

MOA's M20 Parts Clearinghouse and Parts Locator Service

A Unique On-Line Parts Locator Service For Both Mooney Owners and Shops Alike.

"An Idea Who's Time As Come...."

A MOA Staff Report



Getting parts for aircraft has never been as easy as your typical car, boat, or motorcycle. As we go to press, there is little doubt parts availability is paramount on most Mooney owner's minds. Hard facts are, if you can't get an adequate supply of replacement parts, sooner or later your Mooney may be grounded. Current financial problems at Mooney aside, and whether or not anyone else has been reporting it, OEM Mooney parts have been getting harder to get and prices have been climbing significantly for some time.

In fact, you need only talk to your favorite active Mooney Service Center to confirm what used to be perhaps one of the best supported GA aircraft around, now has seen numerous aircraft sitting un-flyable in various maintenance shops awaiting necessary parts. MOA is aggressively doing something about this in our members behalf. MOA is working feverishly establishing a web based parts clearinghouse and locator service to assist shops, A&P's, and individual owners alike to protect their investments and keep their Mooneys flying.

M20Part.com is designed to

be a one stop source for individual Mooney owners, A&P's, and Mooney Service Centers to search the entire Mooney marketplace for both new and serviceable OEM Mooney Parts, supplies, and related M20 accessories. Somewhat modeled after various other such "parts wire" services such as Honda's and various other automotive "parts wires or parts locator" services, MOA will help oversee the operation of this valuable addition to MOA Member Benefits.

While for a limited time during our "beta/start-up" period, initial users will be able to utilize this service on an introductory "no-charge" basis. Once fully functioning and in order to cover administrative costs etc., there will be a small "look-up" fee (based on a percentage) for buyers, and a small referral premium for sellers, vendors, and suppliers who sell through this service. It is designed to be an efficient economical way to put buyers and sellers together.

How It Works

M20Part Parts Clearinghouse Locator Service will process "buy orders" and distribute them in bulk to all known OEM vendors, larger reputable Service Centers, and (in the case of used parts) to popular

Mooney salvage operations who express any interest in selling their inventory of Mooney parts related components and accessories. Buyers may state their "level of interest" ranging from: 1) **P&A** (Price and Availability), 2) a **FPO** (Firm Purchase Order) to 3) that of an urgent **Red AOG** (Aircraft On Ground) situation. FPO and especially urgent AOG orders typically will be given special priority both by our vendor/suppliers and us.

Generally with FPO and especially AOG orders, there will be a mutual understanding that the (new or used) part is to be shipped ASAP via the most expeditious method providing the price is within reason but where obtaining the part (at any reasonable price) is the highest priority. Sometimes AOG situations require our staff to explore new sources and require our staff to canvass source directly via phone as well as our usual mass electronic communication methods. Consequently the locator fee may be adjusted accordingly.

We urge you to keep tuned to this valuable service located as a separate menu item on MOA's huge web site, www.moapilot.com and also accessible directly at:

www.m20parts.com, your choice.

Sometimes the best way to understand a new concept like MOA's M20Parts.com Parts Clearinghouse is to scan some FAQ's (Frequency Asked Questions). While common in many industries like OEM "dealer to dealer" auto, classic auto, motorcycle, marine, and especially the auto salvage industry, MOA's M20Parts.com is a natural for a concise niche industry like the Mooney market.

Please take a moment to become familiar with it by looking through the following FAQ's both here and on-line at: www.moapilot.com and www.m20parts.com

Q: Why M20Parts.com now?

A: Simple. It is a well proven idea who's time has come to the Mooney parts business...! Parts locator services like this are common in the marine, RV, motorcycle and classic auto, and especially the auto salvage business. Besides the current parts "uncertainty" at the OEM factory level, anybody who works on many Mooneys will verify Mooney parts are simply getting harder to obtain, taking lots more time to find (when and if you do), and are getting more expensive when you do locate them. Many shops feel the factory is a prime causative factor as apparently they have greatly reduced their own "in house" parts inventory especially on most "pre-201's". In fact a former CEO of Mooney made a public announcement whereas they professed an apparent change in policy to all but decline to produce many parts for well over 1/2 of the Mooney fleet-namely the older M20's. Complicating this is the fact the fleet is aging and vendor type suppliers are getting harder to

find for various components. If you value your time taken to track down parts, then MOA's Parts Locator Service makes sense as we contact most known reliable sources for you all at once.

Q: Are you up and running now?

A: Yes, to a point. We are technically "still under construction"(in software language, "beta" version). We are working out the kinks and getting our suppliers and vendors familiar with our service, but as we perfect software and policies etc., we are able to process an increasing number of orders each week. We ask your patience as you gain familiarity with our service.

Q: As an owner or A&P who works on Mooneys for a living, what is the main advantage of me using M20Parts.com?

A: Time, efficiency of effort, are the main savings. Obtaining parts for Mooneys has never been like auto/cars where in one or two calls (typically the nearest OEM dealer and perhaps an after-market parts house) you can get nearly any part you need. Typically ordering parts for Mooneys is time consuming and can often take more time than to actually do "hands on" work on the aircraft itself! In fact, due to many factors, getting Mooney parts is getting tougher by the day especially used or serviceable parts. We offer a one stop vehicle to canvass the entire industry for the best availability and price with one phone call, fax, or one email.

Q: Why is it more difficult to obtain Mooney (or common GA parts) than in the auto industry?

A: Most every auto manufacturer services nearly every part or components used on their cars except perhaps tires, glass, and paint. One call to any OEM new car (or

motorcycle) dealer can get you practically any part on your Ford, GM, or even Jag. Even in the motorcycle or marine business it is much the same. However, most OEM airframe manufacturers (especially the smaller ones like Mooney) use numerous different vendors for various components and often times don't stock those individual components themselves. In fact, common maintenance parts such as actuators, electrical components, and engine components are mostly obtained from independent distributors or manufacturers who (due to the relatively small Mooney fleet) may not stock the specific model number which goes on Mooneys. Also, due to the age of the typical Mooney airframe nowadays, many times it can take hours (or days) of tedious phone work first tracking down a source, then checking prices and availability for many Mooney parts, airframe components, and accessories. We know of all the major sources, have daily contacts with them and have special purchase arrangements with them, and representing the entire Mooney market we contact them "in mass" in your behalf.

Q: Why would parts sources use your service any more readily than they would sell me (or my A&P) parts directly?

A: That is a great question and strikes to the heart of why M20Parts.com is popular among parts manufacturers, vendors, and Service Centers. In a word: efficiency. If nearly every source of parts, components, or accessories had their way they would only deal with one or a very few customers or clients. Ask anyone in marketing or distribution and they will confirm most sources really don't want

to employ the labor to deal with lots of different buyers unless they are set up to and have to. With MOA's M20parts.com, they deal with one buyer/source efficiently mostly via Emails and faxes. Their labor to sell and distribute their inventory through us is cut dramatically. Once they complete a few transactions with our clearinghouse service, they are believers.... So, you get better service and stand a better chance of location a specific part using our "parts locator wire service".

Q: What is the cost to me as a buyer or end user of parts to use M20Parts Clearinghouse?

A: As of 8/20/01 we are still developing our user fee schedule. As of now we feel typical orders will have approx. 6-7%+/-* fee on OEM new Mooney parts with certain components and accessories perhaps slightly higher. A different fee (perhaps 15%+/-) will be used for used/serviceable parts and components because they entail significantly more labor to identify, locate, and ship etc. *Credit card transaction fees will be additional.

Q: When I initiate a parts order or search, approx. how many sources of parts & components do

you query?

A: Our goal is to contact every known Mooney Service Center and most all major shops who deal in Mooney parts etc. If you specify you will accept (or desire) used or serviceable parts, we then query numerous Mooney salvage yards as well. We have also contacted most OEM (Mooney factory) vendors and manufacturers. Most importantly, upon full implementation of this service, we will have contacted most of the nations largest salvage yards. The huge majority of these sources indicate they welcome orders from M20Parts Locator Service. Frankly, from a practical standpoint we can't imagine any single shop or owner being able to duplicate these efforts on their own. Thus, this makes good sense.

Q: Just how do you process my order or search?

A: For typical searches and firm orders, the majority of our sources are contacted by both email and fax. Follow-up contacts are also made if the first is unsuccessful. For urgent AOG situations, you may request we not only use our regular methods, but you may also request we phone the leading sources for

the necessary items you need to get your Mooney back into the air.

In Summary

At press time MOA is working feverishly to assist the folks at M20Parts.com in becoming operational as soon as possible. Hopefully by the time you read this, their site will be functioning at least in a limited "beta" mode capacity.

Please advise your favorite shop or A&P to begin to use it to locate parts for your Mooney or (if you are so inclined) use it yourself. It is our goal to be an easy to use "one stop source" to locate parts economically and efficiently. Due to it's low cost and efficient design, we expect nearly universal cooperation from most every source of Mooney parts and supplies and for shops and owners it promises to be THE first source to be used to keep your Mooney flying.

Please visit www.m20parts.com and/or MOA's large web site www.moapilot.com and click on the m20 Parts Clearinghouse Menu Item to order parts and check out this invaluable service.



What Is Going On Inside Your Mooney's Only Engine? Perhaps It's Time You Investigate...

Lets face it, can you imagine a more inherently destructive piece of machinery than an internal combustion engine? Think about the pistons. First going up, and then a few nanoseconds later, reversing direction being blown down by a powerful explosion... All the while white hot 1,800+ deg. gasses are being expelled from an aluminum cylinder head that (if left alone) melts at about

that temperature.

Because we only have one of these expensive contraptions hanging on our Mooney's front end it may make sense to keep closer track of what may be happening inside, (even if it isn't much to our liking), BEFORE some noteworthy or catastrophic event, rather than after! There is little doubt there is significant value in adopting a program of regular engine

oil analysis. Beginning in the very next members only issue, MOA will begin an on-going series on "Keeping Track Of Your Engine's Innards". Not only will we evaluate individual labs, but our panel of experts will tell you how to read lab reports and make accurate projections, just maybe saving your butt someday in the process! Keep tuned, and if you already haven't done so....Join MOA now either online: www.moapilot.com, or by calling headquarters @ 877-JOIN MOA.

