

OPERATOR'S PLAN MOONEY LITE PRICE STRUCTURE.
Continental powered, Models M-18C, Standard & Deluxe.

<u>ITEM</u>	<u>LIST</u>	<u>OPERATOR</u>
AIRPLANE - MODEL M-18C STANDARD, LESS ENGINE Applies when Operator furnishes a majored A65-8 Continental engine for installation in his airplane at the factory.	\$1925.00	\$1540.00
AIRPLANE - MODEL M-18C STANDARD Includes new A65-8 Continental engine, Upholstery, Insulation, Position Lite wiring, Marvel Mixture- control carburetor, Standard paint combinations.	2325.00	1860.00
AIRPLANE - MODEL M-18C DELUXE Includes new A65-12 Continental engine, Starter, Generator, Battery 12-volt system, Cabin heater, Cabin ventilator, Position & Instrument lites, Spinner, and Ash tray in addition to Standard equipment.	2545.00	2036.00

ACCESSORIES

	<u>MODEL</u>		
CARBURETOR AIR FILTER (Kit or installed)	Both	12.23	9.78
LANDING LITE (Kit or installed)	Both	27.01	21.61
RADIO ANTENNA (Kit or installed)	Both	7.61	6.09
SHIELDED SWITCH (Kit or installed)	Both	9.40	7.52
HARVEY-WELLS TRANSCEIVER, ATR-3-12, Unit only	Deluxe	62.00	49.60
HARVEY-WELLS INSTALLATION KIT	Deluxe	6.53	5.22
HARVEY-WELLS INSTALLATION, COMPLETE Includes Antenna, Shielded Switch & Installation.	Deluxe	85.54	68.43
HARVEY-WELLS MICROPHONE		6.40	5.12
HARVEY-WELLS HEADSET		2.40	1.92
BENDIX HEADSET WITH PADS		7.36	5.89
CABIN HEATER (Kit or installed)	Standard	11.85	9.48
CABIN VENTILATOR (Kit or installed)	Standard	6.20	4.96
POSITION & INSTRUMENT LITES (Kit or Instal)	Standard	33.72	26.98
SPINNER (Kit or installed)	Standard	2.51	2.01
ASH TRAY (Kit or installed)	Standard	1.33	1.06
SHIELDED PLUGS & HARNESS, Original Installed)	Deluxe	29.33	23.46
PRIMING SYSTEM (Needed when Operator furnishes carburetor without accelerating pump).	Standard	12.33	9.86
12 VOLT POWER SUPPLY SYSTEM Includes Battery & all installation with Operator furnishing 12-volt wind driven generator with voltage regulator only.	Standard	60.00	48.00

Other Radios, Instruments & Special painting quoted upon request.

OPERATOR'S PLAN MOONEY MITE PRICE STRUCTURE.
Lycoming powered, Model M-18LA.

<u>ITEM</u>	<u>LIST</u>	<u>OPERATOR</u>
AIRPLANE - MODEL M-18LA, LESS ENGINE Applies when Operator furnishes a complete airworthy Lycoming O-145-B2 engine for installation in his airplane at the factory.	\$ 1850.00	\$ 1480.00
AIRPLANE - MODEL M-18LA Includes new O-145-B2 engine, Upholstery, Insulation, Position Lite wiring, Marvel mixture-control carburetor, Priming System, Standard Paint.	2250.00	1800.00
<u>ACCESSORIES</u>		
CABIN HEATER (Kit or Installed)	11.85	9.48
CARBURETOR AIR FILTER (Kit or Installed)	12.23	9.78
SPINNER (Kit or Installed)	2.51	2.01
ASH TRAY (Kit or Installed)	1.33	1.06
ELECTRICAL POWER, 6-VOLT (Kit or Installed) Includes Generator, Battery, Etc.	126.67	101.34
POSITION & INSTRUMENT LITES (Kit or Installed)	33.72	26.98
LANDING LITE (Kit or Installed)	27.01	21.61
RADIO ANTENNA (Kit or Installed)	7.61	6.09
SHIELDED SWITCH (Kit or Installed)	9.40	7.52
HARVEY-WELLS TRANSCEIVER, ATR-3-6, Unit Only	62.00	49.60
HARVEY-WELLS INSTALLATION KIT	6.53	5.22
HARVEY-WELLS INSTALLATION COMPLETE Includes Antenna, Shielded Switch & Installation.	85.54	68.43
HARVEY-WELLS MICROPHONE	6.40	5.12
HARVEY-WELLS HEADSET	2.40	1.92
BENDIX HEADSET WITH PADS	7.36	5.89
SHIELDED SPARK PLUGS, BG 4BSS (8)	29.60	21.52
SHIELDED HARNESS, Lycoming #46290	38.05	30.44

Other Radios, Instruments & Special Painting
 quoted upon request.

FINANCING INFORMATION FOR OPERATORS.

The following information applies to the Interstate Aircredit Corporation finance plans for Operators and Dealers.

DEMONSTRATOR PLAN. Instruction and rental approved.

	<u>M-18C Std.</u>	<u>M-18C Del.</u>	<u>M-18LA Std.</u>
List Price	\$ 2325.00	\$ 2545.00	\$ 2250.00
Advance *	1278.75	1399.75	1237.50
C.A.A. Fee	8.00	8.00	8.00
Insurance (60 days)	<u>111.60</u>	<u>122.16</u>	<u>108.00</u>
Amount to be financed	1398.35	1529.91	1353.50
Finance Charge	<u>20.97</u>	<u>22.94</u>	<u>20.30</u>
Amount of Note	\$ 1419.32	\$ 1552.85	\$ 1373.80

*Maximum Amount advanced, 55% of List including Equipment. Discounts allowed as part of down payment.

FURNISHED ENGINE. Interstate will finance the same amount whether the engine is new or a customer furnishes a majored engine. If engine not majored, decrease amount to be financed by \$100.

Renewals. If an airplane is not sold within the 60 day period, contract may be renewed for another 60 days on same plan or converted to the Participating Plan with a 10% reduction in principal plus charges.

MONTHLY PAYMENT PARTICIPATING PLAN. Instruction and rental approved.

Interstate will finance the same balances as shown for the Demonstrator Plan (to the closest even \$5.00) on Participating Plan for 12 or 18 months.

EXAMPLE: For an Operator's purchase of an M-18C Standard MOONEY MITE, with a furnished majored engine.

Operator's Price	\$ 1540.00	Operator's Price	\$ 1540.00
Advance	<u>1275.00</u>	Advance	<u>1275.00</u>
Down payment	265.00	Down Payment	265.00
Face of Note	1651.92	Face of Note	1844.10
12 Payments of	137.66	18 Payments of	102.45

All charges, C.A.A. Fee, Insurance, and finance are included. For airplanes with additional equipment, figure advance as 55% of List price with equipment, (to the closest even \$5.00). Down payment and monthly payments are in proportion to above and may be taken from rate chart with finance papers. Use List price with new engine in computing advance, as furnished engine is part of the down payment, in effect.

Contact Authorized MOONEY DISTRIBUTOR, MOONEY AIRCRAFT, INC., or INTERSTATE AIRCREDIT CORPORATION for clearance under finance plans.

To: Mooney Aircraft, Inc.
Airport P.O.Box 3012
Wichita, Kansas

Through: _____

P U R C H A S E O R D E R
O P E R A T O R ' S P L A N .

The undersigned Operator does hereby order and agree to purchase from MOONEY AIRCRAFT, INC., or through authorized MOONEY DISTRIBUTOR, the following airplane and equipment at the currently effective Operator's prices:

One MOONEY MITE Airplane, Model M-18 _____, _____ \$ _____

Total of above

Engine information:

If engine is to be furnished; Shipping date _____. Carburetor Equipment _____ (If no accelerating pump is installed, include priming system in above price). Any missing items on engine will be charged for at Operator's price. Is engine majored? _____.

Painting information:

Specify red nose and tips; maroon; yellow; or green _____

Method of payment:

Cash with order, full price _____.
Down payment of _____, balance at factory on delivery, FAF, _____
Down payment of _____, balance financed by Interstate Aircredit _____
If financed, how cleared, direct with Interstate _____, or request MOONEY AIRCRAFT, INC., to clear with Interstate _____.
Other _____

Desired delivery date _____. This order is understood to be in accordance with the provisions of the OPERATOR'S PLAN. Upon delivery at the factory it is agreed that the Operator is authorized to work as a non-exclusive territory Dealer, with a discount allowed from list of 20% on aircraft and equipment, and a discount of 25% from list on MOONEY parts. This order will be acknowledged promptly in writing stating estimated delivery date. If engine is furnished, delivery date will be specified after engine arrival at factory. Attach all special instructions and pertinent information to this order. Include engine log, etc., with engine.

Dated this _____ day of _____, 195_____.

Accepted by factory, date, _____

By _____ Title. _____

Operator (Purchaser) _____
Distributor _____