

## APPENDIX C

UACL'S MARKET

The following table presents the forecast activity mix at UACL as exemplified by sales:

UACL SALES BY ACTIVITY

	1968 Actual %	1973 Forecast %	1978 Forecast %
Proprietary Products	23.6	59.7	62.4
Licensee Products	43.8	10.6	3.1
Overhaul Activity	8.4	5.5	6.9
Industrial & Marine Products	9.7	15.2	20.9
Helicopter & Systems Products	4.3	3.7	2.3
Agency Products	10.2	5.3	4.4
TOTAL	100.0	100.0	100.0

As indicated in the preceding table, nearly 2/3 of our forecast sales in 1978 will be generated by our proprietary line of products tailored to the General Aviation market. The users of our products are:

- (i) commuter airlines - transportation of commercial passengers and freight,
- (ii) business corporations and government agencies - executive transportation and utility applications,
- (iii) air taxi operators - charter service, and
- (iv) flying schools - training of professional and private pilots.