



SUPPLY OF A SELF-PROPELLED AIRCRAFT CARGO LOADER SOLUTION

PUBLIC AIC PLAN

Company Details

Company Name: TLD America

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Executive Summary

TLD America has been contracted to the Commonwealth of Australia to provide a singular equipment solution to enable the Royal Australian Air Force to conduct the loading and unloading of all applicable aircraft.

TLD will delivery thirty six (36) Aircraft Cargo Loaders for a contract price of \$17,381,859 AUD (plus applicable Australian taxes) with the work being delivered by Australian industry valued at \$2,107,146 AUD (12% of the contract price). Details of Australian industry participation are included in Table 1.

TLD America is delivering a fully integrated commercial of the shelf solution; one model for all identified applications with the emphasis of full fleet interchange, reduction of support costs and enhanced usability. The equipment is proven design and is a proven performer offering many advantages equal to and beyond the original specification requirements.

Specifically, the scope of the contract is summarised as:

- Delivery of thirty six (36) TLD PFA-50 Aircraft Cargo Loaders;
- Proof testing following completion of the first unit manufactured in Canada and also upon receipt of first unit into Australia;
- Shipping and delivery to various RAAF Base locations;
- Provision of Operator and Maintenance Training;
- Provision of Technical Publications;
- Provision of Engineering Support;
- Provision of Supply Support;
- Support to ongoing local and direct factory Support Resources; and
- Quality Assurance.

Australian Industry Participation in Acquisition

Australian Company Performing the Activity	Local Industry Activity	Location of work
Freightquip Australia P/L 6 Translink Drive, Keilor Park VIC 3042 AUSTRALIA	All logistics, inclusive AU entry, transport, delivered to site (A full door to door Solution)	All RAAF bases as nominated within the scope of the tender
Freightquip Australia P/L 6 Translink Drive, Keilor Park VIC 3042 AUSTRALIA	Full on site Assembly and Commissioning of each piece of equipment prior to entering service	RAAF Base Amberley, QLD and RAAF Base Williamtown, NSW
Freightquip Australia P/L 6 Translink Drive, Keilor Park VIC 3042 AUSTRALIA	Compliance to AU Risk Assessment and Equipment Design Registration process to AU Workcover requirements	Initial RA conducted on site at manufacturing facility. Finalisation of documentation to be finalised and prepared at Freightquip Australia P/L 6 Translink Drive, Keilor Park VIC 3042 AUSTRALIA
Freightquip Australia P/L 6 Translink Drive, Keilor Park VIC 3042 AUSTRALIA	Preparation and Supply of training publications in line with contract requirements	Freightquip Australia P/L 6 Translink Drive, Keilor Park VIC 3042 AUSTRALIA
Freightquip Australia P/L 6 Translink Drive, Keilor Park VIC 3042 AUSTRALIA	Qualified Cert IV In-country provider of operator and maintenance training	RAAF Base Amberley, QLD and RAAF Base Richmond, NSW
Freightquip Australia P/L 6 Translink Drive, Keilor Park VIC 3042 AUSTRALIA	Technical support for trouble shooting and repair guidance (Warranty claim and TLD Service bulletin implementation)	All RAAF bases as nominated within the scope of the tender

Table 1

Key Offerings for Australian Industry

TLD America has an existing committed and established in-country local agent – Freightquip Australia – which will support the RAAF in terms of the delivery, commissioning and ongoing support of this equipment. In particular, the Australian skills that are being enhanced as a result of this proposal are the ability of the local agent to be able to support the RAAF on the different purposes within the contract.

The onus of the Design, Manufacture, Test and evaluation of equipment remains with the principle supplier being TLD America. As such, TLD America has implemented:

- An entire team dedicated to the program: to insure all modifications are made with a viewpoint towards produce ability and supportability, an Integrated Product Development Team (IPDT) approach will be employed. This team will ensure that the technical and programmatic requirements are planned and achieved;

- An Innovation, Research and Development Strategy – and
- A Global Engagement Strategy to provide off the shelf products from an experienced and reliable manufacturing facility.

TLD makes available all Intellectual Property necessary to support the PFA-50 throughout the life of the product including but not limited to online access to the Operation and Maintenance Manuals and illustrated parts breakdown.

- On line access to the TLD intranet system which provides access to the service records, warranty claims history, Service Bulletin notification and effectivity for each delivered unit.
- Access to the PFA-50 Drawing package with limited rights to produce or purchase any component for the purpose of rapid support of the Fleet.

Scope of Future Work Opportunities

Given that the Aircraft Cargo Loaders (ACL) development and manufacturing program is mature and a proven relationship already between an existing Australian company for the supply of these ACL units (i.e. skills, knowledge and support are already embedded within the solution), there is limited opportunities for increased Australian industry involvement under this contract.

As the focus of the contract is to supply an off the shelf product, TLD's intention is to provide an experienced and reliable manufacturing process that offers known component items with a known reliability factor whilst fitting, operating and integrating with the other component items in the overall equipment mechanism.

Future Opportunities

TLD America is a Defence and Civilian Aerospace specialist whom design, produce, modify and support:

- All forms of Commercial and Military non propelled and self propelled Ground Support Equipment inclusive of but not limited to:
 - Aircraft Loading Equipment;
 - Ground Power Units;
 - Air Conditioning Units;
 - Lavatory and Potable Water Service Vehicles;
 - Towbarless and Conventional Aircraft Tractors;
 - Air Start Units;
 - Passenger Stairs;
 - Belt Loaders;
 - Baggage Tractors; and
 - Maintenance Platforms.

Should you have capabilities in the following areas, please contact us through the identified contact officer to realise future global defence opportunities that extend beyond this contract:

- Any Ground Support Equipment solutions and or support opportunities.

Industry Engagement

Australian industry may register their interest in future opportunities by contacting TLD America's representative.

TLD America's direct representative contact details:

Contact Name: Mr Vincent Deschaseaux
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TLD America's in country representative contact details:

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Authorised on behalf of TLD

Name	Signature	Title	Date
Mark L. Garlasco		CEO TLD-America	April 2013