

BUSTED: 5 MYTHS ABOUT THE TPE331 GRAY MARKET



I end up paying more when I work with an OEM Authorized Repair Center.



01

Working with a Honeywell Authorized Channel Partner is the most cost-effective way to repair your TPE331 engine. Authorized Channel Partners receive the best pricing on parts and have access to special programs to keep your engine event costs to a minimum. Additionally, that the parts installed on your aircraft are Honeywell certified parts that meet the original OEM design intent and keep maintenance costs low.



My engine can be repaired more quickly at a gray shop, reducing my downtime.



02

Honeywell requires Authorized Channel Partners to maintain minimum inventory stocking levels, so Authorized Channel Partners have access to parts more quickly than a gray shop, reducing downtime. Additionally, Honeywell strategically selects partners based on their capacity and resources, ensuring operators have access to local providers who can turn repairs quickly.



I can get genuine OEM parts from a gray shop, at the same price and with the same warranties.



03

Because gray shops mix new and used parts throughout the repair process, the parts you receive may not be OEM certified or meet the original design intent. When you have your engine repaired with an Authorized Channel Partner, you'll have peace of mind in knowing that you are repairing your engine with high quality OEM certified parts and will have access to long-term OEM support and warranties.



Maintenance technicians repairing my engine are certified to work on Honeywell engines, even in gray shops.



04

Gray shop maintenance technicians may be operating off outdated information. Maintenance technicians at Honeywell Authorized Channel Partners receive the latest training and have access to the latest technical publications.



I receive better customer service when I work with a gray shop.



05

Honeywell's Authorized Channel Partners are expected to mirror how Honeywell conducts business in the marketplace. They are accountable to high customer service standards, quick turn times on repairs and must maintain minimum stocking levels. Honeywell monitors and measures the performance of our Authorized Channel Partners in these areas on a regular basis.