

MAINTENANCE SERVICE PLAN TEAM COMES THROUGH FOR MESINGER JET SALES

Honeywell Maintenance Service Plan-Propulsion is an efficient and cost-effective program designed to meet the needs of owners and operators of business aircraft powered by Honeywell engines.

Case Study



**JOSH MESINGER,
VICE PRESIDENT,
MESINGER JET SALES:**

“The Honeywell MSP team really had our backs during a recent Gulfstream G150 transaction. They went above and beyond to overcome supply chain issues and expedite delivery of critical engine parts, which helped us instill confidence for the buyer and close the sale.”

Honeywell

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BACKGROUND

Mesinger Jet Sales has been bringing business aircraft buyers and sellers together since 1974. “Relationships are the foundation of business aviation and over the years we’ve built strong and lasting relationships with our customers,” said Josh Mesinger, the company’s vice president. “Most of our sales come from repeat customers or referrals.”

The company is based in Boulder, Colorado, where a tight-knit team of business aircraft experts work with clients from every corner of the world. “We are a family-owned business,” said Mesinger, whose father Jay founded and still leads the firm with his mother and CFO, Sandra Mesinger.

“Our experience, industry knowledge and sharp negotiating skills help us represent our clients’ best interests in any type of transaction.”

Market research is another Mesinger strong suit. “We know how to value aircraft for our acquisition clients and price an aircraft for our brokerage clients,” he said. “When an aircraft is priced and promoted correctly, time on the market is significantly reduced and we can create a win-win situation for both the buyer and seller.”



Mesinger has decades of experience with Honeywell’s Maintenance Service Plan (MSP), which helps owners and operators of Honeywell-equipped aircraft avoid unexpected maintenance costs. “Many of the aircraft we list are protected by MSP engine and auxiliary power unit plans,” Mesinger said. “Buyers are reassured

because they know the engine has been serviced on regular intervals and they are protected from costly surprises. Having MSP coverage enhances an aircraft’s appeal for buyers.”

CHALLENGE

In 2023 Mesinger was representing a large corporate flight department in the sale of a Gulfstream G150 business jet. The seller had already added another aircraft to its existing fleet. The G150 is a mid-size jet powered by two Honeywell TFE731 turbofan engines. The ultra-reliable TFE731 family of engines has logged more than 100 million hours of service since the original engine was certified in 1972.

The G150's engines were covered under the Honeywell MSP-Propulsion plan and, as the transaction neared completion, the aircraft went into a Honeywell authorized service center for its scheduled recurring engine inspection. During the inspection, technicians discovered that several critical engine components called stator vanes needed to be replaced.

There was just one problem. Supply chain issues continue to affect many aerospace companies with sizeable repair, maintenance and overhaul (RMO) operations, so the parts weren't readily available, according to Kara Wolf, MSP Engines Sales Manager.

"Honeywell's Integrated Supply Chain team has done an outstanding job of addressing supply issues and minimizing their impact on our loyal MSP customers," she said.

"We have come a very long way in the post-pandemic years and the worst of the supply chain challenge is behind us. Our ISC folks are making progress every day."

After learning about the stator vane delivery delay, Mesinger reached out to Honeywell and Wolf sprang into action.



SOLUTION

“My customer was very anxious, and I was afraid the deal would come apart or be delayed at least,” Mesinger said. “So, I called Kara to explain the situation, and she couldn’t have been more helpful and responsive. I’m not sure what went on behind the scenes, but from my perspective Kara and the MSP team pulled a rabbit out of the hat and solved the problem quickly and efficiently.”

Mesinger was more than a little persistent, Wolf remembers. “This was an important

transaction for Mesinger Jet Sales, the aircraft seller, the buyer and for Honeywell,” she said. “The aircraft had been enrolled in MSP-Propulsion for a long time and customers count on Honeywell to be there when they need us. It’s that simple.”

Working as a team, Honeywell MSP, ISC and production employees reshuffled priorities, tracked down two stator vanes and sent them on their way to the MRO center for installation on the aircraft.

The repair was covered under the MSP-Propulsion plan.

“From our perspective, things went smoothly once we alerted Honeywell to the problem we were having,” Mesinger said. “Everything moved relatively quickly, the repair was made, the parties were satisfied and we were able to complete the transaction in a timely manner. The customer took delivery of the G150 in February.”

ABOUT HONEYWELL MAINTENANCE SERVICE PLAN-PROPULSION

The Honeywell Maintenance Service Plan-Propulsion is an efficient and cost-effective program designed to meet the needs of owners and operators of business aircraft powered by Honeywell engines. The MSP team leverages Honeywell’s world-class authorized service center

network, extensive rental bank and technical support from original design engineers to provide customers with service that is seamless and responsive.

Contact your Honeywell representative or visit us [online](#) to learn more about MSP-

Propulsion and other MSP offerings that are redefining the way owners and operators protect their investment and keep their business aircraft where they belong – in the air.

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N61-3203-000-000 | 04/24
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