



RIG APPROACH!

FAA Approves Sikorsky Aircraft's New Platform Approach System for S-92® Helicopters

—Feature Offers Enhanced Safety Through Reduced Pilot Workload

STRATFORD, Conn. – Sikorsky Aircraft Corp. has announced the Federal Aviation Administration (FAA) has approved a new functionality on the S-92® helicopter to provide offshore oil operators with an automated approach that reduces cockpit workload by 60 percent and allows safer operations under challenging weather and operating conditions. Sikorsky developed the new safety feature in close collaboration with PHI, Inc., an important Sikorsky customer that is operating S-92 and S-76® helicopters in the Gulf of Mexico, providing transportation to offshore oil workers to the platforms there.

“Rig Approach” will be available as an option on the S-92 helicopters, providing a fully coupled and automated approach capability with a higher safety margin than currently is available with any other offshore approach procedure. The feature can be retrofitted to aircraft already operating.

“Our new Rig Approach feature significantly reduces the workload when a pilot is flying out to an oil platform. It provides a ‘hands off’ approach that increases the safety of the aircraft tremendously. Sikorsky continues to hold safety

as its highest priority, and we are excited to bring Rig Approach to our customers,” said Dan Hunter, Sikorsky’s Commercial Programs Director.

FAA officials flew in February for the certification review. That flight was the culmination of several years of development which began in 2007 when a pilot with close familiarity with PHI’s operation suggested a way to apply existing Sikorsky technology to the offshore flight environment.

Sikorsky conducted the bulk of its certification flight testing in 2011 and followed that with a year of working with the FAA to provide a path for certification.

“Automated rig approach had never been done before so the FAA had no basis on which to compare it,” said Ron Doepfner, Sikorsky’s Project Pilot. “We couldn’t go to the FAA regulators and say we’re certifying this according to existing data. We’re writing the book on it, working with the operator (PHI) and the FAA.”

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A Message to Our Customers

Sikorsky is focused on:

- › Safety
- › Reliability
- › Innovation



Derco Aerospace Announces **Exclusive Distribution Agreement with Copernicus Technology**

Submitted by Alicia Hutchins, SAS Communications

MILWAUKEE, Wis. – Derco Aerospace, Inc., a Sikorsky Aerospace Services company, announced it has signed a distribution agreement with Copernicus Technology Ltd. for exclusive rights to supply the Universal Synaptics Corporation Intermittent Fault Detection (IFD) and Isolation System test equipment to certain customers within the European Union.

“This agreement expands our ability to service a new territory and to provide significant cost-saving technology in support of our customers worldwide,” said Peter Winkler, Repair and Technical Solutions, Derco Aerospace.

Derco currently offers distribution of Universal Synaptics’ IFD systems and provides related repair services for faulty aircraft electrical components. IFD systems have the capacity to test for intermittence in most electrical components

in an aircraft. This agreement offers Derco customers in Europe a savings in time and money by identifying electrical faults in product development, production, or aftermarket phases of their products.

“This is an outstanding opportunity to harness our collective expertise to ensure IFD systems deliver a tangible step-change improvement to maintenance diagnostics in the EU’s aerospace, defence and technology sectors,” said Giles Huby, Copernicus Technology’s Managing Director. ☺

Derco Aerospace Inc.

A Sikorsky Aerospace Services Company



Copernicus Technology Ltd

Sikorsky Aerospace Services and WIKING Kale Air

Launch New Customer Service Center in Turkey

Submitted by Alicia Hutchins, SAS Communications

ISTANBUL, Turkey – Sikorsky Aerospace Services (SAS) announced at IDEF the signing of a teaming agreement with WIKING Kale Air to establish a Sikorsky-authorized Customer Service Center (CSC) in Turkey. Supporting the country’s S-92® helicopter platform, the CSC will be located in Istanbul, and will offer maintenance services for Turkish and regional operators in south-east Europe and central Asia.

“This is an important step in strengthening our support capabilities in Turkey,” said David Adler, SAS President. “By establishing the WIKING Kale Air CSC, we can provide cost-effective support solutions to help increase aircraft availability for our operators in Turkey as well as neighboring European countries.”

To better meet the growing demand for outsourced helicopter maintenance services in the south-east European and Asian regions, WIKING Helikopter Service GmbH bought a majority share of Turkey’s KALE Air – forming WIKING KALE Air. The certified JAA/EASA Part-145 Maintenance Organization will employ Turkish personnel and provide maintenance as well as aircraft modifications – including design engineering services and material support. WIKING Kale Air will leverage SAS’s extensive supply chain logistics and spare parts inventory to ensure fleet optimization.

“In this rapidly growing economy, WIKING has initiated an important step toward supporting customer needs and providing new capabilities to meet today’s challenges,” said Holger Stockmeyer, Managing Directors of WIKING Helikopter Service. ☺



Sikorsky Delivers First of Two VIP S-92® Helicopters to Turkish National Police for Service to the Turkish Prime Ministry

ISTANBUL, Turkey – Sikorsky Aircraft Corp. has announced it has delivered the first of two VIP S-92® helicopters to the Turkish National Police (TNP) for service to the Turkish Prime Ministry, under a contract signed in 2011.

The new helicopters will support the Head of State function currently served by one S-92 helicopter operated by the TNP since 2005.

The two S-92 helicopters will join a robust fleet of more than 140 Sikorsky products operating in Turkey including well over 100 Black Hawk helicopters. Sikorsky’s medium commercial helicopter, the S-76®, also is operating in country.

“In addition to serving the Armed Forces of Turkey with the most advanced and capable BLACK HAWK helicopters, Sikorsky extends its commercial presence in Turkey through the S-92 helicopter, providing the highest levels of safety, reliability and performance to the highest levels of the Turkish Government,” said Anand Stanley, Sikorsky’s Vice President for the Middle East, Turkey & Africa.

The second S-92 helicopter is also expected to be delivered this year. In addition to Turkey, S-92 helicopters transport the heads of state in nine other countries. This summer, Sikorsky will formally offer the S-92 platform to the U.S. Government, which is seeking to replace the “Marine One” helicopter fleet that transports the President of the United States.

“With such a strong contingent of our products flying in the region, it is clear that Turkey is an important and strategic partner of Sikorsky Aircraft,” Stanley added. “We have continued to increase our presence in Turkey through our relationships with Turkish Aerospace Industries, Alp Aviation and Aselsan, and look forward to exploring continued growth opportunities.” ☺





National Helicopter Services Ltd. of Trinidad & Tobago

Take the S-76D™ Helicopter for a Ride

Submitted by Marianne V. Heffernan, Sikorsky Communications

WEST PALM BEACH, Fla. – National Helicopter Services Limited of Trinidad & Tobago, a longtime operator of S-76® helicopters, visited Sikorsky’s Development Flight Center recently to learn more about the S-76D™ helicopter and take it for a demonstration flight.

NHSL began flying S-76 helicopters in 1980 when the company decided to enter a state enterprise for local offshore oil transportation. The company has grown to serve a variety of oil and gas clients in the Caribbean, at about 6,000 revenue flight hours per year, said Marc Dasent, Chairman of NHSL’s Board of Directors. Dasent said NHSL previously used Sikorsky helicopters for the air ambulance mission, so it made sense to continue to build on that connection.

“We have a longstanding relationship with Sikorsky. It is prudent business use to continue that relationship; we have had good results all these years. If something isn’t broke, don’t fix it,” Dasent said.

Feyaz Karim, NHSL Director of Maintenance added, “The support from Sikorsky was critical (to the relationship). We had impeccable support through the years. That’s a critical part in our selection process.”

Joshey Mahabir, General Manager for NHSL, said one of NHSL’s S-76A++™ helicopters is 23 years old and, in the month of March, flew more than 164 flight hours – strong evidence of the support services provided by Sikorsky.



▲ NHSL executives flew the S-76D™ helicopter on April 26 at Sikorsky’s Development Flight Center in Florida. From left: Adam Schierholz and Ken Pike, Sikorsky; David DeGannes, NHSL Director of Operations & Chief Pilot; Marc Dasent, NHSL Chairman; Joshey Mahabir General Manager; Feyaz Karim, Director of Maintenance; and Jorge Duran, Sikorsky Sales.

“NHSL has been one of Sikorsky’s longest tenured and most faithful operators of S-76 helicopters,” said Adam Schierholz, Sikorsky Regional Sales Manager for Mexico, Central America, and the Caribbean. “They have really put the S-76 helicopter to work and helped to build the strong legacy of solid performance by our medium helicopter through the years.” ☺



▲ Marc Dasent (left), and David DeGannes check out the Thales cockpit on the S-76D helicopter, prior to their demo flights. Dasent, a fixed-wing and rotary wing pilot, loved the S-76D helicopter’s performance.



▲ Leon Silva, S-76® Program Manager (left), briefs NHSL visitors on the new S-76D™ helicopter. From left: Silva, Joshey Mahabir, Marc Dasent, and David DeGannes.

(Continued from cover)

FAA Approves Sikorsky Aircraft’s New Platform Approach System for S-92® Helicopters

“The “Rig Approach” system is one of the most intuitive and innovative systems I have ever flown,” said Paul Perkins, Chief Pilot for PHI. “We flew more than 19,000 hours of IFR (Instrument Flight Rules) Operations last year and will increase that number in 2013. The Rig Approach will play a huge role in our S-92 IFR operations by providing the crew with automation that reduces the workload at critical times during the instrument arrival

procedure and provides additional barriers to CFIT (controlled flight into terrain). This system provides the crews with technology that is easy to use, makes sense, and reduces the current workload from 17 pilot-initiated items to only seven. Safety is paramount in our operations and the Rig Approach is a fantastic tool bringing a safer product to our cockpits.” ☺

Sikorsky S-76 Zing® HUMS to enter Controlled Service Introduction with Civil Aviation Authorities

COATESVILLE, Pa. – Sikorsky Global Helicopters announced in a joint effort with Honeywell and Bristow Helicopters the completion of the testing and certification, which ensures the S-76 Zing® HUMS meets the requirements of CAA CAP-753. The final hurdle of ensuring the Zing® HUMS software meets the requirements of DO-178B Level D was completed in February 2013.

The team will enter the system into CSI which is expected to take 12-18 months to complete. Once completed, the CAA will certify the system for use on S-76C+™ and S-76C++™ helicopters operating in the North Sea. Extensive on-aircraft testing has been completed, which ensures a very high level of confidence for successful completion of CSI. There are approximately 45 Zing® HUMS systems in operation around the world, with additional systems on order and increased interest from fleet operators. ☺

Sikorsky Aerospace Services to Complete SAR Conversion for Brunei Shell's S-92® Aircraft

Submitted by Alicia Hutchins, SAS Communications

IMDEX, Asia – Sikorsky Aerospace Services (SAS) plans to perform the first post-delivery SAR modifications to Brunei Shell's Sikorsky S-92® helicopter. Originally configured for offshore oil missions, the aircraft will undergo a comprehensive conversion to a Search and Rescue (SAR) configuration. The SAR-equipped aircraft will provide services to customers in Borneo and the surrounding Southeast Asia region.

"This modification program will be executed at our Brisbane, Australia facility – Sikorsky Helitech," said Steve Bohlman, Director of Global Service and Support. "SAS has the capability to offer in-region OEM upgrade modifications – including configuration transformation. We strive to meet operators' customization requirements – wherever they are located."

The aircraft modifications include a new automatic flight control system customized for SAR, forward looking infrared, a dual-auxiliary fuel tank system, dual-rescue hoist, Triple-Patient Litter System, SAR seats, and a side-sliding door.

"BSP pilots are looking forward to using the newly modified Sikorsky S-92 helicopter for SAR missions. The aircraft will strengthen our Aviation Department and enhance search and rescue capabilities for BSP's operations as well as for the region," said Ken Marnoch, Managing Director of Brunei Shell Petroleum. ☺



Parting Shot Checking out the S-76D™

David DeGannes (left), NHSL Director of Operations/Chief Pilot and Marc Dasent, Chairman of the NHSL Board, discuss the S-76D™ helicopter prior to taking it for a demonstration flight. NHSL of Trinidad & Tobago is considering purchasing the S-76D helicopter to add to its fleet of S-76® aircraft in operation in the Caribbean. ☺



Sikorsky Aerospace Services Establishes Forward Stocking Location Facility in Brazil

Submitted by Alicia Hutchins, SAS Communications

RIO de JANEIRO, Brazil – Sikorsky Aerospace Services (SAS) announced in-country warehousing of spare parts in support of Brazil's S-76® and S-92® commercial helicopter operators. Powerpack – Sikorsky's Brazilian representative – will manage inventory operations through the country's special customs system known as Depósito Especial (D.E.). This is the first Sikorsky Forward Stocking Location in Brazil. The warehouse is centrally located in the city of Rio de Janeiro where more than 80 percent of Sikorsky helicopters operating in Brazil are concentrated.

"By maintaining local inventory, we are able to deliver parts in hours rather than days. This expediency not only improves aircraft readiness, but it also helps keep costs competitive and reduces the operators' overall expenses," said Steve Bohlman, SAS Director, Global Service & Support.

By utilizing the Depósito Especial regime, Sikorsky can maintain spare parts inventory directly in Brazil. This capability appreciably reduces the time required for in-depth customs inspections and clearance issues faced on standard shipments from the USA. ☺

This publication contains forward-looking statements concerning future business opportunities. Actual results may differ materially from those projected as a result of certain risks and uncertainties, including but not limited to changes in procurement priorities and practices or in the number of aircraft to be built; challenges in the design, development, production and support of advanced technologies; as well as other risks and uncertainties, including but not limited to those detailed from time to time in United Technologies Corporation's Securities and Exchange Commission filings.

SIKORSKY COMMERCIAL LINKS

A COMMERCIAL CUSTOMER NEWSLETTER



Marianne V. Heffernan

Sikorsky Commercial Links is a special newsletter exclusively for our commercial aircraft customers, to keep you informed of events, products and technologies, program updates and support services information. We created *Sikorsky Commercial Links* for you, and we welcome your input, ideas, and stories to make this publication as enjoyable and useful as possible. To offer comments or receive *Commercial Links* via e-mail, contact: Editor Marianne V. Heffernan, Communications Manager, mheffernan@sikorsky.com.

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