

December 23, 2004

Mr. William Stanwyck  
Stanwyck Avionics Inc.  
102 Gardnertown Rd  
P.O. Box 7133  
Newburgh, NY 12550

Dear Bill:

I am writing to let you know how much we value the Stanwyck Avionics Inc. (SAI) AWOS graphical display software. As you are aware, we have been using the software for over a year now, and find it to be a significant safety enhancement to operations at Columbia County Airport (1B1). This is especially the case, now that the SAI software gives pilots have the ability to access "real time" weather at 1B1 on the internet by going to the [www.richmor.com](http://www.richmor.com) website.

Pilots using Columbia County Airport have expressed positive comments about the amount of weather information the SAI system presents to them. Noteworthy is the fact that the unique method of the software's display of data makes it more understandable and relevant to them. For example, by just looking at the depiction of the runway with it's associated number and aircraft shown headed into the current wind, it is effortless to accurately determine which runway is the active one.

The graphic presentation of weather trends for past hours at the airport, i.e. wind speed/ direction, temperature/dewpoint and barometric pressure, enables pilots to make safer, better informed decisions regarding their flying activities. As a pilot, I also like the ability of the software to graphically display not only wind speed and direction, but also show the headwind and crosswind components of the wind. The system's ability to provide an audible and visual warning when a programmable maximum crosswind speed is exceeded, is truly a valuable feature. It protects our students by alerting them not to fly in wind conditions that could be potentially dangerous to them.

You are certainly to be congratulated for development of a product that is an asset to pilots everywhere. We look forward to being able to share weather information with the National Weather Service when the upgraded software is installed.

Sincerely,

**RICHMOR AVIATION, INC.**

Thomas P. O'Brien  
Director of Personnel  
Richmor Aviation, Inc.