



QUOTE

Date:	10/03/17	Quote Number:	20171003DLC001
Customer:	Wentworth Aero, LLC	Aircraft Type:	B737-800
Point of Contact:	Wendy Bierwirth	Aircraft Number:	YD405
Telephone:	[REDACTED]	Aircraft S/N:	32806
E-mail:	[REDACTED]	Aircraft Reg:	VP-CBB

A. Program Price

Item	Products and/or Service Description	Cost Type	Unit Price	Line Total
1	<p>ALOFT Auxiliary Fuel System Reconfiguration Modification Instructions and Kit</p> <p>FROM: 2 FWD/3 AFT tank configuration TO: 2 FWD/5 AFT tank configuration</p> <p>Deliverable: Service Bulletin Modification Kit including all supporting documentation and parts required for the conversion of the subject aircraft.</p> <p>Part Number: TBD</p> <p><u>Additional fuel tanks required are priced separately as Item 2 below.</u></p> <p>Special Notes:</p> <p>1. Installs 2 Ea. Full Size AFT Slave Tanks</p>	FFP	\$175,000.00	\$175,000.00
2	<p>PATS Auxiliary Fuel Tank #6 – Full Size AFT Slave Tanks</p> <p>Qty: 2 Ea. Part Number: 42412-201 Condition: New</p>	FFP	\$347,000.00	\$694,000.00

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3	Mandatory Structural Modification SB – 5 AFT Part Number: ST01384NY-53-SB-018	FFP	\$45,121.00	\$45,121.00
4	Flammability and BBSU Cargo Compartment Closeout SB – 5 AFT Part Number: ST01384NY-53-SB-023	FFP	\$14,144.00	\$14,144.00
5	Optional Product Improvement SB Metal-In-Metal Service Bulletin Kit AFS Fuel System Fill and Vent Lines Part Number: ST01384NY-D-28-SB-013	FFP	\$127,500.00	\$127,500.00
6	Optional Product Improvement SB AFS Interconnect Gland Service Bulletin 2F/5A Tank Configuration Part Number: ST01384NY-D-28-SB-015	FFP	\$14,405.00	\$14,405.00
7	Onsite Modification Support If requested by Customer, a separate ALOFT Customer Service Agreement (CSA) will be provided to the Customer for Approval which details ALOFT Terms, Conditions and Charges for providing Onsite Services such as Technicians to perform or assist with AFS Installation, Technical Support or Engineering Services.	CSA	TBD	TBD
Total Material Quotation - \$ USD				
1. 2 FWD/5 AFT Service Bulletin Modification Kit, 2 Ea. #6 AFS Fuel Tanks, Mandatory Structural SB and Flammability Closeout SB.				\$928,265.00
2. Optional Product Improvement Service Bulletins – MIM & Glands.				\$141,905.00

B. Program Schedule

ALOFT’s standard lead time is 32 weeks ARO for auxiliary fuel tanks and 90 to 120 days ARO for delivery of the Modification Kit and documentation. Depending upon the timing of the order ALOFT may be able to provide tanks on an expedited basis.

C. Proposal Notes and Assumptions

1. The Installation Kit will include all parts required for the modification except for locally procurable consumables, hardware and/or items which may be shown on the modification work instructions or installation drawings as “fabricated onsite” or “Customer Supplied” materials.
2. Documentation and associated kits will be to the latest revision at the time of PO.

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3. Unless otherwise noted above, Labor for the installation of the SB Modification Kit is not included in the price provided and shall be accomplished by the Customer.
4. The Customer's selected maintenance repair organization (MRO) must be authorized to approve altered products for return to service in accordance with 14 CFR part 43 and have FAA accepted Repair Station and Quality Control Manuals providing aircraft return to service procedures.

For CAA certified facilities authorized to perform the alteration and approve the altered product for return to service. The facility must be located in a country with a Category 1 rating under the International Aviation Safety Assessment (IASA) program with no limitations or remedial work plan and have a bilateral agreement with the U.S. which includes design approval processes for products.

5. Design Compatibility with Previous Installed Modifications

The Customer and/or the Customer's selected installation facility/maintenance repair organization must determine if this design is compatible with previously installed modifications. As ALOFT Aux Fuel System Modifications are based upon a "Green" aircraft configuration only, it is the responsibility of the installer and/or owner/operator to review ALL STCs and modifications installed on the aircraft for compatibility. The installer and/or owner/operator must ensure that all documents are reviewed and updated including, but not limited to:

- (a) Rapid Decompression Analysis
- (b) Weight and Balance Manual Supplement
- (c) Cargo (FWD and AFT) Zone and Floor Loading
- (d) Cabin Floor Loading

This proposal does not include the cost to perform any analysis on previously installed aircraft or equipment modifications.

6. The Customer is responsible for notifying their Civil Aviation Authority ("GCAA") of their intention to perform these modifications on their aircraft.
7. Applicable if installation services are not performed at ALOFT: Should a Facilities Audit, Conformity Inspections and/or ALOFT onsite Technical Assistance be required or requested to support and complete these modifications, a separate ALOFT Customer Service Agreement (CSA) will be provided to the Customer for Approval which details ALOFT Terms, Conditions and Charges for providing these onsite Services.
8. Purchase Orders should be sent electronically to the undersigned.

D. Terms and Conditions

1. Payment Terms:

50% deposit for the modification kit, tanks and service bulletin package. Balance due prior to shipment of deliverables. Installation labor payment terms include 50% upon aircraft arrival and prior to work commencement and the total balance due upon completion of services and prior to aircraft departure.

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2. Validity Period:

This quotation is valid for 30 days from date of quotation.

3. Quotation Basis:

THIS QUOTATION IS BASED ON ALOFT'S EXPERIENCE. THIS QUOTATION IS PROVIDED UNDER THE ASSUMPTION THE SUBJECT AIRCRAFT IS IN AN AIRWORTHY CONDITION AND IN A STANDARD MANUFACTURER'S CONFIGURATION. IF UPON INSPECTION OF THE AIRCRAFT, OR WHEN INSTALLATION ACTIVITIES ARE UNDERWAY IT IS DETERMINED THAT ADDITIONAL WORK OR PARTS ARE REQUIRED DUE TO THE AIRCRAFT BEING NON-AIRWORTHY, NON-STANDARD OR OTHERWISE MODIFIED FROM ITS FACTORY CONDITION ALOFT RESERVES THE RIGHT TO ADJUST THE PRICE TO REFLECT ANY ADDITIONAL WORK REQUIRED BY ALOFT.

4. Method of Payment:

All funds shall be wire transferred to:

Wire Transfer Instructions - Domestic

Beneficiary Name: ALOFT AeroArchitects
Account Number: [REDACTED]
Bank Name: **PNC Bank N.A.**
City & State: East Brunswick, NJ
ABA routing #: [REDACTED]

ACH Transfer Instructions

Beneficiary Name: ALOFT AeroArchitects
Account Number: [REDACTED]
Bank Name: **PNC Bank N.A.**
City & State: East Brunswick, NJ
ABA routing #: [REDACTED]

Wire Transfer Instructions – International

Beneficiary Name: ALOFT AeroArchitects
Account Number: [REDACTED]
Bank Name: **PNC Bank N.A.**
City & State: East Brunswick, NJ
SWIFT Code: [REDACTED]

E. Prepared By

Duncan Clark
[REDACTED]
[REDACTED]

F. Proposal Acceptance

Customer Acceptance: _____

Date: _____

Purchase Order: _____

Customer Approval _____

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