. Consider the same great looking airplane, with a few enhancements here and there, and you have today's Legend Cub. Like its predecessor, the Legend Cub is the realized vision of what a great flying experience



THE COMPANY

- **Aviation enthusiasts form startup company**
- **Design, build, and deliver the Legend Cub**
- **FAA-certified, intended for sport and recreation**

A startup company, American Legend Aircraft Company, is formed by a group of aviation enthusiasts. The concept being to design and build an aircraft that serves up the pure and simple pleasures of flying as it was intended when airplanes were invented over 100 years ago.

American Legend launches into the manufacture of an all-new aircraft and names it the Legend Cub. The Legend Cub receives FAA-certification and qualifies under the recently implemented Sport Pilot and Light-Sport Aircraft rules.



should be. Its creators envisioned that flying for pleasure was a combination of many things, including nostalgia, reliability, technology, and most importantly fun. With this in mind, Legend set out to build an airplane that not only fit today's regulatory requirements, but more appropriately fit today's pilot. The Legend Cub represents a safe, affordable solution to the prevailing desire to fly for pleasure.

a variety of aircraft, from bi-planes to business aircraft. It also happens that he had been diagnosed with Type II diabetes, an undetectable yet controllable medical condition. Rich has a strong desire to keep flying, and therefore, had a decision to make.

Enter The Sport Pilot Era

In 2005, a new category of pilot certification was born. Patrons in all realms of the flying industry teamed up to create a qualifications standard that addresses the desires of the recreational flying community in a manner uniquely suited to today's needs. The impetus was that new pilots, aging pilots, and all of those in-between would benefit from more amenable licensing and certification requirements.

Just The Facts

First and foremost, a medical certificate is required of operators of all aircraft. Under federal licensing regulations—Title 14, Code of Federal Regulations Part 1, to be exact—the FAA defines a medical certificate as “acceptable evidence of physical fitness on a form prescribed by the Administrator.” Completing and getting this form approved can sometimes pose real challenges for aging pilots.

Diabetes is a medical condition the FAA considers disqualifying. It is a disease that affects 18.2 million people in the

Enter Customer #1

A Cub is little more than metal, fabric and engine without its pilot. Rich Giannotti is a long-time pilot with a long list of qualifications. He is a resident of Long Island, New York, and recently retired from the telecommunications industry. Flying since 1968, Rich obtained certifications as a flight instructor, both advanced and instrument ratings. This kind of qualification comes from years of flying experience. Rich has flown



The Choice Was Light-Sport Aircraft And The Legend Cub

Given the circumstances of Rich Giannotti, a choice had to be made that would affect his ability to do what he so keenly wished to continue doing. It was a choice that combated his strong desire to fly, with a tangled environment for licensing that activity. As Rich's only real purpose for flying was recreation, the Sport Pilot rule seemed exceedingly apt.

United States, or 6.3% of the population. For those age 60 years or older, it affects 8.6 million or 18.3%. In many cases where the condition is adequately controlled, the FAA will issue medical certification, contingent on periodic reports. However, the approval process is arduous. It takes a substantial amount of time and there are no guarantees. Further, if a pilot's medical certificate is denied, that pilot becomes grounded forever.

The FAA ratified consensus standards for new Light-Sport Aircraft and Sport Pilot rules in 2005. The Sport Pilot part of this standard effectively removes the lengthy FAA medical restrictions by allowing a pilot to fly using a driver's license to establish his, or her, medical qualifications. Some pilots with controllable conditions such as diabetes, including many older pilots who might no longer pass the FAA physical, have now been given an alternative.



In order to maintain the activity of recreational flying, Rich had two decisions to make. What to do about the medical certification? And what to do about an airplane?

After investigation, the licensing decision became clear. Do nothing, and let his prior medical certification lapse. In this manner he could rely on his current driver's license for his medical fitness while continuing to monitor his health, though in a less complicated way.

THE COMBINATION

- **Searching for the right plane**
- **Satisfying a wealth of expectations**
- **Licensed pilot meets certified plane**

American Legend Aircraft Company was built on the principle that flying is meant to be fun. In the minds of company's creators, the lively Cub—a 1930's highly

celebrated aircraft, provides this fun as well as any light aircraft ever built. On this belief, Legend set out to create a modern version of this classic airplane.

One pilot, in a situation similar to many others, discovered that his ability to keep flying just for the fun of it lay

in the Legend Cub—an aircraft very much like the one he trained in years ago. This is the story of a customer, an airplane company, and the solution to finding the right airplane.



alternative Cubs. Finally, and perhaps most convincingly, the folks at Legend left Rich with the impression that they knew their stuff. Building airplanes and flying them for fun was second nature to American Legend Aircraft Company.

A Smiling, Satisfied Customer

It's been said that smiling helps win friends and influence people. Ask a pilot what makes him smile and you'll hear many stories. One central theme will resonate through. The right plane makes all the difference. This pilot remains passionate about flying. The Legend Cub provides a way for Rich to continue to share his joyful smile with others.

The second decision had to do with finding just the right airplane. In his search, Rich noted several things. Used aircraft vary widely in their condition. It was also found that prices are being driven higher by more baby-boomers entering the market. There were kit aircraft to consider, and possibly restoration options in order to obtain the most desirably equipped airplane. Given the bounty of choices available, it would seem the journey of searching for the right plane would be exhaustive. As it turned out, the search for Rich would bring a joyous reward.

his focus to finding the best available Cub on the market. He soon heard about the Legend Cub. Rich commented, "As this was the first time in 30 years that I have not flown, finding the right plane quickly was important to me." He continued, "I was impressed when I first talked to the folks at Legend. They had all the right answers to my questions and I could actually take delivery in a short time."

All the right answers proved to be the deciding factor in selecting the Legend Cub. Rich would have the perfect airplane he was looking for. First, being new there would be no inspections, or hidden surprises—an airplane being a complex piece of machinery tends to be chock full of them. Second, the Legend Cub with its 100-hp engine, electrical system, radios, and advanced fuel system was better equipped than

It's Sexy And It's Well-Equipped

From the start, Rich knew what kind of airplane he was looking for. The available choices that fit the Light-Sport Aircraft category were widespread. Having flown similar aircraft though, Rich turned



When I sold my two previous airplanes, I started searching for the world's best Cub. I now fly my Legend Cub nearly every day with continued high confidence, and I plan to fly for fun for the rest of my life. American Legend Aircraft Company and the Legend Cub have proved better than my expectations. When I found Legend, there was no question that I had found the world's best Cub.