

I WAS JUST WANTING TO THROW OUT MY FEELINGS ON RVSM IMPLEMENTATION ON DEC 2004. I AM IN THE AIRCRAFT SALES BUSINESS. WHAT RVSM WILL DO TO OUR BUSINESS AS FAR AS COST IS CONCERNED IS MONUMENTAL. IF WE OWN INVENTORY AT THAT TIME OR EVEN A YEAR BEFORE IT IS GOING TO CAUSE ALOT OF PROBLEMS SELLING OUR AIRCRAFT AT A PRICE THAT WOULD ENABLE US TO STAY ABOVE WATER ON THAT PARTICULAR UNIT. WITH AN AVERAGE COST OF 140-200000 DOLLARS TO BRING THESE AIRCRAFT UP TO SPEED YOU CAN SEE THAT IT IS GOING TO BLOW MOST DEALERS WITH ANY KIND OF INVENTORY OUT OF THE WATER. SALES IN OUR BUSINESS WILL COME TO A HALT. BECAUSE MOST DEALERS WILL NOT BUY INVENTORY THE YEAR BEFORE THIS TAKES EFFECT BECAUSE OF MARGINS BEING WHAT THEY ARE. THEY WON'T BE ABLE TO RETROFIT THE INVENTORY THEY ARE BUYING AND PASS THAT COST ALONG TO THE CUSTOMER. A SLOWER IMPLEMENTATION WOULD BE PREFERRED SO DEALERS CAN EDUCATE THE END USERS IN THE MARKET PLACE. WITH 9/11 FOULING OUR BUSINESS UP THIS RVSM WILL SLAM US AGAIN. PLEASE USE COMMON SENSE WHEN BRINGING THIS CHANGE ABOUT. SINCERELY JIM SHELTON JNS AIRCRAFT SALES, LLC