

DEAR VALUED AVIONICS CUSTOMERS

REF: The Appointment of VSE Aviation Singapore Pte Ltd (VSE) as Honeywell's Asia-Pacific Distributor for B777 and B737 Display Units.

This letter supersedes all previous letters on this topic. Thank you for your continued business interest with Honeywell Products and Services. Particularly, the display units for the mentioned platforms.

This announcement will cover two aspects of our business:

1. The appointment of VSE Aviation Singapore Pte Ltd (VSE) as Honeywell's Asia-Pacific* Distributor for B777 and B737 display units in Phase 3A.
2. Providing a guideline on how to place an order to VSE for the new display units in phase 3A as replacements for display units in phases 1 and 2. The latter units will be going through their obsolescence process.

1. THE APPOINTMENT OF VSE AS HONEYWELL'S ASIA-PACIFIC DISTRIBUTOR FOR B777 AND B737 DISPLAY UNITS

Honeywell has appointed VSE as the regional Asia-Pacific distributor to provide a one-stop shop inventory and distribution services for customers in this region. The scope of coverage for their distributorship include exchanges, modifications, upgrades and conversions on the affected display units. They will hold stock in their inventory at their location in Singapore to enable rapid fulfillment of customers' orders.

Please refer to Table 1 below for the list of the affected part numbers. VSE will offer new exchanges for modification, upgrades and conversions of these display units part numbers in Phases 1 and 2 to Phase 3A ("Equipment"). With this new exchange, the affected part numbers will need to follow a set of ordering process that will be effective from the date below.

PART NUMBER	DESCRIPTION
4091900-941	COMPUTER, DIGITAL-DISPLAY UNIT
4091900-942	COMPUTER, DIGITAL-DISPLAY UNIT
4091900-943	COMPUTER, DIGITAL-DISPLAY UNIT
4091900-944	COMPUTER, DIGITAL-DISPLAY UNIT

EQUIPMENT ORDERING

All orders for equipment in Table 1 (including exchanges and modification upgrade / conversions), should be placed directly with VSE from the Effective Date until further notice. Purchase orders to VSE must contain the following information:

- Purchase Order number
- Part Numbers
- Aircraft type, Serial Number, and Registration
- Complete end-user name and address
- Shipping method and account
- An appropriate requested date
- Correct pricing (if any)
- Work scope and reference to any applicable Honeywell Sales Bulletin, Special Pricing or Program
- Reference to any Honeywell or OEM repair warranty program
- All enquiries regarding order status should be directed to VSE

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2. GUIDELINE ON HOW TO PLACE AN ORDER WITH VSE FOR THE NEW DISPLAY UNITS IN PHASE 3A AS REPLACEMENTS FOR DISPLAY UNITS IN PHASES 1 AND 2 FROM OR AFTER EFFECTIVE DATE AS BELOW.

Effective Date – As of April 23, 2018, VSE will be accepting orders for all exchanges, modification upgrades / conversions.

Terms and conditions of sale

Customers are to approach VSE directly for terms and conditions of sale for the Equipment. For customers with existing Honeywell contracts, contracted terms and conditions of sale will apply.

Unscheduled Removal, AOG and Technical Support

Honeywell will retain full ability to provide unscheduled removal and AOG support for the Equipment. As part of their one-stop-shop offering, Honeywell Aero Technical Support will remain fully responsible for providing on aircraft technical support as usual.

Forecasting

The aim of Honeywell and VSE in this program is to have the correct part numbers in inventory made available in meeting demand. To provide a more accurate forecasting, VSE will be contacting customers to better understand their respective needs and ensure the optimum timing and forecast of Equipment requirement is achieved.

The Honeywell Aftermarket team believes that this Inventory Management program will greatly assist customers with Equipment upgrades and minimize the amount of aircraft down time.

Warranty Covered Equipment

Standard aftermarket warranty applies on the Equipment provided by VSE.

Contact Details

The VSE Contacts below should be used for all Equipment purchase orders and order status inquiries:

Region

Asia-Pacific

Contacts

Rishiraj Singh, Senior Vice President
Mobile: +41 786589111
Email: sales@vseaviation.sg

Boyd Ng, Senior Sales Manager
Mobile: +65 9679 3669
Email: bng@vseaviation.sg

* The Asia-Pacific region means Indonesia, Singapore, Malaysia, Thailand, Cambodia, Laos, Vietnam, Myanmar, China, Hong Kong, Macau, Taiwan, Japan, South Korea, Australia, New Zealand, Polynesia, Melanesia and Micronesia.

Honeywell Aerospace

1944 East Sky Harbor Circle
Phoenix, AZ 85034
aerospace.honeywell.com

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