

Cobham Avionics
Communications
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Dear Valued Customer,

We would ask for a few moments of your time to provide you with an important update on the continuing Integration activities taking place with Northern Airborne Technology Ltd. (NAT), now doing business as Cobham Avionics (Kelowna).

As we advised in previous communications, the manufacture of NAT products was being moved to our sister company, Wulfsberg Electronics, in Prescott, AZ. The product move is essentially complete and we trust that you have not experienced any significant impact to your programs and schedules during the manufacturing transition period.

The next significant Integration effort will be the move of the Sales Office from Kelowna to Prescott. In support of this move, new Sales Coordinators have been hired in Prescott and have spent time in Kelowna receiving training on our products, customers and sales processing procedures. We appreciate that there are some complexities for you in transitioning to a new supplier name and address for NAT products, however this must be done in order to complete the Integration effort. More detailed information on this process will be shared with you in the very near future.

The Sales Office transition will begin this month. We recognize that certain customers may have more complex order/contract processes and will need more time and more detailed information in order to change their supplier information. Our target is to have the customer sales activity transitioned to Prescott by the end of September, 2009. Please accept our apologies for the short notice.

You will receive additional information specific to your sales activity with NAT from your current sales point of contact. This information will include the name of your new contact in Prescott, a quick summary of other points-of-contact in the Prescott Sales Office, and general contact information for other personnel in Prescott should you or your associates need to communicate with any other operational entity in Prescott.

We thank you for your continued patience during this transition period.

Very best regards,



Ray Lewis
Director of Business Development