

# AFTERMARKET PROPOSAL

*Proposal Prepared For:*  
Galaxy Aerospace Sdn Bhd

*Account Number:*  
200031765

*Address:*  
Suite 11-14 Helicopter Centre  
Malaysia International Aerospace Centre  
Subang, SEL 47200  
Malaysia

*Aircraft:*  
Model: King Air 350/350i  
Serial: FL-598

*Estimated Downtime:*  
TBD

*Estimated Lead Time:*  
2 Months

*Proposal Number:*  
0611210598

*Proposal Prepared By:*  
Jay Li  
Email: jli@txtav.com  
Mobile: +65.9853 0283

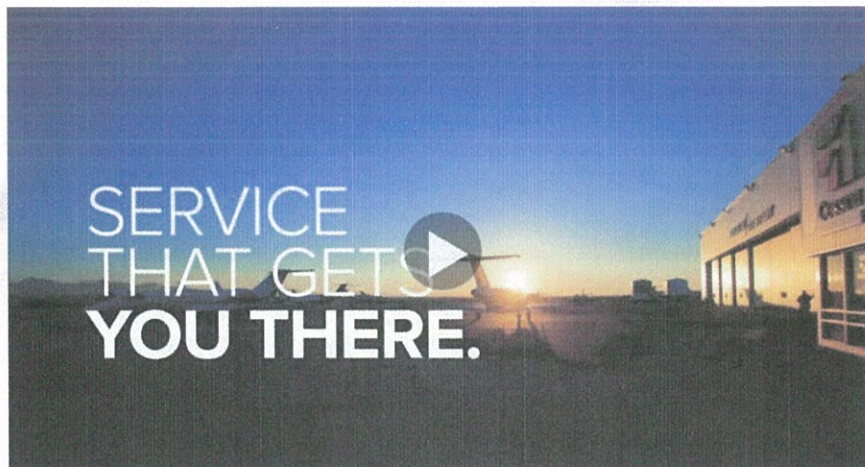
*Service Station:*  
Singapore Service Center- WSSL  
Repair Station Number: AWI/67

*Appendices Attached:*

- Appendix A: Proposal Terms and Conditions
- Appendix B: Avionics Terms and Conditions
- Appendix C: Paint and Interior Terms and Conditions
- Appendix D: Acceptable Methods of Payment

## LEARN MORE

ABOUT UNPARALLELED CUSTOMER CARE



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## A LETTER FROM TEXTRON AVIATION

Dear Galaxy Aerospace Sdn Bhd,

Thank you for being a member of the Textron Aviation family. It is our privilege to offer you the services and tools you need to keep your mission on track.

We invite you to visit any of our company-owned service centers, where we deliver support that guarantees the best customer experience in the industry. Around the world, our staff remains committed to making aircraft maintenance convenient and ensuring that your ownership journey is successful.

We are grateful for this opportunity to present a quote for our services. You will also find a contract enclosed for your review.

We look forward to doing business with you.

Sincerely,

Jay Li

Service Sales Manager



## ABOUT US

Textron Aviation brands have been propelling the industry toward the cutting edge. To date, we have delivered more than 250,000 aircraft, exceeding 100 million flight hours. Our latest innovations include large-cabin business jets with the quietest interiors and lowest operating costs. We currently lead the market with the industry's broadest portfolio and most capable service network.

## WHY PARTNER WITH US

By choosing Textron Aviation, you receive an unmatched level of care and expertise from the very people who designed, manufactured and tested your aircraft. Our worldwide service centers and parts distribution warehouses coordinate to deliver the shortest downtime possible. Aircraft ownership has never been more convenient with our vast offering of customer resources.

- The Customer Portal lets you manage your fleet, pay bills, download technical publications and much more. All from your mobile device. Sign up at [my.txtav.com](http://my.txtav.com).
- Locate nearby service centers, and support team members using the Textron Aviation Service app.
- The opening of the new parts distribution center in Singapore allows you to order millions of OEM-quality parts with same-day shipping to keep your mission on track.

## YOUR GLOBAL SERVICE NETWORK

Factory-direct service is available throughout the world, and we never stop working for you. Our highly experienced technicians operate year-round to keep you flying. Every service center offers access to the full capabilities of the OEM, including engineering, manufacturing and supply chain management.



Thank you for considering Textron Aviation to maintain your aircraft. We have a vested interest in making sure you are delighted with your Textron Aviation Service Center experience. As part of our commitment to exceptional service, we submit the following Service Proposal for your review. If any of the services or products described below is not as requested, please contact me immediately for a revision. The Singapore Textron Aviation Service Center is part of the legal entity Cessna Aircraft Service Center Division of Textron Far East (PTE) Ltd., a Singapore corporation with its office in Singapore.

**Executive Summary**

DESCRIPTION	TOTAL
AVIONICS (Per Aircraft)	\$160,000
<b>TOTAL (excludes taxes, supplemental freight and hazmat fees).</b>	<b>\$160,000 + TBD</b>

**Proposal Details**

DESCRIPTION	TOTAL
<b>AVIONICS (Per Aircraft)</b>	
<b>King Air B300 WAAS/LPV Single GPS/FMS</b>	<b>\$89,470</b>

Textron Aviation will upgrade the existing FMS-3000 to software level 4.0, adding WAAS/LPV approach capability to the Flight Management System IAW STC SA10965SC.

This upgrade will consist of the following major components:

- 2 ea. New OCM-3100 (Optional Control Modules)
- 2 ea. SB Upgrade to IOC-3100 (Input/Output Concentrator)
- 1 ea. SB Upgrade to FMC-3000
- 1 ea. Exchange GPS 4000S
- 1 ea. New WAAS/GPS Antenna

**Note - This quote is for aircraft with a Single FMS/GPS installed**  
The customer must contact Rockwell Collins/Jeppesen to update their existing database subscription with upgrade.

**ADS-B Out Modification** **\$60,040**

Textron Aviation will furnish and install ADS-B Out compliant transponders with Beechcraft Kits IAW SB 34-4150. Component exchange of customer transponders quoted. The modification installs wiring from the transponders to the GPS receiver. Pricing is for quoted upgrades only, any further repair required will be over and above.

**Note - This quote is for aircraft with a single GPS is currently installed.**

**PL21 DBU 5010E Upgrade** **\$17,960**

Textron Aviation will remove the existing DBU-4100 disc drive data loader and will install a Rockwell Collins DBU-5010E flash drive data loader IAW SA01430WI-D.

**Key benefits of the DBU-5010E:**

- Simplified operation and faster speeds
- All data bases can fit on a single USB memory device
- FMS data base updates downloaded from anywhere in the world
- Improved operation with lower subscription cost and growth capability

**Note:**

Pricing assumes a DBU-4100 is currently installed and includes a trade-in credit for removed unit.

Pricing does not include any subscription fees.

Pricing assumes a Collins IFIS and Honeywell AFIS are not installed.

This price quote is based on special Rockwell Collins promotion.

Must have FMC 3.0 or later.

**Discount (Per Aircraft)** **(\$7,470)**

Special pricing discount: This proposal must be confirmed with order placed for avionics components by Q3 2021 to enjoy the special discount.

**Textron Aviation on-site support**

On-site support (1 Engineer) for Textron Aviation only modification at \$1,000 per day TBD

**Note:** Textron Aviation requires 1 Licensed Engineer to be on-site during the installation and testing of the ADS-B out modification, for all aircrafts

Accommodations for 1 Engineer must be provided by customers -

Airline Travel for 1 Engineer TBD

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**TOTAL (exclude taxes, supplement freight and hazmat fees)**

Note: Avionics modification will be performed by customer's technical team; Textron Aviation's engineer will be onsite for support only. Aircraft maintenance release and sign off will be issued by customer's technical team.

A deposit of 25% of proposal pricing is payable upon order confirmation. The remainder will be payable at parts shipment to customer's facility. **\$160,000 + TBD**

Core deposits may apply; cores must be returned within 45 days from the date of shipment to receive core credit.

Additional charges might be incurred if quarantine is required, and/or if there are any charges related to travel application and COVID-19 testing.

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**Notes:**

- \*\* Above figures represent costs for budgetary purpose only.
- \*\* Stated estimate does not include charges under 'Additional Information'.
- \*\* Flight ticket cost is subject to change due to seasonal changes and availability.
- \*\* Test tool/equipment will be shipped to customer facility and customer will be responsible for shipping cost and customs clearance assistance, if applicable.
- \*\* Customer is responsible to immediately return the test/equipment upon completion of the task, if applicable.
- \*\* Customer will be responsible for taxi or ground transportation costs, if any, which are not included in this proposal.
- \*\* Customer will be responsible to arrange airport entry passes for the engineer(s).
- \*\* Customer will be responsible for additional costs due to unforeseen working delays that is affecting travel schedule

Additional Information (Applies to Labor Hours)
Overtime for Mon-Fri - Additional 1.5x
Work on Saturday - Additional 1.5x
Work on Sunday - Additional 2x
Work on Public Holiday - Additional 2x

Proposal Accepted by Customer

By: 

Printed Name: **DATO' SHAMSUL KAMAR BIN SAMSUDIN**

Title: **750531-06-5069  
MANAGING DIRECTOR**

**GALAXY AEROSPACE (M) SDN. BHD. (1040262-D)**

Date: **06 AUG 2021**  
DD/MM/YYYY



## APPENDIX A: PROPOSAL TERMS AND CONDITIONS

The following terms and conditions apply to the Cessna Aircraft Service Center Division of Textron Far East (PTE) Ltd) Proposal and supplement the Textron Aviation Service Order Terms and Conditions, including Warranty, which apply to all parts and labor provided by TAS Service Centers. The party to whom this Proposal is addressed is referred to as "Customer." For convenience, the Service Center is referred to as "TAS".

### Pricing and Payment

This proposal provides estimated pricing based on the specified work scope and may change with any material increases or decreases. The above price quotes for these inspections are for the disassembly, inspection and reassembly only and do not include any parts that may be required to complete the inspections. A list of discrepancies and a repair estimate will be submitted upon request for Customer's approval prior to any corrective action being taken. The final charges may include additional charges associated with discrepancies not addressed within this proposal, additional work authorized by the customer in writing, or changes in parts prices due to vendor availability and price changes. Unless TAS agrees otherwise, changes in work scope may be authorized only by the person signing this Agreement or persons identified above. Prices quoted are in effect for a period of sixty (60) calendar days from date of the proposal but expire at the end of any calendar year (subject to being updated with the new year pricing).

All payments are due in US Dollars. All charges will be required to be paid in full prior to delivery of the Aircraft. A deposit of 25% of the proposal value is due upon acceptance of the proposal if (1) If Customer does not have sufficient credit available in a Textron Aviation open credit account; (2) the quote is for an Avionics Install or other airframe modification; or (3) the quote exceeds \$100,000.00. This initial payment is required to secure the input of the aircraft, is non refundable and will be retained by TAS as liquidated damages if Customer cancels or materially changes scope or scheduling. Progress payments will also be required if and as specified in this proposal. Projects to be paid by insurance coverage must be paid in full in advance.

Acceptable methods of payment are wire transfer or certified bank draft. Unless otherwise agreed, payment is due in full upon completion of work and prior to release of the aircraft to the Customer.

### Additional/Supplemental Charges

A charge of 3.5% of the discrepancy labor charges (not to exceed \$2,500) will be added to all Customer invoices for miscellaneous materials and shop supplies. This charge covers items consumed during the work scope, including tape, solvents, shop cloths, sandpaper, cleaning compounds, brushes, etc.

Charges not reflected in the proposal and, which if applicable, will be added to the final invoice include (1) state sales or use tax; (2) freight (all over-and-above Customer-approved freight will be billed at actual cost); (3) over-and-above charges associated with exchange cores determined by the vendor to be beyond normal overhaul or economical repair; (4) discrepancies, hidden or unforeseen damage, including the treatment of corrosion, replacement parts and miscellaneous material associated with the above work, which will be corrected on a time and material basis subject to the prior review and approval of the Customer; (5) charges for rework of or additions to Customer-furnished engineering; (6) flight crews required for ground or flight testing; (7) any additional cost of work scope for aircraft modified outside of the standard factory configuration, which may also incur additional downtime; (8) fuel, oil and insurance; (9) Customer-provided parts, if accepted by TAS, will incur an additional 35% charge; and (10) the cost of delivery of the aircraft away from the service facility, including the satisfaction of any foreign regulatory requirements.

TAS is not responsible for delays incurred as a result of forces beyond our control, including but not limited to delays caused by vendors, outside service providers, transportation services or FAA.

### Lead Time and Downtime

Estimated downtime and lead time are shown above. Additional downtime may be required for changes to the scope of work or for other unforeseen circumstances and is not guaranteed. Lead time is subject to confirmation of space, time required for equipment procurement, and manpower availability.

Unless TAS agrees otherwise, changes in work scope may be authorized only by the person signing this Agreement or persons identified above, which will be documented in writing.

**Substitution**

When reasonably necessary to improve the quality, performance, reliability, stability, utility or appearance of the goods or materials supplied, TAS may incorporate changes in design, construction or installation and substitute equivalent equipment, accessories, parts or material.

**No Representations**

Customer agrees that Textron Aviation has made no representations (except as set out in this Agreement) and disclaims any oral or other representations regarding the value or performance of any third party STC's or other modifications or as to the value of the Aircraft after any modifications under this proposal and agrees that no such representations shall be binding on Service Center.



## APPENDIX B: AVIONICS TERMS AND CONDITIONS

### Avionics Equipment Warranties

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The Service Center warrants all workmanship on avionics installations for the term of six (6) months. Said warranty is limited to workmanship defects only.

New equipment warranties are governed by the Original Equipment Manufacturer (OEM). Please check your warranty certificate to determine warranty details. The Service Center will assist the Customer, where possible, for warranty claims on equipment installed at our facility.

### Avionics Installation

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Aircraft engineering documents and diagrams must coincide with the current aircraft configuration. Incorrect wiring and/or inaccurate wiring diagrams and/or other related documents may result in additional time and material charges. The Customer shall be responsible for providing wiring diagrams and any related documents for existing installation prior to aircraft arrival for engineering planning.

A ground check of the avionics systems will be performed at aircraft induction. Any discrepancies discovered will be additional and charged on a time and material basis.

Existing aircraft systems and avionics equipment that are coupled to newly installed avionics systems must be operating to current factory standards and modification status, or additional repair costs will be applied.

Panel layout and/or block diagrams for new avionics equipment installation will be presented to the Customer for approval prior to modification.

# APPENDIX D: ACCEPTABLE METHODS OF PAYMENT FOR PARTS AND SERVICE

Textron Aviation  
TIN: 47-0966043

## Wire Transfers

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The **customer name** and **payment reference** should be typed on the transfer. Instruct the issuing bank to transfer the total value to the beneficiary and all bank charges to the account of opener. Wire transfers should reflect customer name as originator and sent as below.

JP Morgan Chase Bank  
168 Robinson Road  
#15-00 Capital Towers  
Singapore 068912

Bank account no: 8830007247  
Swift address: CHASSGSG  
Account Beneficiary:  
Cessna Aircraft Service Center

## Payment by Check

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Checks must be issued to Textron Aviation in U.S. Dollars drawn on a Member Bank of the United States Federal Reserve System. Checks should reflect customer name as payer and sent as below.

**Send payments to:**  
Cessna Aircraft Service Center  
JP Morgan Chase Bank  
168 Robinson Road  
#15-00 Capital Towers  
Singapore 068912