



U.S. Department  
of Transportation  
**Federal Aviation  
Administration**

Federal Aviation Administration  
Mike Monroney Aeronautical Center

6500 South MacArthur Boulevard  
Oklahoma City, OK 73169-6901

October 29, 2008

Dear Chart Agent:

The Federal Aviation Administration (FAA), National Aeronautical Charting Office (NACO) is participating in an important initiative in pursuit of the Office of Management and Budget's designation as a High Performing Organization (HPO). The goal of the HPO is to improve efficiency, make the program more financially self sufficient, and enhance the quality of our products and services.

As part of the HPO initiative, the costs associated with the distribution of our navigational products through our current Chart Agent Network were examined. In order to increase efficiencies in the network, the FAA is making several changes to the current Chart Agent Network Model (see table below). These changes are critical to the success of the HPO effort and will become effective **October 1, 2009**.

Another important initiative considered by the HPO implementation team was whether to continue the NGA public sales program. Over the past several years, NGA implemented major reductions in the number of aeronautical and nautical products made available for the public sales program. These reductions make it no longer feasible for NACO to distribute NGA products in an efficient manner. Therefore, the FAA is discontinuing the NGA public sales program effective March 31, 2010. NACO will, however, continue to print and distribute NOAA nautical charts and products to the public just as we have always done.

We recognize that you as a Chart Agent perform an important service in the distribution of navigation products to the public and consider you a valuable customer. It is also important to note that any Chart Agent who no longer qualifies as an Agent under the new model may continue to sell our charts and products as a sub-agent to an FAA Authorized Chart Agent who does qualify under the new model. To address this subject and more, the FAA is planning two meetings to share these changes with you as well as provide a forum for all Aeronautical and Nautical Chart Agents to address your concerns and contribute to the implementation of these initiatives.

The first 2-day meeting will be held in Las Vegas, Nevada, March 9-10, 2009. The second meeting will be held in Greenbelt, Maryland, March 24-25, 2009. We will provide hotel information and additional details about these meetings within the next 30 days. For planning purposes, we ask that you **RSVP your attendance** to one of these meetings no later than **November 30, 2008**. Please send your reply to the following email address to register your attendance including the location you prefer:

**9-AJO-HQ-ChartAgentsRSVP@faa.gov**

The agenda for both meetings will be the same. Both Aeronautical and Nautical Chart Agents will be affected by these changes. The table below provides you a summary of the changes to the chart agent model that will be discussed at our meetings:

<b>Current Chart Agent Network Model</b>	<b>New Chart Agent Network Model</b>
Minimum annual sales: \$500/yr	Minimum annual sales: \$5,000/yr
20% credit on all obsolete returns	Up to 20% credit on all obsolete returns
Orders placed by telephone, fax, e-mail or e-commerce	Orders placed by e-commerce only
Sub-agent networks not allowed	Sub-agent networks allowed

We look forward to receiving your RSVP and seeing you in March at one of our meetings. Should you have any questions or need additional information, please contact Nancy Jones at [Nancy.A.Jones@faa.gov](mailto:Nancy.A.Jones@faa.gov) , (301) 344-6316 or Kirti Patel at [Kirti.Patel@faa.gov](mailto:Kirti.Patel@faa.gov), (301) 344-6323.

Sincerely,



Chas. Frederic Anderson  
 Manager, Aviation System Standards, HPO Implementation