BLANKET EXCHANGE AGREEMENT

Company Name: _____

Address: _____

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This agreement between Southeast Aerospace, Inc. and the company listed above will serve as a blanket exchange agreement covering material exchanges done between the two parties. Unless a different agreement is required, as in cases where special conditions exist beyond this agreement, this will serve as the governing agreement for all exchanges between the customer and Southeast Aerospace and shall remain in effect indefinitely unless it is superseded by another agreement or rescinded by Southeast Aerospace. If it becomes necessary to change this agreement or the offering of the terms of this agreement need to be rescinded by Southeast Aerospace, written notification shall be given to the customer. In relation to material exchanges between Southeast Aerospace and the customer, this agreement supersedes all previous agreements and acceptance of it by the customer renders all previous agreements null and void.

By transacting an exchange sale with Southeast Aerospace, you agree, understand, acknowledge, and accept the terms, conditions, and details indicated in this Exchange Policy.

An exchange sale is defined as a transaction of a standard exchange of a Serviceable or Overhauled certified part with a specific part number sold to a customer in exchange for the same part (i.e. part number) returned by the customer in an unserviceable but repairable condition. The customer returned part is referred to as the “core”. Core must be received by Southeast Aerospace within 30 days of original exchange sale transaction date.

The core charge will be collected in advance and will be credited back once received by Southeast Aerospace, in accordance with the terms defined in this policy.

Billing

Southeast Aerospace's exchange price is based on a standard exchange. Additional billing will only occur if the cost to repair the core received exceeds the repair cap or if a core is not returned. The "repair cap" is the maximum allowable cost to repair the customer core. If the cost to repair the core exceeds the repair cap, the customer will be billed an additional fee equaling the difference between the repair cost and the repair cap. If the additional fee exceeds or equals the core charge, the core will be deemed to be beyond economical repair and the core will be billed back to the customer at the original stated core charge amount indicated on the exchange invoice. A billback of the original core charge amount will also occur in the event that a core is not returned. Occasionally the core value will be billed and collected at the time of the initial transaction if the customer is not an established customer with Southeast Aerospace or if core collection/payment difficulties existed in the past.

Core Conditions

This policy is based on the return of a repairable core of the same model and same part number as the unit supplied by Southeast Aerospace. A repairable core is defined as a part that is not corroded, excessively

damaged, missing the data plate/serial number, or contains obsolete service parts that are no longer available from the original equipment manufacturer. Southeast Aerospace will also not accept the following:

- Cores that have been heavily modified or extensively and unproductively worked on.
- Cores with a 'P' in the serial number (applicable to units manufactured by Honeywell or Bendix/King)
- Cores with missing, modified or illegible data plates.
- Cores that arrive disassembled.

Core Returns

All cores must be returned to Southeast Aerospace at 1399 General Aviation Drive, Melbourne, FL 32935 USA. All transportation costs for the return of the core are the responsibility of the customer. Any additional fees incurred by Southeast Aerospace in relation to the transportation of the core return by the customer will be assessed and collected from the customer.

Customer exchange cores must be returned to Southeast Aerospace within 30 days. If no core is returned after 30 days, the core charge (i.e. difference between Outright & Exchange prices) will be billed to the customer. Cores will be evaluated for acceptance within 3-6 weeks of receipt for parts repaired in-house by Southeast Aerospace. Core acceptance for parts not repaired or evaluated in-house by Southeast Aerospace is subject to outside repair facility inspection and evaluation turn-times. Due to ongoing industry-wide labor shortages, material availability constraints, and increased repair workloads within the aviation industry, evaluation and disposition lead-times may be extended beyond normal expectations. Southeast Aerospace cannot guarantee evaluation completion dates for units requiring outside repair vendor review.

Any exceptions to the Billing, Core Conditions, and Core Return policy are subject to written approval by Southeast Aerospace.

If you have any questions or concerns regarding this policy, please contact a Southeast Aerospace representative.

As an authorized representative of the above listed company, the undersigned agrees to all of the conditions set forth in this blanket exchange agreement.

_____

Signature

_____

Print Name & Title Date