

To whom this may concern:

If you are under the impression that any person with access to an *aircraft book* or worse yet an internet free aircraft pricing/value guide can appraise an aircraft's true value, you are seriously mistaken.

Appraising airplanes is an industry specialty that can only be done properly when a professional inspects the airplane, evaluates it, and completely researches the logbooks and other documents. It is vital that the appraiser be objective and has the depth of experience that only "time and grade" can offer.

Since the advent of the internet, some buyers and sellers have been relying on the online services that they use to evaluate airplanes. Many problems have resulted, mostly for buyers, when those evaluations turned out to be incorrect. These services are not intended to be appraisals. They are there to give someone who is looking at an advertisement for a specific airplane a range of what that airplane could be worth, but they cannot cover the vast aspects of appraising an aircraft. There are many things that are not properly considered by the online services and many of the FREE sites offer little value because the information provided on these sites can be grossly incorrect. We have seen some online services 10 to 20 percent high or low on values. This is huge problem for the party attempting to determine real value of their asset. Using this "Thumbnail approach" to values does not give you the true picture of the aircraft to are attempting to appraise.

The range of values of each aircraft need to be professionally evaluated to include damage history, modifications, and other important factors that cannot be addressed by anyone except a knowledgeable professional. It is imperative, that an appraiser do a thorough logbook and record search as part of his evaluation of each aircraft.

It is prudent to have an appraisals conducted prior to the purchase or sale of any aircraft, as well as every so often to determine values for insurance and estate planning.

I invite your questions so feel free to call anytime.

Yours Truly,



Scott A. MacDonald
President

