

Cobham Avionics
6400 Wilkinson Drive
Prescott, AZ USA 86301-6164

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23 Sep 09

Dear Valued Customer,

Re: Purchase Order Processing - Northern Airborne Technology Ltd. (NAT)

The Cobham Avionics Business Unit group of companies is transitioning order processing and primary production of the Northern Airborne Technology Ltd. (NAT) product line to the Prescott, Arizona (USA) facility. We are aware that there may be several questions regarding this transition, including concerns regarding any potential interruptions of business, and/or any unforeseen delays with customs and corresponding paperwork which may result.

Effective October 5, 2009 our Prescott site will become the principal customer contact location for sales and manufacturing for the following companies:

- Chelton Avionics, Inc. (dba Wulfsberg Electronics Division)
- Northern Airborne Technology Ltd.
- NAT Seattle, Inc.

To give you an idea of what to expect during this transition, we have answered some frequently asked questions to help clarify how you will be affected.

1) When does the change take place?

The transition period will begin Monday, October 5th 2009. Please note that this may challenge our abilities during the first few days to instantly:

- Process Purchase Orders;
- Make changes to existing Purchase Orders;
- Provide price and delivery quotations;
- Retrieve requested documents, i.e. invoices, packing slips, etc.

2) Where will I submit my Request for Quote, Purchase Order, or Inquiry?

Specific Prescott-based Sales Coordinators have been assigned to your account. Please continue to submit these items to **Northern Airborne Technology Ltd.** Via the specified Sales Coordinator assigned to your organization.

If you have not yet been provided with the assigned Sales Coordinator contact information, you can submit your correspondence by using any of the following methods.

- By email: orders.kelowna@cobham.com
- By fax: (928) 708-1545
- By mail: **Northern Airborne Technology, Ltd.**
c/o: Customer Service
6400 Wilkinson Drive
Prescott, AZ 86301-6164 USA

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3) What documentation can I expect to see with my package when it is received at my facility?

Please remember that a large portion of the NAT product line is now being manufactured in, and released from, Prescott, Arizona. While most of your deliveries will be made from the Prescott facility, there may be cases when the product you require can only be released under federal airworthiness approvals from NAT in Kelowna, British Columbia or from NAT Seattle in Bothell, Washington. These cases are further described below. While we understand that this may lead to some confusion within your organization, we ask that you try your best to reduce the impact of any such problems. To reduce confusion, we will indicate on your Purchase Order Acknowledgment the location where the item will ship from. Please let us know if we can help by adding any particular statements on acknowledgment and/or delivery note. To insure any required notes are added to your order documentation, please specify them on your Purchase Order when submitted.

The following cases will apply to **Northern Airborne Technology Ltd.** product line deliveries:

Case #1: Shipments from Prescott, Arizona (USA)

The following documents will be included with your shipment (as applicable):

- A.** Northern Airborne Technology Ltd. Packing List;
- B.** An FAA *8130-3* and/or a *C of C* generated by Chelton Avionics Inc. in Prescott;
- C.** Test Data (if specified) generated by Chelton Avionics Inc. in Prescott;
- D.** Commercial Invoice generated by Chelton Avionics Inc. in Prescott.

EXPLANATION:

- 1.** Northern Airborne Technology Ltd., c/o Customer Service, in Prescott will receive your order. Your acceptable order will be processed and an acknowledgment will be sent.
- 2.** Northern Airborne Technology Ltd., c/o Customer Service, in Prescott will generate an invoice as appropriate and send it for payment as directed.

Case #2: Shipments from Kelowna, British Columbia (CANADA)

In this case, your product will be drop shipped from Northern Airborne Technology Ltd., Kelowna, BC

The following documents will be included with your shipment (as applicable):

- A.** Northern Airborne Technology Ltd. Packing List / Delivery Note;
- B.** TC *Form One* and/or a *C of C* generated by Northern Airborne Technology Ltd.;
- C.** Test Data generated by Northern Airborne Technology Ltd.;
- D.** Commercial Invoice generated by Northern Airborne Technology Ltd.

Case #3: Shipments from Bothell, Washington (USA)

In this case, your product will be drop shipped from NAT Seattle, Bothell, WA

The following documents will be included with your shipment (as applicable):

- A.** NAT Seattle Packing List;
- B.** An FAA *8130-3* and/or a *C of C* generated by NAT Seattle;
- C.** Test Data (if specified) generated by Chelton Avionics Inc. in Prescott;
- D.** Commercial Invoices generated by NAT Seattle.

In all these cases, **Northern Airborne Technology Ltd.** will continue to be the legal entity that: receives your Purchase Order, acknowledges your order, is responsible for order completion, and remits the applicable invoice to your organization. For this reason, please ensure that all Purchase Orders and invoice payments continue to be submitted in the name of Northern Airborne Technology Ltd.

We apologize in advance for the interruption and confusion that may be caused as a result of this transition. We are striving to improve our processes in order to attain the highest levels of customer service and innovation possible. We appreciate your patience and kind understanding during our transition.

If you have any other questions regarding the transition process, please call either Steve Wile in Kelowna (250) 763-2232 or Tom Martin in Prescott (928) 708-1565 or email info.kelowna@cobham.com.

Sincerely,

Steve Wile
Product Support/Sales Manager
Cobham Avionics
(Northern Airborne Technology Ltd.)

Tom Martin,
Sales Coordinator Supervisor
Cobham Avionics
(Chelton Avionics, Inc.)