Drawing List NO. HPD-DL-68 for H1570 ATIX 2 Interior Retrofit Kit for Model 737-400 Series Airplanes

DWG NO.	Dash NO.	Title	SH NO.	REV	ADCN	DL REV
H6082		Closet Assembly -	PL	A	A1,A2	H
		Aft Right Hand Closet	1	A	A1	H
H6083		Compartment Assembly -	PL	A	-	F
		Aft Right Hand Closet	1	A	A1	H
H6084		Bonded Assembly -	PL	A	-	F
		Aft Right Hand Closet	1	A	-	F
H6085		Panel Assembly -	PL	New	-1,-2,-3,-4,-5	F
		Aft Right Hand Closet	1	New	-	E
			2	A	-	F
			3	B	-	F
			4	New	-	E
			5	New	-	E
			6	New	-	E
			7	A	-	E
			8	A	-	E
H6086		Door Assembly -	PL	New	-1,-2,-3,-4	H
		Aft Right Hand Closet	1	B	B1	H
			2	B	B1	H

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C. Zilinek	Feb. 9, 2004	Drawing List- ATIX 2 Interior Retrofit Kit	HPD-DL-68
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DWG NO.	Dash NO.	Title	SH NO.	REV	ADCN	DL REV
H6087		Sheet Metal Details -	PL	New	-1	F
		Aft Right Hand Closet	1	New	-	E
			2	New	-	E
			3	New	-	E
			4	New	-	E
			5	New	-	E
			6	New	-	E
			7	New	-	E
			8	New	-	E
			9	New	-	E
			10	New	-	E
			11	New	-	E
			12	New	-1	F
			13	New	-	E
H6088		Machined Details -	PL	New	-1,-2,-3,-4,-5,-6	H
		Aft Right Hand Closet	1	New	-	E
			2	New	-	E
			3	New	-	E
			4	A	-	F
			5	New	-	E
			6	New	-	E
			7	New	-	E
			8	New	-1	F
			9	New	-	E
			10	New	-	E
			11	New	-	E
			12	New	-	E
			13	New	-	E
			14	New	-	E
			15	New	-	E
			16	New	-	E
			17	New	-	E
			18	New	-	E
			19	New	-1	H
			20	New	-1	F
			21	New	-	G

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DWG NO.	Dash NO.	Title	SH NO.	REV	ADCN	DL REV
H6089		Miscellaneous Details -	PL	New	-1	E
		Aft Right Hand Closet	1	New	-	E
			2	New	-	E
			3	New	-	E
			4	New	-1	E
			5	New	-	E
			6	New	-1	E
			7	New	-	E
H6102		Closet Assembly -	PL	A	A1,A2,A3,A4	H
		Forward, Left Hand	1	A	A1,A2	H
		737-400	2	A	A1	F
H6103		Component Assembly -	PL	B	-	F
		Forward Left Hand Closet	1	B	-	F
			2	New	-1	F
			3	B	-	F
			4	B	-	F
			5	A	-	F
			6	A	A1	F

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DWG NO.	Dash NO.	Title	SH NO.	REV	ADCN	DL REV
H6105		Panel Assembly -	PL	A	A1,A2,A3,A4,A5	H
		Forward Left Hand Closet	1	C	-	G
			2	A	-	F
			3	A	-	F
			4	C	-	F
			5	C	C1	H
			6	New	-	E
			7	New	-	E
			8	New	-	E
			9	B	-	F
			10	A	-	F
			11	B	-	F
			12	A	-	F
			13	A	-	F
			14	New	-	E
			15	B	-	F
			16	New	-	E
			17	B	-	F
			18	A	-	F
			19	C	-	F
			20	A	-	F
			21	A	-	F
			22	B	-	F
			23	C	-	F
			24	A	-	F
			25	New	-	E
			26	New	-	F
H6106		Door Assembly -	PL	A	A1	F
		Forward Left Hand Closet	1	A	-	F
			2	A	-	F
			3	A	-	F
			4	A	A1	F
			5	A	-	F

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DWG NO.	Dash NO.	Title	SH NO.	REV	ADCN	DL REV
H6107		Sheet Metal Details - Forward Left Hand Closet	PL	A	-	F
			1	New	-	E
			2	New	-	E
			3	A	-	E
			4	New	-	E
			5	C	-	F
			6	New	-	E
			7	New	-	E
			8	New	-	E
			9	New	-	F
H6108		Machined Details - Forward Left Hand Closet	PL	New	-1,-2,-3,-4,-5	H
			1	New	-	E
			2	A	-	E
			3	New	-	E
			4	New	-	E
			5	New	-	E
			6	New	-	E
			7	New	-	E
			8	New	-	E
			9	New	-	E
			10	New	-	E
			11	New	-	E
			12	A	-	E
			13	B	-	F
			14	New	-	E
			15	New	-	E
			16	New	-	E
			17	A	-	F
			18	A	-	F
			19	New	-	E
			20	A	-	E
			21	New	-	E
			22	New	-	E
			23	New	-	F
			24	New	-	F
			25	New	-	F
			26	New	-	F
			27	New	-	F
			28	New	-	H

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DWG NO.	Dash NO.	Title	SH NO.	REV	ADCN	DL REV
H6110		Panel – Aluminum	PL	New	-1,-2	F
			1	D	-	F
			2	B	-	F
HPD9-27088		Spring Clip	PL	A	-	New
			1	A	-	New
HPD9-60052		Radius Filler	PL	D	D1	F
			1	H	H1	E
			2	ZZ	-	E
H3-1426		Haper Engineering Co Drawing – Support Assembly – Oxygen Bottle	1	L	-	E
H3-1427		Haper Engineering Co Drawing – Strap Assembly – Oxygen Bottle	1	I	-	E
H3-1670		Harper Engineering Co Drawing – Pull Latch Assembly	1	P	-	F
			2	A		F
			3	B	-	F
			4	B	-	F
			5	B	-	F
			6	D	-	F
			7	New	-	F
			8	New	-	F
			9	B	-	F
			10	C	-	F
			11	D	-	F

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Drawing List NO. HPD-DL-68 for H1570 ATIX 2 Interior Retrofit Kit for Model 737-400 Series Airplanes

DWG NO.	Dash NO.	Title	SH NO.	REV	ADCN	DL REV
HMS A1-001		Material Specification-Adhesive, Epoxy, One Part Foaming	BK	B	B1	New
HMS A1-002		Material Specification Adhesive, Epoxy, Fire Resistant	BK	A	-	New
HMS A4-001		Material Specification-Paste Adhesives for Interior Aircraft Bonding, Urethanes	BK	D	D1	E
HMS A5-001		Material Specification-Paste Adhesives for Interior Aircraft Bonding, Epoxies	BK	C	-	F
HMS B1-002		Material Specification-Qualification of SP Systems, Enhanced Low Heat Release, Phenolic Preimpregnated Glass Fabric	BK	L	-	F
HMS B3-001		Material Specification - Non-Metallic Honeycomb Core	BK	D	-	E
HMS C2-001		Material Specification - Potting Compound, Epoxy	BK	E	-	F
HMS D1-001		Material Specification Interior Decorative Paint	BK	F		G
HMS D1-002		Material Specification - Fluid Resistant Primers	BK	C	-	A

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DWG NO.	Dash NO.	Title	SH NO.	REV	ADCN	DL REV
HMS D2-001		Material Specification- Low Heat Release Polyvinyl Fluoride Decorative Laminates	BK	L	L1,L2	E
HMS E1-001		Material Specification - Plastic Sheet Laminate	BK	H	-	F
HPDX-155		Channel, Extruded	1	New	-	E
HPDX-184		Channel – Trim Extruded	1	New	-	E
HPDX-332		Extrusion, Edge Trim, 1.0 Panel	1	New	-	E
HPDX-335		Extrusion, Corner, 1.0 Panel	1	New	-	E
HPDX-403		Extrusion – Edge Trim	1	A	-	E
HPDX-405		Extrusion – Edge Trim	1	A	-	E
HPDX-417		Extrusion – Bullnose ATIX 2	1 2	A A	- -	New C
HPDX-418		Extrusion – Alignment Fitting	1	New	-	New
HPDX-505		Extrusion – Retainer, Seal	1	New	-	E
HPDX-512		Extrusion , L-Trim	1	New	-	E
HPDX-581		Extrusion – Trim	1	New	-	E

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DWG NO.	Dash NO.	Title	SH NO.	REV	ADCN	DL REV
HPS 2032		Process Specification - Deburring of Metallic and Non-Metallic Details	BK	C	-	H
HPS 2035		Process Specification - Installation and Potting of Insert Fasteners Into Aircraft Interior Sandwich Panels	BK	N	-	G
HPS 2043		Process Specification - Method of Installation and Inspection of Solid Rivets	BK	A	-	C
HPS 10002		Process Specification - Manufacture of Fire Resistant Low Pressure Molded Woven Fabric Reinforced Phenolic Laminates and Sandwich Panels	BK	M	-	H
HPS 17001		Process Specification - Non-Permanent Fastener Installation Requirements	BK	A	-	F
HPS 18001		Process Specification - Application of Decorative Material to Interior Panels	BK	E	-	A
HPS 18002		Process Specification - Adhesive Bonding for Aircraft Interior	BK	A	-	F

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DWG NO.	Dash NO.	Title	SH NO.	REV	ADCN	DL REV
HS9007		Honeycomb Panel - Pressed, 3.0 Lbs.	1	C	-	E
HS9008		Seal Assembly	1	B	-	F
HS9100		Kickstrip Base	1	New	-	E
HS9102		Kickstrip – End Cap	1	New	-	E
			2	New	-	E
HS9111		Rubstrip Base – Vertical	1	A	-	E
HS9112		Rubstrip Insert	1	A	-	E
HS9120		Support – Rubstrip Base - Vertical	1	New	-	E
HS9130		Angle – Extruded	1	B	-	E
HS9140		Spring – Door	1	New	-	E
			2	New	-	G
HS9700		Placard Identification	1	A	-	G
HS9701		Placard – Compartment Load Limit	1	A	-	G
HS9703		Placard – Floor Load Limit	1	B	-	G
HS9704		Placard – Rod Load Limit	1	B	-	G
HS9705		Placard – Load Limit - Each Rod	1	A	-	G
HS9707		Placard – Drawer Load Limit	1	A	-	G
HS9710		Placard – Compartment Load Limit	1	A	-	E

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DWG NO.	Dash NO.	Title	SH NO.	REV	ADCN	DL REV
HTF 3002		Trim & Finish – ATI Extension 737/757	BK	R	R1,R2,R3	H
EA-1121-ED		Electrical Load Analysis for Qantas Airways 737-476 with BHT Interior Reconfiguration (WS-1852-1)	BK	New	-	F
ET-1032-ED		FAR 25.981 (a), (b) Amdt. 25-102 Compliance Report	BK	New	-	F
ET-1034-ED		EMI/EMC Ground and Assessment Flight Test Plan	BK	B	-	H
ET-1035-ED		FAR 25.981 (a), (b) Amdt. 25-102 Compliance Report	BK	New	-	G
ET-1208-ED		FAR 25.981 (a), (b) Amdt. 25-102 Compliance Report	BK	New	-	H
FR-1144-MP		Flammability Test Plan / Report	BK	H	-	H
HTM853		Instructions for Continued Airworthiness	BK	4	-	E
IC-1109-CE		Interior Compliance Evaluation Test Plan/ Report	BK	B	-	F
IC-1110-CE		Interior Compliance Evaluation Test Plan/ Report	BK	B	-	G

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DWG NO.	Dash NO.	Title	SH NO.	REV	ADCN	DL REV
SR-1116-SW		Stress Report – ATIX 2 Bin Extension 737/757 Aircraft	BK	O	-	F
SR-1236-SW		Interior Stress Analysis 737-400	BK	New	-	F
SR-1242-SW		Interior Stress Analysis 737/757 Aircraft	BK	B	-	G
SR-10005-SW		Qantas Reconfiguration Structural Substantiation 737-300/-400	BK	A	-	G
TR-1073-SW		Blind Box Joint Design Values	BK	D	-	C
TR-1084-SW		Design Values – Inserts Floor Panels	BK	D	-	E
TR-1086-SW		Static Strength of ATIX 2 Bin Door	BK	C	-	C
WR-10005-SW		Qantas 737-300/-400 Reconfiguration Weight & Balance/ CG Report	BK	B	-	F

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DWG NO.	Dash NO.	Title	SH NO.	REV	ADCN	DL REV
1425		Sandwich Panel Allowables for Fiberglass/ Phenolic Prepreg	BK	AG	-	E
2326		Qualification Test Plan For Mortice and Tenon Joints in Phenolic Fiberglass Sandwich Panels	BK	M	-	C
QP1648		Stowage Bin Latch Qualification Plan/Report	BK	N	-	C
DR-5818		Discrepancy Report Dated July 13, 2003	BK	New	-	F
03-068		B/E Aerospace Service Letter Remove recline over-ride Assembly	BK	A	-	F
25-20-2953		B/E Aerospace Service Bulletin Add Fabric Panel to Selectus Seats	BK	New	-	F
1003813		B/E Aerospace Envelop Qantas 737-400 Selectus 20 BC, 30 EC Pax	1 - 7	C	-	F
1003807-001		B/E Aerospace SEB & Wiring Instl STD	1 – 6	E	-	F
1003807-003		B/E Aerospace SEB & Wiring Instl F/R	1 – 6	D	-	F

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DWG NO.	Dash NO.	Title	SH NO.	REV	ADCN	DL REV
65C33590	466	Boeing Drawing -	PL	LR	-	F
Reference		Equipment Installation -	86	B	-	F
		Miscellaneous and Emergency	87	A	-	F
65C34139 Reference		Boeing Drawing - BFE Definition	PL	DR	-	F
D6-38900-13 Reference		Boeing Detail Specifications – Model 737-400	BK	N	-	F
D6-38900-13-1		Boeing Detail Specifications – Model 737-476	BK	0		G
OATP 10400		Matsushita Avionics Systems Corporation Document – On-Board Aircraft Test Procedure for Qantas Airways 737-400 DAES System	BK	New	-	F
RAC-QFAPQ648		Matsushita Avionics Systems Corporation Document – Report Applicability Chart - Qantas Airways (QFA), B737-400 Retrofit	BK	New	-	F
737D263		B737-400 Emergency Equipment 20J/120Y Pax	1 - 5	1	-	F
737M24-20-11		Qantas Airways Drawing -	1	1	-	H
		Wiring Diagram – Load	2	1	-	H
		Shedding – IFE System	10	1	-	H
737M24-20-12		Qantas Airways Drawing - Wire Kit – Load Shedding, IFE System	1	1	-	H

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DWG NO.	Dash NO.	Title	SH NO.	REV	ADCN	DL REV
737M24-20-13		Qantas Airways Drawing - Wire Kit – Load Shedding, IFE System	1	1	-	H
737M24-20-01		Qantas Airways Drawing - Modification – IFE System, Load Shedding	1	1	-	H
737M24-19-14		Qantas Airways Drawing - Adaptor Plate	1	2	-	H
737M33-42-01		Qantas Airways Drawing - Modification – Light Plate Indicia Panel P5-13	1	1	-	H
737M24-20-15		Qantas Airways Drawing - Modification – P6-1 Circuit Breaker Panel, IFE Load Shedding	1	1	-	H
737M24-19-13		Qantas Airways Drawing - Installation – IFE System Load Shedding Relays	1	2	-	H
737M11-306-12		Qantas Airways Drawing - Placard – IFE Cont.	1	1	-	H
737M24-19-14	-1	Qantas Airways Drawing - Adaptor Plate	1	2	-	H

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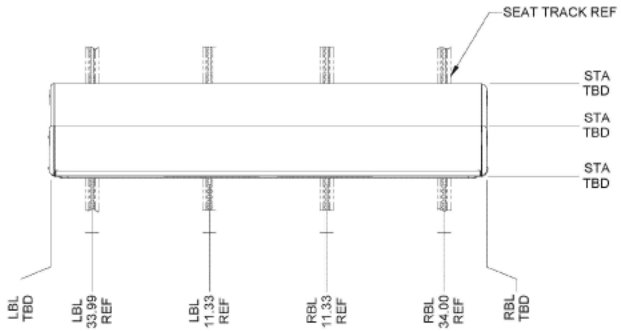
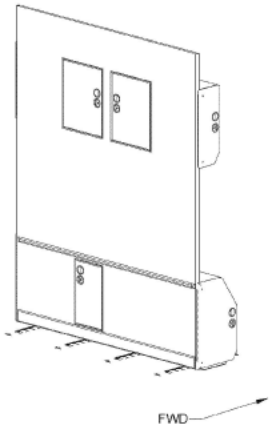
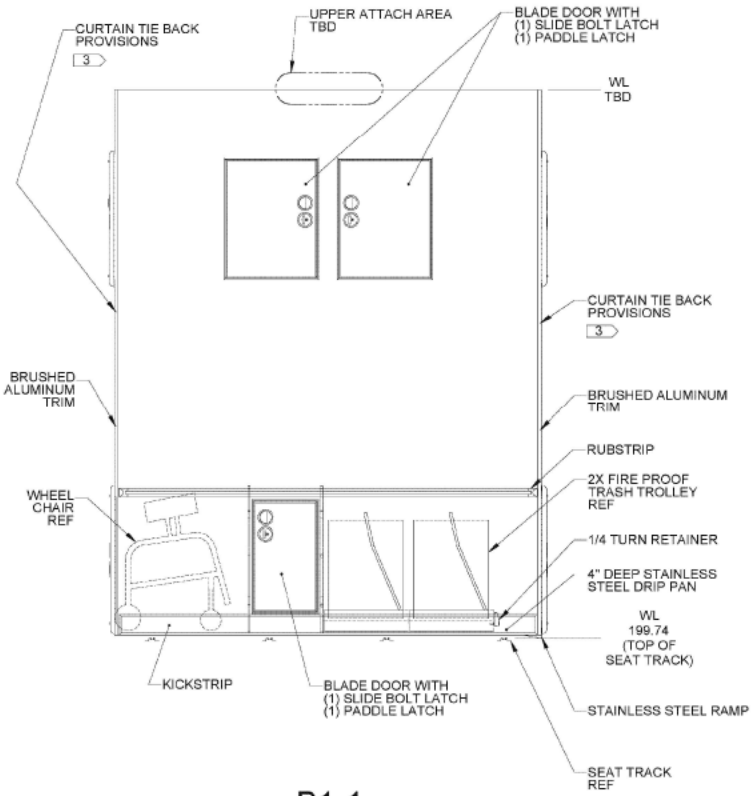
EXHIBIT G

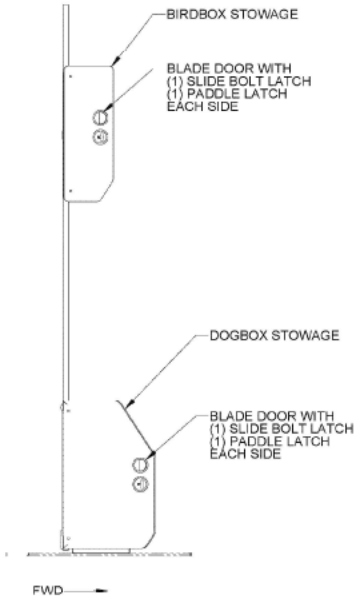
DWG NO. SK 3195-2 SH 14 REV -

REVISIONS				
REV.	ZONE	DESCRIPTION	DATE	APPROVED
-		INITIAL RELEASE		









NOTES:

1. LOWER SEAT TRACK ATTACHMENTS (LOCATIONS TBD) AND UPPER ATTACHMENTS NOT SHOWN.
2. SEAL RETAINERS AND SEALS NOT SHOWN.
3. HEATH TECNA SUPPLIED PROVISIONS. LOCATION AND ARRANGEMENT TBD.
4. DIMENSIONS DERIVED FROM CUSTOMER PROVIDED LOPA (TO BE CONFIRMED BY CUSTOMER).

B1-1
AFT CENTER STOWAGE -DOOR 5
VIEW LOOKING FWD

THE INTENT OF THIS "SK" DRAWING IS TO CONVEY PROPOSED DESIGN CONCEPTS AND AID IN COMMUNICATION DURING EARLY DESIGN STAGES AND DISCUSSIONS WITH THE CUSTOMER.

COMPUTER PRODUCED DRAWING USING SOLIDWORKS®

NO MANUAL ALTERATION

UNLESS OTHERWISE SPECIFIED
DO NOT SCALE DRAWING
DIMENSIONS ARE IN INCHES
INTERPRET DRAWING PER ASME Y14.5-1994
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DRAFTER: J. MARTTILA 12/14/09
CHECKER:
PROPOSAL ENGINEER: R. ECKBERG 12/14/09
ME:
STRESS:
APPROVED / LEAD:

HEATHTECNA BELLINGHAM WASHINGTON USA

TITLE: QANTAS B747-400 FURNITURE

SIZE D | CAGE CODE 1R9J8 | DRAWING NO. SK-3195-2 | REV -
SCALE: 1:12 | SHEET 14

EXHIBIT H

HEATHTECNA
AIRCRAFT INTERIOR SOLUTIONS

Cover Sheet

To:	Ivor March
Company:	Qantas Airways LTD
E-Mail:	imarch@qantas.com.au
Phone No.:	61 2 9 691 6300
Fax No.:	61 2 9 691 6389

From:	Gary Chris
E-Mail:	gary.chris@heath.com
Phone No.:	360 738 6475
Fax No.:	360 715 3980
Total Pages:	
Date:	December 14, 2009

Important
This information is intended for the persons named only. It may contain private and confidential information. If this has come to you in error then please do not copy or show it to anyone. Please telephone us immediately and return the copy to us. Any cost incurred by you to return this information to us will be reimbursed to you.

SUBJECT: **Rough Order of Magnitude (ROM) Price and Delivery Quotation for Design and Supply of B747-400 Cabin Furniture, Monuments and Stowages**

HEATHTECNA
AIRCRAFT INTERIOR SOLUTIONS

Heath Tecna Inc.
3225 Woburn Street
Bellingham, Washington 98226
Phone: 360-738-2005
Fax: 360-738-6475

December 14, 2009

Qantas Airways Ltd
Level 1, 263-271 Coward Street
Mascot NSW 2020
Australia

Attention: Mr. Ivor March – Procurement Executive, Cabin Interiors

Subject: Rough Order of Magnitude (ROM) Price and Delivery Quotation for Design and Supply of B747-400 Cabin Furniture, Monuments and Stowages

Reference:
(a) Qantas Request for Information (RFI) Dated November 25, 2009
(b) Qantas Statement of Requirements (SOR) C6151, Issue BSC, Dated November 24, 2009
(c) Qantas Program Management Requirements (PMR), B747-400 Reconfiguration Project, Version No. 1.0, Dated November 19, 2009
(d) Qantas / Heath Tecna General Terms Agreement (GTA) AMAV100, Dated December 15, 1998 and Executed April 29, 1999

Dear Ivor,

Heath Tecna is pleased to submit the following **Rough Order of Magnitude (ROM)** price and delivery quotation for Design and Supply of B747-400 Cabin Furniture, Monuments and Stowages, in accordance with the above Referenced documents. This quotation is based on receiving a minimum order for the scope of work described herein.

We hope the information contained herein demonstrates the unique qualifications we offer Qantas as a potential Supplier for the B747-400 Furniture program. We are particularly proud of our long standing relationship with Qantas, and view this program as an opportunity to positively reinforce the services we've been privileged to provide in the past. Each co-operative program has enabled Heath Tecna to further apply our comprehension of Qantas' unique needs and to further refine the systems we have in place to proactively respond to those needs. We value this relationship and the opportunity it provides for Heath Tecna to demonstrate our abilities on a consistent, ongoing, ameliorating basis.

Please do not hesitate to contact me if you have need for additional information, and thank you for your consideration of Heath Tecna as a potential Supplier for this exciting project.

Best regards,

Gary Chris

Gary Chris
Vice President of Corporate Accounts
Letter Reference #: S3195-2

Heath Tecna Company Overview

In addition to the detailed responses to the Reference (a) RFI requirements (provided as Schedules A through E herein), the following points summarise the key competencies and qualifications that Heath Tecna possesses in support of the subject B747-400 Furniture Program:

- Company Overview
  Heath Tecna provides aircraft interior design and manufacturing services, as well as interior integration, certification support, liaison engineering, product support, and spares provisioning to major airline customers including All Nippon Airways, Japan Airlines, Virgin Atlantic Airways, Korean Air, Asiana, Cathay Pacific Airways, British Airways, Lufthansa, LAN Airlines, KLM, and Lufthansa. In addition to our extensive experience as a retrofit supplier, Heath Tecna has been selected by numerous customers as Buyer Furnished Equipment (BFE) supplier for line fit programs on Airbus (A330 and A380) and Boeing (737, 767, 777 and 747) aircraft. Heath Tecna has also been awarded several direct contracts (Supplier Furnished Equipment) with Airbus in support of the A380 aircraft, and is currently in a period of controlled growth across multiple market segments. Utilizing our experience in complex program integration, we are able to offer Qantas Airways the leverage of multiple "centers of excellence" in the areas of design, program management, certification support, production execution, and product support.

  The overall organization with functional responsibilities covering all relevant activities including Engineering and Design; Program Management; Materials and Supply Chain Management; Manufacturing, Deliveries and Quality; and Certification (EASA and FAA); with the capabilities of each function further described below. In addition, the organization FULLY supports airlines post delivery with Technical Publications, Spares and Technical Services (also further described below).

- Available Engineering Capacity
  Heath Tecna has a mature engineering organization. Our engineers have an average of 15 years experience in the aircraft industry and we have been operating the CATIA platform for 13 years. We are able to conform our engineering resource profile to align with workload requirements. We are currently operating with a headcount of 68 and have the capacity (in terms of equipment, space, and local resource availability) to expand to a headcount of 180 within a three (3) to four (4) month period.

- Operations
  Heath Tecna employs an enterprise-wide supply chain management strategy that includes globally based procurement and quality management teams. Through the use of common tools and techniques, the supply chain management group endeavours to achieve world class levels of quality, value, service, and innovation. As a recent example, Heath Tecna's metal details commodity team completed a worldwide examination of the metal details supplier base. This culminated in a higher quality, globally benchmarked price and a greater capacity for long-term leveraging of the supplier base.

  Please refer to the attached Heath Tecna Engineering and Manufacturing Capacity Plans, included as *Attachment A* to this quotation.

Program Management Organization

Program management is a core competency of Heath Tecna. Our program management services include schedule coordination, meeting coordination, data coordination, deliverables collection, and customer focal for program status, risk assessment, and risk mitigation. The presentation included as ***Attachment B*** to this quotation provides a general overview of the tools used by the Heath Tecna Program Management department for program implementation and execution, including the methods employed for the oversight of Furniture programs (such as the Qantas Airways B744 Furniture Program quoted herein).

Utilising these protocols, detailed program information is shared among an internal, cross-functional Design-Build Team. The goals of the Design-Build Team are:

- To achieve the successful (i.e. on time, on budget) execution of the program according to the defined scope of work;
- To proactively identify and troubleshoot obstacles to such success; and
- To investigate and implement practices which improve production efficiencies and contain program costs during the life of the program.

Additionally, program status meetings are held on a weekly basis (more frequently as needed) to report necessary information to the executive management team and assure that shared resources are allocated properly among all programs.

Heath Tecna is prepared to comply with the Reference (c) Qantas Program Management Requirements (PMR) as outlined in *Attachment C1 – C5* to this quotation.

- Quality

Heath Tecna possesses numerous Quality Management System certifications and approvals. We are an ISO9001:2000 and AS9100 certified organisation. Heath Tecna is proud to be a FAR Part 21 Production Certificate (PC) holder, the highest level of part manufacture approval available and an FAA designation that is typically only issued to aircraft Original Equipment Manufacturers. Heath Tecna was issued our PC in 1998, after completion of extensive quality audits by the FAA which evaluated Heath Tecna's organization, production facility, quality control and inspection system, and design compliance with all applicable FAA requirements. As a result, ***Heath Tecna's PC allows us to ship multiple kits in advance of STC for the prototype kit.*** This enables our customers to initiate subsequent installations immediately after Supplemental Type Certificate (STC), a unique advantage offered by Heath Tecna that very few suppliers in the world can provide.

We are also a FAR Part 145 Certified Repair Station and are AECMA-EASE and CASE approved. In addition to our certifications and approvals, we also have on our staff two (2) FAA Designated Manufacturing Inspection Representative (DMIR) with a combined inspection experience of forty (40) years. Our robust quality system also includes a test laboratory capable of mechanical (flexure, tensile, shear), physical properties (hardness, viscosity, flow), and flammability (heat release, smoke, and toxicity) testing under the supervision of the FAA DERs.

Attachments D1 – D5 to this quotation provides evidence of the following Heath Tecna Quality System Documentation and Approvals:

- Q-POL-001 Quality Assurance Manual
- Q-QP-100 Standard Quality Plan
- BSI Certificate # FM 46029 for QMS AS9100 Rev B and ISO 9001:2000
- FAA Production Certificate
- FAA Air Agency (Repair Station) Certificate

- Manufacturing Resources
  The Heath Tecna manufacturing organization is comprised of Document Control, Materials and Processes Engineering, Tooling, and Production. Within each of these disciplines, critical aspects of the overall manufacturing process are managed to achieve maximum production efficiencies and quality output. The manufacturing organization includes the following features:
  - Document and data management system with secure vaulting of data and support of multiple CAD platforms, including CATIA
  - Capacity of 20 tool designers and CNC programmers
  - Qualification of Heath Tecna materials and processes to external requirements and specifications
  - Trained direct labor force, equipment capacity, and physical space are immediately available for absorption of the Qantas Airways B744 Furniture Program workload.

- Certification
  Heath Tecna possesses domestic and foreign certification capabilities and is prepared to support Qantas Airways by obtaining the Deliverables' certification to all applicable regulatory requirements. As a result of Heath Tecna's extensive experience and excellent reputation with the FAA in regards to integration and aircraft modifications, we have established an approved agreement [Partnership for Safety Plan (PSP)] with the FAA that outlines the requirements between the FAA and Heath Tecna to ensure timely issuance of FAA STC's. This is a step put in place while Heath Tecna and the FAA are finalizing Heath Tecna's Organization Design Authorization (ODA) approval, which is targeted for Q3 2010. In addition, as outlined above, Heath Tecna holds an FAA approved Production Certification (PC), which allows shipment of kits immediately upon manufacturing completion with now delay for application and issuance of Parts Manufacturer Approval (PMA). This advantage that Heath Tecna offers of kits being shipped and staged at the installation site awaiting the aircraft is available as a result of the trust that the FAA has in Heath Tecna's engineering design and kit manufacture in regards to repeatability and quality control.

  Additionally, the combined resources of our Bellingham and Camberley, UK organisations make it possible for us to provide direct EASA Supplemental Type Certificates, or to coordinate EASA validation of FAA Supplemental Type Certificates. Furthermore, the Camberley, UK organisation holds EASA Design Organisation Approval (DOA). Heath Tecna is also working directly with the FAA to increase our delegations for STCs (i.e. installation Request for Conformity sign-off, deviation sign-off, etc.) under our Partnership for Safety Plan (PSP) [until such time that Heath Tecna achieves its FAA Organizational Design Approval (ODA)].

In addition to two (2) Management DERs on approved vendor list, Heath Tecna has the following DERs on staff (or on full time contract or on approved vendor list) to support program certification requirements covering Structures, Flammability, Mechanical Systems, and Interior Compliance:

- Three (3) Certification Engineers on staff
- Two (2) Crashworthiness DERs on approved vendor list
- Two (2) Electrical DERs on approved vendor list
- One (1) Primary Structure DER on staff
- Two (2) Primary Structure DERs on approved vendor list
- One (1) Systems DER on staff
- One (1) Flammability DER on approved vendor list
- Two (2) Flammability DERs on full time contract
- Two (2) Weight and Balance DERs on approved vendor list
- One (1) Secondary Structures DER on staff

Furthermore, Heath Tecna's staff includes two (2) Supplier Designated Engineering Representative (SDERs) who are delegated by Boeing and the FAA to approve OEM data.

We hold numerous Supplemental Type Certificates (i.e. over three hundred, including those obtained for B744 model aircraft), including those achieved through the following foreign aviation authorities:

- EASA
- United Kingdom – CAA
- Japan – JCAB
- Germany – LBA
- Australia – CASA
- Hong Kong – CAD
- China – CAAC
- Singapore – CAAS
- Transport Canada – DOT
- Chile – DGAC
- Korea – KCASA

- Product Support

  The Heath Tecna product support organization is fully capable of supporting Qantas Airways requirements in the areas of technical publications, spares administration and aftermarket support, on-site liaison engineering, and shipping, staging, and repair. Our existing protocols meet all applicable ATA requirements.

We hope the information contained herein demonstrates the unique qualifications Heath Tecna offers Qantas Airways as a potential Supplier for the B744 Furniture Program. We are very pleased with the relationship we have developed with Qantas Airways throughout the years and hope to further progress the good working relationship between our companies with this B744 Furniture Program.

Section 1
Qantas RFI Schedules for Completion

A. Schedule A – Pricing and Cost Detail (Price / Rate / Fee)

"Not to Exceed" Nonrecurring and Recurring Price;
The "Not to Exceed" ROM Nonrecurring price and "Not to Exceed" ROM Recurring price quoted in 2009 – June 30, 2012 U.S. Dollars is included as ***Attachment E - Pricing Breakdown - Revision New*** to this quotation and is based on a minimum order of nine (9) shipsets.

The Nonrecurring price includes Program Management, Design Engineering, and Certification (FAA STC).

Heath Tecna may be able to improve the program pricing associated with this quotation if given a more detailed definition of the work scope requirements. Upon your request and upon receipt of additional work scope details, Heath Tecna will investigate further into the pricing associated with this quotation.

Pricing is based on all nine (9) kits being shipped and invoiced on or before June 30, 2012.

B. Schedule B – Compliance Statement

Heath Tecna, as a potential Supplier, confirms acceptance of the terms and conditions of Reference (a) RFI, and confirm willingness to commit to the terms and conditions of the Qantas Agreement, subject to the following exceptions:

(a) RFI – Non Compliance

Clause	PC/NC	Reason for NC	Proposed Alternative
Section 1, 1.1	PC	Effective date of applicable laws, regulations and standards	Heath Tecna's quotation is based on kits meeting all applicable FAA requirements in effect at the date of submittal of this quotation. Heath Tecna reserves the right to review the cost impact of any changes to the applicable FAA requirements subsequent to the date of submittal of this quotation. See Section 2.G.8.
Section 1, 4.4	PC	Agreement to exclude Schedules C and E	As agreed between Gary Chris and Ivor March, the information requested within Schedules C and E is already on file at Qantas. As such, it is agreed that Heath Tecna is not required to submit the information requested within Schedules C and E again.
Section 2, 4.4	NC	Inconsistent with existing GTA	Per Reference (d) GTA Clause 11.2.a, settlement terms are within thirty (30) days after receipt of properly completed invoice.
Section 3, 1.1	Note	Incorrect Document	Continued on Next Page Note that the Statement of

		Title	Requirements (SOR) Controlled Report C6151 is incorrectly titled in the RFI as "Boeing B747-400 Reconfiguration Integration". Correct title is "Boeing B747-400 Galley and Furniture".

(b) Qantas Agreement – Non Compliance

Heath Tecna complies with the existing Reference (d) GTA. Additionally, Heath Tecna complies with Purchase Agreement AMA2004-004289 and Purchase Agreement AMA2007-007830 named in Reference (a) RFI, Section 1, 2.1. Heath Tecna will review any proposed amendments to the existing Purchase Agreements and will provide confirmation of compliance to the proposed amendments at the time of receipt. Please refer to Section 2.G.1 for the payment milestones to be incorporated within the amended Purchase Agreement.

Gary Chris (signed electronically) December 14, 2009

Signature Date

Gary Chris

Printed Name of Signatory

Vice President of Corporate Accounts

Position of Signatory

C. Schedule C – Potential Supplier's Own Information

As agreed between Gary Chris and Ivor March, the information requested within Schedule C is already on file at Qantas. As such, it is agreed that Heath Tecna is not required to submit the information requested within Schedule C again. Heath Tecna appreciates this opportunity to reduce the amount of redundant data exchanged between our companies, in support of our mutual efforts to streamline and eliminate waste.

D. Schedule D – Implementation Plan

Please refer to ***Attachment F*** to this quotation for the detailed Program Phasing Schedule, which depicts Heath Tecna's proposed Implementation Plan and identifies the specific key tasks that need to be performed within the designated timeframes.

E. Schedule E – Competitive Edge Snapshot

As agreed between Gary Chris and Ivor March, the information requested within Schedule E is already on file at Qantas. As such, it is agreed that Heath Tecna is not required to submit the information requested within Schedule E again. Nevertheless, Heath Tecna is pleased to summarise the benefits of engaging the services of the Heath Tecna organisation via the following five (5) key factors:

1. Heath Tecna has detailed knowledge of the complete history of the Qantas B747-400 fleet's modifications since delivery, including Engineering and Certification (FAA and CASA) data; and Heath Tecna possesses in electronic format the complete history of the Qantas B747-400 fleet's Electrical Load Analysis (ELA) throughout the fleet's modification process.
2. Heath Tecna Engineer Michael Marquardt has contributed as Lead Engineer on every Qantas B747-400 reconfiguration.
3. Heath Tecna offers the benefit of a local Engineering Representative. Geoff Hewitt has thirty (30) years experience on Qantas aircraft, with the majority of that time spent on B747 maintenance and modification. Geoff Hewitt is also CASA CAR 42 licensed to sign off on all Heath Tecna related Manuals and Job Cards produced for the subject B747-400 Furniture Program.
4. Gary Chris has provided twenty-five (25) years of continuous "cradle to grave" program support to Qantas, from Customer Support through to Engineering and Product Sales, and has made the development of the Qantas-Heath Tecna business relationship a steadfast personal priority.
5. Heath Tecna Program Management is structured to comply with the Qantas Program Management Requirements and, having optimized the Operations Production Control department, David Blaske (who has extensive Program Management experience, including specific experience running Qantas programs) has returned to full-time Program Management.

Section 2
Heath Tecna Quotation Information

A. Technical Work Scope

Heath Tecna (HT) is to provide a total of nine (9) Furniture Kits for installation onto Qantas Airways B747-400 aircraft (VH-OJS – VH-OJU, and VH-OEE – VH-OEJ). Each B747-400 Furniture Kit will consist of the provisions and components as described in the attached Heath Tecna Technical Work Statement, Report No. WS-3195-2, Revision New, included as ***Attachment G1*** to this quotation; and as depicted in the Heath Tecna Drawings SK-3195-2, Sheet 1 Revision A, Sheet 2 Revision New, Sheet 3 Revision New, Sheet 4 Revision New, Sheet 5 Revision New, Sheet 6 Revision New, Sheet 7 Revision New, Sheet 8 Revison New, Sheet 9 Revision New, Sheet 10 Revision New, Sheet 11 Revision New, Sheet 12 Revision New, Sheet 13 Revision New, Sheet 14 Revision New, Sheet 15 Revision New, Sheet 16 Revision New, Sheet 17 Revision New, Sheet 18 Revision New, and Sheet 19 Revision New, included as ***Attachments G2 – G20*** to this quotation.

Heath Tecna is prepared to comply with the Reference (b) Qantas Statement of Requirements (SOR) as outlined in ***Attachment H*** to this quotation.

B. Product Support - Buyer

1) The Buyer is responsible for providing Heath Tecna with any Airline, Boeing, or Third Party Vendor aircraft data and drawings that may be required by Heath Tecna to complete the engineering design and obtain FAA STC Approval of the subject Kit. This includes the data and drawings generated by Third Party Vendors for BFE items being supplied by the Buyer for use in the subject Kit. The cost of obtaining the data and drawings that are required in support of this program is the responsibility of the Buyer. This quotation is based on all applicable after-market modifications being FAA STC Approved and documented in the data and drawings provided to Heath Tecna by the Buyer. There may be additional cost incurred by Heath Tecna to validate the FAA Approval of after-market modifications. If required, Heath Tecna will validate the FAA Approval of after-market modifications at a price to be mutually agreed to in writing by both the Buyer and Heath Tecna.
2) In accordance with the Boeing / Buyer CSGTA "Article 5", the Buyer and Heath Tecna will execute a mutually agreed to "Contractor Confidentiality Agreement" (CCA). The CCA will allow the Buyer to provide Heath Tecna with the Boeing data and drawings required by Heath Tecna to complete the engineering design and obtain FAA STC Approval of the subject Kit.
3) If required, the Buyer is responsible for providing the following current aircraft data to Heath Tecna in .pdf file format on CD ROM within two (2) weeks after receipt of program go-ahead.
   - Aircraft IPC/AMM/WDM
   - Electrical Hook-up List
   - Electrical Load Analysis
   - Maintenance Planning Document
   - Minimum Equipment List (required if Heath Tecna is providing Minimum Equipment List Supplement)
   - Copies of all applicable post delivery Service Bulletins / Data for after-market modifications
4) If required, the decorative color scheme is to be defined by the Buyer within two (2) weeks after receipt of program go-ahead.

C. Product Support - Seller

1) If required, Heath Tecna will provide on site meeting support and on site engineering liaison support at a price to be mutually agreed to in writing by both the Buyer and Heath Tecna. This quotation is based on the ITCM, PDR, CDR, and FAI for the Furniture Kit taking place at Heath Tecna's facility in Bellingham, Washington, USA.
2) Heath Tecna is to provide Envelope Drawings and General Arrangement type Installation Drawings with basic Installation Instructions thirty (30) days prior to shipment of the first kit (for Heath Tecna supplied components only). Copies will be supplied in .pdf format on CD ROM.
3) Heath Tecna is to provide a Component Maintenance Manual (CMM), forty-five (45) days prior to completion of the first kit installation (for Heath Tecna supplied components only). Retrospective updates will be provided if/as required forty-five (45) days after completion of the first kit installation. Copies will be supplied in .pdf format on CD ROM.
4) Heath Tecna is to provide a Recommended Spares Provisioning List (RSPL) on or before shipment of the first kit (for Heath Tecna supplied components only). Copies will be supplied in .pdf format on CD ROM.
5) This quotation is based on no Installation Tools being required.
6) Component and assembly weights will be recorded during manufacture. Heath Tecna will provide the total actual kit delta weight and CG location data, via a Kit Weight and Center of Gravity Report, to the Buyer at time of first kit delivery. The Buyer is responsible for amending the aircraft Weight and Balance Manual. Heath Tecna will provide Qantas, if/as required, with an estimated component/kit weight at Critical Design Review (CDR). The estimated component/kit weight is to be mutually agreed to by both Heath Tecna and Qantas. If the estimated component/kit weights are exceeded, then Heath Tecna shall take appropriate action in accordance with the Qantas/Heath Tecna GTA (AMAV100).

D. Certification

Airworthiness Certification;

1) Heath Tecna will comply with the United States Federal Aviation Administration Regulations for Airworthiness Standards and Certification Procedures.
2) Supplemental Type Certification (STC) for the Heath Tecna B747-400 Furniture Kit is the responsibility of the Buyer and/or the Installation Integrator. Heath Tecna will provide a Certificate of Conformance (C of C) with the shipment of each first of type Kit. The Buyer and/or the Installation Integrator is responsible for providing Heath Tecna with an FAA Project Number and obtaining FAA delegation for Heath Tecna's DERs and DMIRs to issue 8110-3 / 8130-3 Forms, etc. Heath Tecna will supply FAA 8110-3 approved Drawings and Reports to the Buyer and/or the Installation Integrator in support of the Buyer's application for FAA Certification for the installation of the B747-400 Furniture Kit. Following FAA STC approval of each first of type kit/installation, the Buyer and/or the Installation Integrator is responsible for eporviding Heath Tecna with a PC/PMA assist letter (at no cost to Heath Tecna). Following FAA STC approval and PC/PMA approval, the Kit (as well as any associated Spares Components) will be eligible for export, under Heath Tecna's Production Certificate, in accordance with FAR Part 21, Subpart L, with export airworthiness approval issued in the form of an Airworthiness Approval Tag, FAA Form 8130-3. The above applies only ot the Heath Tecna designed and manufactured products and their installations.

3) All type design data supplied for the Heath Tecna B747-400 Furniture Kit will be proprietary to Heath Tecna.
4) The FAA Interior Conformity Inspection and Interior Compliance Inspection, as it pertains to the installation of the Heath Tecna B747-400 Furniture Kit, is the responsibility of the Buyer and/or the Installation Integrator.
5) All equipment, including but not limited to the Airframe, Engines, Electrical Power, PC Power, Seats, IFE System, Laptops, and Personal Entertainment Devices (PEDs), etc., required for on aircraft certification testing to simulate the operation of the aircraft is the responsibility of the Buyer.

Flammability, Heat Release and Smoke Requirements;

1) The flammability requirements of the FAA for all Heath Tecna supplied components installed in the aircraft interior will be strictly adhered to. Where applicable, materials will be subjected to flammability tests per FAR Part 25, Appendix F.
2) Heath Tecna will substantiate that the Heath Tecna supplied components, where applicable, will comply with the requirements of FAR Part 25, Amendment 25-83 (65/65 Heat Release and Ds 200 Smoke Requirements).
3) If required, it is the responsibility of the Buyer to provide FAA approved flammability data for salvaged or BFE components that originated from the OEM supplier or that are being supplied by the Buyer or a Third Party Vendor.

E. Warranty

[redacted]

F. Delivery

Shipment of the first kit would take place fifty-eight (58) weeks after receipt of a purchase order. Subsequent kits would be shipped at a rate to be mutually agreed to by both the Buyer and Heath Tecna.

Please refer to ***Attachment F*** to this quotation for the detailed Program Phasing Schedule, which depicts Heath Tecna's proposed Implementation Plan and identifies the specific key tasks that need to be performed within the designated timeframes.

G. Terms and Conditions

1) [redacted]

11) CONFIDENTIAL DISCLOSURE AND LIMITED USE.

The Buyer shall keep confidential all designs, processes, drawings, specifications, reports, computer software data, and other technical or proprietary information and the features of all parts, equipment, tools, and other such items furnished or disclosed to the Buyer or manufactured by Heath Tecna in connection with this proposal, or any resulting order arising from this proposal. Unless specifically and expressly authorized by Heath Tecna in writing, the Buyer shall use such information and items only in the evaluation of this proposal, or in the performance of the order is any should be issued. Upon completion or termination of an order if one should be issued, or the completion of the evaluation of this proposal, whichever shall occur later, the Buyer shall make such disposition of all information as may be directed by Heath Tecna.

All pricing is valid for deliveries made during the years 2009 – June 30, 2012. Any shipments made after June 30, 2012, will be subject to the following escalation *(Indices are published by the U.S Department of Labor, Bureau of Labor Statistics):*

[redacted]

Material

- [redacted]

Labor

- [redacted]

Escalation Clause Example using Example Delivery Year & Example Base Year:

[redacted]

EXHIBIT I

Qantas Engineering Supply Chain
263-271 Coward Street
Mascot NSW 2020
Australia
Phone 61 2 9691 6378
Fax 61 2 9691 6300
E-mail: xavierdecomps@qantas.com.au

CONFIDENTIAL

12th February 2010

Heath Tecna Inc.
3225, Woburn Street,
Bellingham
WA 98226
USA

Attention: Mr. Gary Chris,
Vice President of Business Development,

Dear Gary,

Re: - Qantas 9, 744 Aircraft Reconfiguration Program,
Furniture and Monuments, Supplier Selection

The Qantas evaluation process for the purchase of Furniture for the above referenced program has resulted in Heath Tecna Inc. (HT) being identified as the Preferred Supplier.

This letter contains Qantas' intent to enter into a Variation Agreement to existing, executed Purchase Agreement (PA) AMA2007-007830 for the purchase of Furniture and Monuments in accordance with the terms and conditions in the Qantas Request for Information (RFI) document dated 25th November 2009, and HT final Furniture proposal reference S3195-2c dated February 4th 2010, plus further furniture price discount offered in HT Engineering Integration Services, proposal reference S3195-1c dated February 4th 2010 and the executed General Terms Agreement AMAV100.

This letter is not a legal agreement and any agreement shall be subject to the parties entering into acceptable contracts, as defined above, within twenty-four (24) days of the date of this letter. Qantas has the right to terminate this letter of intent, at its sole discretion and without giving a reason, at any time. Should Qantas exercise this termination right, then Qantas shall have no liability for any costs or losses or other expenses of any kind, incurred by Heath Tecna Inc. as a result of the process.

The Variation Agreement to the PA shall include but not be limited to, the following agreed terms:-

[redacted]

[redacted]

There must be no announcements of any kind, until such times as all outstanding matters have been resolved to Qantas' satisfaction.

Qantas thanks you for your response and cooperation throughout the RFI/RFP process to date.

Please signify acceptance of the above terms by signing in the space provided, below.

Yours sincerely,

Xavier Decomps
General Manager, Supply Chain Cabin

Agreed for and on behalf of Heath Tecna Inc:

Signature
(of authorised delegate) .....

Name (printed) GARY CHRIS

Position Title (printed) VICE PRESIDENT, BUSINESS DEVELOPMENT

Date FEBRUARY 14, 2010

Holland, John

From: Chris, Gary
Sent: Sunday, February 14, 2010 7:35 PM
To: imarch@qantas.com.au
Subject: RE: B744 9 Aircraft Reconfiguration Program Furniture Supplier Selection Decision
Attachments: S3195-2c Supplier Selection Letter (Signed).pdf

Dear Ivor,

Thank you for your selection of Heath Tecna as 'preferred supplier' for the Qantas B744 Furniture program. Heath Tecna is very pleased to have the opportunity to be of service to Qantas, and we are excited to achieve new levels of success in cooperation with you on this important project.

Please find attached the signed supplier selection letter. You will note that it was necessary to add a couple of points of clarification regarding the IPR, so that the text now matches what is stated in the HT proposal S3195-2c dated February 4, 2010.

On behalf of the entire Heath Tecna organization, let me say again how pleased we are to have this opportunity. We are looking forward to working hard and achieving success for Qantas! If you have any questions regarding the attached, please feel free to contact me at any time, as I am always available to support you.

Best regards,

Gary Chris
Vice President, Business Development

HEATHTECNA

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From: "imarch@qantas.com.au" <imarch@qantas.com.au>
To: "Chris, Gary" <Gary.Chris@heath.com>
Cc: "sbigeni@qantas.com.au" <sbigeni@qantas.com.au>, "gheuer@qantas.com.au" <gheuer@qantas.com.au>, "xavierdecomps@qantas.com.au" <xavierdecomps@qantas.com.au>
Subject: B744 9 Aircraft Reconfiguration Program Furniture Supplier Selection Decision

Dear Gary,

Further to our telephone discussion earlier today, please find attached Qantas 'Success' letter awarding Heath Tecna 'Preferred supplier" status for the above reference program.

Can you please sign and return the signed copy of the letter confirming HT acceptance.

We will set up a conference call for our Tuesday to kick off the work

process.

We look forward to working successfully with HT on this program and seeing the benefits of HT's improved internal processes and procedures plus commitment to Qantas for this program

Best Regards

Ivor March
Commodity Manager, Monuments/Furniture, Engineering Services, Trim and Finish .
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