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August 23, 1999

By Hand Delivery

Ms. Linda Schuessler
FAA/ATO
Federal Aviation Administration
800 Independence Avenue S.W.
Washington, D.C. 20591

Dear Ms. Schuessler:

I very much enjoyed meeting with you and with other FAA personnel on March 3. I hope that our discussions that day helped to introduce the benefits that the Emergency may provide; it certainly helped to clarify for Breitling the concerns that the FAA has about the Emergency. Naturally, Breitling continues to believe that the benefits of the Emergency far outweigh its risks: used properly, the Emergency can save lives, and the potential for misuse is minimal.

These points are described in detail in the Waiver Request that Breitling filed on July 2. I will not attempt to recapitulate that discussion in this letter; suffice it to say, the Emergency was designed with the needs of pilots and civil aviation and search and rescue authorities in mind. It is for that reason that the Emergency has been certified for sale in every jurisdiction in which Breitling has sought such certification; the Emergency is now available in most of the world outside of the United States and Canada. I have attached a copy of the waiver request for your information.

The benefits of the Emergency are such that General Ronald R. Fogleman, former chief of staff of the United States Air Force, has given his personal endorsement to Breitling's efforts to gain certification for the device. I have attached a copy of General Fogleman's letter to Breitling as well. General Fogleman's interest in this product reflects the growing interest in the aviation community generally.

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Breitling is well aware that the FCC will not act favorably on its waiver request without the FAA's support; likewise, Breitling understands that the FAA's chief concern with the Emergency is the possibility that if the product proliferates too widely, it could lead to false alarms and other abuses. Breitling would welcome the opportunity to discuss with the FAA appropriate additional marketing measures that might help to allay the FAA's concerns. To that end, I will contact you and your colleagues soon to explore the best way to proceed.

Breitling sincerely hopes that we are able to find a way to make the Emergency available to pilots in this country and is eager to work with the FAA to make that possible.

Very truly yours,



Aaron M. Panner

Enclosures