

July 3, 2018

Dear Valued Partner,

This communication is to advise you that we are in the final stages of transitioning from our existing Enterprise Resource Planning (ERP) system to a new platform. We have been working for over a year to prepare for the implementation, including enhancing and streamlining our business processes.

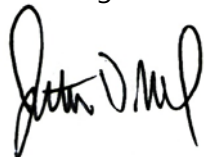
The conversion is scheduled to take place during the week of July 23rd, 2018, with the new ERP system up and running on August 1st. The following provides important information regarding activities during the transition and post go-live.

- During the transition (week of July 23rd)
 - We will continue to ship product that was previously scheduled for delivery during this week
 - New order processing/acknowledgement and receiving will be temporarily suspended
 - Processes such as quoting, RMA requests, support, etc. will continue as usual
- Post go live (beginning August 1st)
 - Once the system is live, normal operations will resume
 - Any customer purchase orders (POs), product receipts, etc. received during the transition week will be processed in the order received
 - Existing orders do not require any action from our customers or suppliers
 - Our invoices, order acknowledgments, POs, etc. will have a new look

Should you have any questions about this activity, please contact our customer service group at ballard.sales@astronics.com or your supply chain representative.

Thank you in advance for your support and cooperation in this endeavor.

Best Regards,



Jonathan Neal
President
Astronics Ballard Technology