

## Niagara Air Parts Helps Keep Flying Affordable

By Patricia Luebke

Ronald Newburg, owner of Niagara Air Parts, wants you to be able to enjoy your airplane like he does. He goes fishing at every opportunity, flying his 1960 Cessna 182, often some 750 miles due North to the shores of Hudson Bay in Northern Canada. If fishing is not your thing, Ron wants you to go skiing, visiting, hunting, sightseeing or simply experiencing the sheer enjoyment of flight.

"I grew up in a place called Cabbagetown, in the center of Toronto, along with five brothers and sisters. We all had after-school jobs to help pay the bills." At age 10, he took a flight with his father in a 1947 Champ, and Ron remembers, "One flight was all it took. I decided that I wanted to fly."

It wasn't until many years later in 1964, at Buttonville Municipal Airport north of Toronto, where Ron earned his license – also in a 1947 Champ. Ron recalls, "In those days, it cost \$700 to get your license and the [Canadian] government gave us back \$500 as soon as you passed your checkride." He immediately bought a one-fourth share in a Jodel D11 which was an all-wood construction, French design, 90 hp, two-place aircraft. He adds proudly, "My one-fourth share bought the engine."

This aircraft, CF-SOB, won the EAAC "best amateur built aircraft" award that year and was his introduction to the builder, Herb Cunningham. "Herb shaped my views of 'affordable, enjoyable aviation' and, together, we created and financed EAA Chapter 189 flying club with lots of planes we could all afford to fly. I remember buying two new Cessna 172s and a



1960 Cessna 182 "Sealane."



"Sealane" on Hawley Lake in Ontario, Canada.

Citabria on floats, in 1973, for \$17,000.00 each, to lease to the club! Altogether, the club operated more than a dozen aircraft and had more than 100 members!"

Over the next 40 years, Ron's partner Herb became President of EAA in Canada, founder and President of IAC and Chairman of COPA, working alongside Transport Canada, contributing greatly to what Ron calls "aviation as we know it in Canada."

On completing a successful 20 year career in the insurance industry, Ron

made the decision to do what he always wanted to do: go full time into aviation. Canadian Aero Engine & Accessories was founded in 1987 to offer Canadians a source of quality engine overhauls and repairs. First year sales exceeded \$1,000,000.

"We fixed a lot of little Continentals for 150 owners, and it quickly became apparent that the starter clutches were a continuous source of problems and considerable expense," Ron says.

Two years later, he created Canadian Aero Manufacturing(CAM) / Niagara Air Parts, Inc. to make the parts to repair those clutches and build brand new ones at a fraction of the OEM cost. Ron adds, "CAM's wholly-owned distributor, Niagara Air Parts, Inc. solved the border and Customs delays in support of our mission statement: Call Today, Fly Tomorrow."

From experience gained in the engine shop, Ron saw that the bigger Continentals had similar problems and even higher repair costs. CAM subsequently developed specialized repair procedures and received manufacturing approvals for

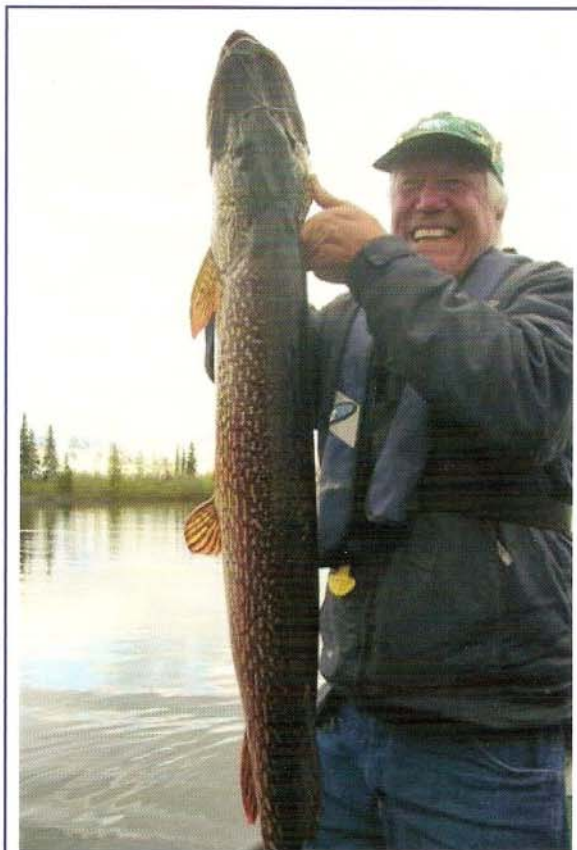
virtually the entire starter adapter and all of its components. Today, CAM has one of largest Continental starter clutch and starter adapter inventory in the world. In keeping with Ron's philosophy, all are available from CAM / Niagara at a fraction of OEM costs.

Along the way, other high cost areas caught Ron's attention, in particular, the high cost of brand new oil coolers for both Continentals and Lycomings. He says, "The only affordable option was a repaired unit with all its baggage. After 40 or 50 years in service, they are all fatigued, cracked/welded /damaged and often metal contaminated. Today there is another option." Ron manufactures and supplies brand new oil coolers, again at a fraction of OEM costs.

Similarly, the now famous Lycoming AD 96-09-10, requiring oil pump replacement, caught his attention. His son Jason needed a new oil pump for his Pitts Special and the only option was a \$1200 unit from the OEM. Ron decided to solve that problem by simply making available to everyone a CAM "Lycoming Oil Pump Pack" for under \$400 along with all installation instructions and recommendations required.

Window latches for pre-1977 Cessna aircraft and highly efficient, light weight cub coolers were also put into production.

In terms of product support, Ron says, "The biggest thing we do is that I don't sell anything unless the paperwork that goes with it weighs more than the part. I tell the end-user of my product everything I know for a successful installation and that includes all of the OEM's recommendations as well as my own observations and recommendations."



Ron with Shamatawa Big Pike .

Ron is passionate about his parts, and to preview his installation advice go to his Web site ([www.niagaraairparts.com](http://www.niagaraairparts.com)) and click on a section named "Ronnie's Ramblings." He vows

to continue to work toward cost effective solutions for aircraft owners with a particular emphasis on Continental engines, starter adapters and starter motors.

His pride and joy is his 1960 Cessna 182 which has an amateur-built classification since it was built from a wreck. The airplane is mounted on amphibious floats; he calls it his "Sealane" rather than his Skylane. Ron adds, "It has a 300 hp Continental engine and is capable of running on regular autogas." The airplane's purpose is to serve as an experimental flying platform for all the investigations and experiments Ron does on engines and starting systems. He adds, "Because it's experimental, I can put anything I want on it and still take my buddies fishing!"

Ron has some new products up his sleeve and in his 66th year, retirement is not an option. He says, "My passion in life is so intertwined with my business that I can't differentiate when I'm working or when I'm playing."

Visit [www.niagaraairparts.com](http://www.niagaraairparts.com) for more information.

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