



NEWS RELEASE

For Immediate Release

For More Information

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COLUMBIA ANNOUNCES A UNIQUE FIRST-TIME BUYERS PROGRAM FOR STUDENTS IN TECHNOLOGICALLY ADVANCED AIRCRAFT

March 2, 2006 – (Bend, OR) – The company announced today a retail incentive for first-time aircraft buyers called Columbia *IPO* (Initial Purchase Option). Although the *IPO* name is a play on words, the fact of the matter is that purchasing a new aircraft is, in some sense, an investment. The dividends come in the form of all of the benefits that a GA lifestyle provides - time savings, convenience, flexibility and fun.

"All too often, first-time buyers purchase an aircraft similar to their trainer so they feel comfortable – six months later they discover that they've outgrown the performance," says Randy S. Bolinger, vice president of sales & marketing at Columbia. "The beauty of the *IPO* is that Columbia Aircraft offers both *Entegra*- and G1000™-based avionics suites so pilots who trained in a glass-cockpit-equipped trainer can easily transition into a similarly equipped high-performance Columbia and get a level of performance that they won't outgrow, the quality they expect with such an investment and the status that exclusivity provides."

Columbia is able to launch this innovative program as the only aircraft manufacturer in the class to offer the two most popular integrated flight deck suites – Avidyne *Entegra* and Garmin G1000. Offering both advanced avionic suites provides virtually every pilot training behind a large-format avionics suite a smooth transition (and financial incentive) into high-performance aircraft ownership. Here is how the *IPO* works:

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Columbia IPO (Initial Purchase Option)

1. Complete primary or advanced flight training in any of the glass cockpit trainers listed below
2. Purchase a new Columbia 350/400 of any model within 12 months of an FAA check ride
3. Submit an IPO Affidavit signed by your CFI that verifies trainer aircraft eligibility
4. Columbia Aircraft will reimburse flight training expenses up to \$7,500 upon delivery of a new Columbia aircraft

Eligible Aircraft	Trainers*	Avionics Suite
Cessna	172 & 182	Garmin G1000
Cirrus	SR20 & SR22	Avidyne <i>Entegra</i>
Diamond	DA40	Garmin G1000
New Piper	PA28	Avidyne <i>Entegra</i>
Symphony	SA-160	Avidyne <i>Entegra</i>

* Any version of the models listed is eligible if equipped with either the *Entegra* or G1000 suite (i.e., DA40-FP, PA28R-201, 172S)

“Columbia Aircraft doesn’t have a trainer in the product line, but due to the fact that we offer such diversity in our avionics options and excellent factory transition training, our high-performance aircraft are a perfect complement to some of the finest glass cockpit primary trainers in the GA fleet today,” Bolinger said.

Columbia Aircraft manufactures a variety of all-composite aircraft including the world’s fastest certified piston aircraft – the Columbia 400. The Columbia 350, 350i, 350SL and 350SLX are normally aspirated, four-place aircraft with a cruise speed of 191 knots. The Columbia 400, 400i, 400SL and 400SLX are intercooled, twin-turbocharged, four-place aircraft certified to FL250 with a cruise speed of 235 knots. In addition to providing legendary performance, both models are renowned for their high level of standard equipment, quality and safety features, including dual electrical systems, dual wing spars and Utility Category certification.

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