

May 19, 1999

Dear Supplier

Bell Helicopter Textron, as you well know, is committed to continuous improvement. As such, we have been reviewing ways to improve our communication links with the supplier network. We are convinced that today's information technology is such that we can all benefit by reducing the overhead costs associated with handling paperwork.

We have chosen a solution including two options: Internet (Web) transmission of data or traditional EDI. This solution accommodates those suppliers who are currently EDI capable and want to remain in a pure EDI environment. Those existing EDI suppliers that would prefer to switch to a Web based communication system can choose to switch. In fact, there may be cost savings to your company if you do. Except for your own PC/internet costs Bell Helicopter will pay all of the associated ESIS supplier set up and on going maintenance costs associated with the Web based alternative.

Bell Helicopter has retained the services of ESIS to offer our suppliers both options. In order to speed-up the conversion from manual to electronic information transfer, we have included a simple questionnaire which we would appreciate you completing and returning to Lauren DeCesare of ESIS at the address shown.

If you choose the Web based approach, you will need the following minimum equipment/software:

- Personal computer (486 or higher)
- High speed modem
- Internet account through any Internet Service Provider.
 - If you have no Internet provider at present, AT&T Worldnet is ESIS' recommended provider. Their number is 800-967-5363. (We do NOT recommend using a content service provider such as America Online or CompuServe due to service capabilities.)
- Internet Browser (e.g. Netscape 3.01 or higher or MS Internet Explorer 4.0 or higher)

Schedule Summary:

1. FAX your responses to the attached questionnaire to 619/625-0260 by June 4, 1999
2. Logon to www.esisinc.com and download a copy of Bell's Trading Partner Agreement. FAX your signed copies of the first and signature pages to 619/625-0260 by June 4, 1999.
3. EDI transmission testing June 1-September 30 for PO's, CO's and PO Acknowledgments and Change Order Acknowledgments.
4. PRODUCTION expected on PO, CO and Acknowledgments by September 30, 1999, Version 4010.

This is only one of several initiatives that are "in the works" for improving the way we conduct business together. Communication of our long term forecasts, bar coding for all of your shipments to Bell Helicopter and payment upon receipt through Electronic Funds Transfer are some of the other initiatives we are in the process of implementing.

Bell Helicopter is committed to reducing the cost and improving the speed for exchanging information with our suppliers. We strongly encourage you to sign up with ESIS and take advantage of improved communication between your company and Bell Helicopter.

As always, we are confident that we will be able to count on your cooperation to make this transition a smooth and successful one. Please do not hesitate to call Lauren DeCesare, (619) 625-0060, Bell Helicopter's Project Manager if you have any questions.

Best regards.

Leroy Gleim
Vice President Materiel
Bell Helicopter Textron Inc

Francois Chagnon
Director Materiel
Bell Helicopter Textron Canada