

From: "Barry J. Cohen" <[REDACTED]>

To: jeffrey E. <jeevacation@gmail.com>

Subject: FW: Honeywell APU Maintenance Plan (MSP)

Date: Mon, 07 Aug 2017 19:29:07 +0000

Attachments: APU_New_MSP_Brochure_(Eng_&_APU).pdf;
APU_New_MSP_Brochure_(Eng_&_APU)(1).pdf

FYI

From: Tom Mitchell [mailto:[REDACTED]]

Sent: Monday, August 07, 2017 2:55 PM

To: Barry J. Cohen <[REDACTED]>; John Castrucci <[REDACTED]>

Cc: Lee Rohde <[REDACTED]>; Laurie Nutter <[REDACTED]>

Subject: Honeywell APU Maintenance Plan (MSP)

Hi Barry and John,

The Honeywell Auxiliary Power Unit (APU), which you probably know is a mini-turbine engine, has a similar maintenance program as Rolls Royce. The name of the program is "MSP" which stands for Maintenance Service Plan. MSP has mirrored most other programs including Rolls Royce. I have listed bullet items for you to consider and will of course be happy to answer additional questions you might have.

The current Buy-In for this APU is **\$60,000** which includes a 20% discount being offered by Honeywell.

MSP essentially covers all the labor and parts costs required of an APU during a shop visit (shop visit = equals major disassembly) along with a rental APU.

The current (basic) MSP cost is **\$100.62/hour** and subject to an annual CPI escalator.

MSP Gold adds removal and installation labor coverage plus routine inspections for an additional \$13.56/hour. **(MSP Gold = \$114.18/hour)**

MSP Gold plus Logistical Support adds road trip logistical support coverage for an additional \$6.19/hour. **MSP Gold with Logistical support = \$120.37/hour**

General information:

If APU utilization stayed consistent with the GV, it would generate approximately ½ hour use for every flight hour.

The APU is "on-condition" meaning its performance is monitored to require a shop visit.

Historically, APUs do require shop visits between 2,500 hours and 4,000 hours due to normal wear and tear.

The cost of a normal shop visit would vary from \$150,000 - \$450,000.

Unscheduled APU failures can occur and repair costs tend to run \$200,000 - \$850,000 (maximum but not common).

Regards,

Tom

EFTA00689158