



(4) Turnover – The typical time period a dealer requires to sell an aircraft is three months. So, if a dealer has an aircraft for a year or more, it is likely he is using it for purposes not directly associated with the sale of that aircraft.

There will be occasions when a combination dealer/air taxi operator has used an aircraft in his air taxi operations but on the lien date he is legitimately offering it for sale. In this instance, the aircraft would qualify. However, we would suggest that, on audit, the auditor determine whether the operator resumed air taxi activity with the aircraft after the lien date.

Please direct any questions concerning the above to Mike Shannon or Charlie Knudsen of this division.

Sincerely,

Verne Walton, Chief  
Assessment Standards Division

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