



## PARIS AIR SHOW 2013

### Sikorsky, Boeing Form Joint Venture to Offer Saudi Rotorcraft Logistics and Training

*Boeing Sikorsky International Services Established to Strengthen Kingdom's Aerospace Support Industry*

PARIS, France – Sikorsky Aircraft Corp. continued its 90th anniversary celebration at the 50th edition of the Paris Air Show held June 17-23 at the Le Bourget exhibition centre.

The Paris Air Show is the biggest and oldest aviation show in the world, starting more than a century ago, in 1909. More than 300,000 people attended the show this year, consisting of trade visitors as well as the general public.

Sikorsky signed several new contracts with companies across the world at the show, including the formation of a joint venture with Boeing to

compete for sustainment services in support of the Kingdom of Saudi Arabia's rotorcraft fleet. Contracts that the joint venture will pursue are administered by the U.S. Government as part of its Foreign Military Sales process. The joint venture will help advance the Kingdom's efforts to diversify its economy, expand the technological expertise of its aerospace and commercial sectors, and create jobs.

"This is a significant milestone in strengthening our future competitive capabilities, designed to

bring better value in support of the Saudi military rotorcraft fleets," said David Adler, President of Sikorsky Aerospace Services (SAS). "Drawing on our joint expertise, BSIS will compete and operate as a single-source provider of local and comprehensive sustainment for the Kingdom's rotorcraft platforms."

An equal-share joint venture, BSIS offers comprehensive in-country logistics, fleet and supply-chain management, maintenance support and aircraft modifications, as well as training for aircrews and maintainers.

"Our two companies have a demonstrated track record of successfully teaming with each other," said Peri Widener, Vice President of Boeing Rotorcraft Support and chairman of the board at BSIS. "We'll manage this joint venture as we have our previous partnerships: by working closely with each other and communicating frequently with our customers." ☺

#### IN THIS ISSUE

- Zhuhai Helicopter Co. buys four more S-92® helicopters
- Vector Aerospace authorized as Sikorsky customer service center in U.K.
- Human Powered Helicopter Competition \$250,000 prize won by AeroVelo

#### A Message to Our Customers

**Sikorsky is focused on:**

- › Safety
- › Reliability
- › Innovation



## Longtime Sikorsky Customer **Zhuhai Helicopter Company** to Acquire Additional S-92® Helicopters

Sikorsky and Zhuhai Helicopter Company have announced a new contract for four Sikorsky S-92® offshore utility helicopters. Since May 2011, ZHC has contracted for eight S-92 helicopters to support the ever-expanding offshore oil operations in the South China Sea by ZHC's customers.

“We are excited to see Zhuhai's continuing expansion and deeply appreciate their customer loyalty to our products and services,” said Ed Beyer, Vice President of Sikorsky Global Helicopters. “After deliveries in 2014 and 2015, ZHC will operate nine S-92 and 12 S-76® helicopters of various models, continuing as the largest Sikorsky commercial fleet operator in Asia and one of the key offshore helicopter operating companies on the Asian offshore oil market.”

Over the past decade ZHC's business and reputation have continued to grow, and the company has been expanding continually and upgrading its helicopter fleet, which has been turned into an exclusive Sikorsky fleet.

The multi-mission S-92 helicopter incorporates numerous safety features, including a flaw-tolerant design. The S-92 helicopter was certified to FAA/EASA harmonized Part 29 requirements, as amended through Amendment 47. The S-92 helicopter remains the only aircraft to have been certified to this rigorous airworthiness standard without exception or waiver. ☺



▲ Sikorsky and Zhuhai close another contract.

## Vector Aerospace Authorized as **Sikorsky Customer Service Center in United Kingdom** *Submitted by Alicia Hutchins, SAS Communications*

Vector Aerospace's United Kingdom facilities are appointed as authorized Customer Service Centers (CSC) to support the Sikorsky S-76® helicopter platform. The CSC will offer Sikorsky S-76 operators complete aftermarket support, including Sikorsky trained local maintenance personnel for on-site comprehensive maintenance management, inspections and spare-parts procurement.

“Vector Aerospace is recognized in the industry as a leading provider of aviation maintenance, repair and overhaul (MRO) services. Aligned with our international strategic initiatives and overall commitment to our worldwide customers, this agreement serves as an important launch point in the U.K.,” said Frank DiPasquale, SAS VP, Sales & Strategic Relationships. “We are pleased to work with Vector Aerospace and look forward to future opportunities to strengthen our relationship and enhance our support capabilities for Sikorsky's commercial operators throughout Europe.”

Vector's facility in Gosport, Hampshire, is a long established provider of full depth maintenance for a range of major rotary-wing platforms. With its close proximity to the North Sea oil and gas market, Vector's component support facility in Almondbank, Perthshire, provides strategic importance. ☺



▲ Sikorsky S-76D helicopter in flight.

# Bristow Wins UK SAR Contract; Fleet Will Include S-92® Aircraft

Submitted by Alex Sharp, WWS, and Kristi Fleischmann, Marketing

In late March 2013, Bristow Helicopters Ltd was awarded the contract to provide search and rescue (SAR) services to the UK by the Department for Transport. This followed the successful interim SAR award to provide SAR service to Northern Scotland that was awarded to Bristow in February of last year.

Seven S-92® helicopters will join the four S-92's already in place operating under the UK Gap SAR contract to support 10 new SAR bases to be constructed across the UK. Agusta Westland 189s will complete the SAR fleet.

The S-92 brings all-weather capability, increased speed and range and industry-leading dispatch availability to the mission. Bristow's S-92 aircraft are outfitted with advanced technologies, including mission management, night vision and increased on-board medical capabilities. The S-92 aircraft is the first in Europe to be certified for night vision goggles (NVG) and have the first "glass cockpit" to be certified NVG compatible. The UK SAR contract will be fully active by year-end 2015 and will replace the entire Royal Navy and Royal Air Force Sea King SAR fleets.

"From its conception, the S-92 helicopter was envisioned as a multi-mission helicopter. Its large stand-up cabin, wide cabin doorway, and expanded cockpit



▲ UK Gap SAR ship No. 4 taking off from Southampton, U.K. docks after arrival via ocean Ro-Ro ship.

visibility make it outstanding for search and rescue operations. The S-92 now serves in this role around the world, and the selection of the platform for the UK, especially after having the exposure to it on the earlier Interim SAR missions, is gratifying to all Sikorsky employees," said Carey Bond, President of Sikorsky Global Helicopters. "Bristow Norway was one of the very first to put its confidence in the S-92 for the demanding North Sea service. Since that time, many other international operators have followed in this decision, and Bristow has itself kept ahead of the pack, now operating the largest S-92 fleet in the world." ☺

## Another 'Impossible Dream' Achieved in AHS Human Powered Helicopter Challenge

STRATFORD, Conn – AeroVelo has won the 2013 AHS Igor I. Sikorsky Human Powered Helicopter Competition, a feat that brings a Sikorsky-sponsored prize of \$250,000.

The team, comprised largely of students at the University of Toronto, beat the 33-year old challenge last month, flying its "Atlas" above 3 meters (9.8 feet) and hovering for approximately 64 seconds.

"When Sikorsky increased the prize to a quarter-million dollars in May 2009, many people were skeptical and felt the challenge was impossible," said Mark Miller, Vice President, Research and Engineering for Sikorsky. "And that is exactly why we raised the stakes – to encourage creative thinkers to prove that what is considered impossible is often proven to be possible. That has been the philosophy of Sikorsky Aircraft since the founding of our company by aviation pioneer Igor Sikorsky 90 years ago. Congratulations to the AeroVelo team!"

AeroVelo's Atlas vehicle is the largest human-powered helicopter to have flown, and the first in Canada, with each of its four rotors measuring nearly 70 feet. The airframe is constructed of very light carbon tube and polymer weighing only 115 lbs, with a highly modified bicycle frame pedaled by the pilot. ☺



▲ Cameron Robertson (left) and Todd Reichert hoist the trophy and accept the mock check from Sikorsky R&E Vice President Mark Miller and AHS International Executive Director Mike Hirschberg after their team, AeroVelo, was recognized as winners of the AHS Igor I. Sikorsky Human Powered Helicopter Competition.

◀ Team AeroVelo conducting a test flight of the Atlas human-powered helicopter.

## National Helicopters of Trinidad Signs Contract for Two S-76D™ Helicopters

National Helicopter Services Ltd of Trinidad & Tobago has signed a contract for two new S-76D™ aircraft. National has been a long-time operator of the S-76® platform, utilizing them for Offshore Oil and other missions in Trinidad. The signing culminated an aggressive year-long campaign by World Wide Sales featuring multiple visits to NHSL, hosting multiple visits by NHSL to Stratford, an event at the Sikorsky booth at Heli-Expo in March marking NHSL's 100,000 legacy S-76 flight hours, and a full-day demo flight of the S-76D helicopter in West Palm Beach, Fla., in May. The purchase will bring the NHSL fleet to a total of 10 S-76 helicopters. ☺

► Seated, from left: Feyaz Karim, Director of Maintenance NHSL; Joshey Mahabir, GM & CEO NHSL, Bob Kokorda, VP Sales & Marketing; Jorge Duran, Regional Executive Latin America. Standing, from left: Umesh Ramaharak, Director Quality NHSL; Ken Pike, SAS/HSI Business Development; David DeGannes, Director of Operations/Chief Pilot NHSL; Adam Schierholz, Regional Sales Manager Mexico, Central America, & Caribbean; Ray Whittaker, SGH Business Office; Jason Durno, Engineering



## Sikorsky Aerospace Services Announces Exclusive Distribution Agreement with Subsidiary of Turkey's Alp Aviation

Submitted by Alicia Hutchins, SAS Communications

Sikorsky Aerospace Services (SAS) has announced the signing of a spare parts distribution agreement with AlpTeknik Havacılık AS, a wholly owned subsidiary of Alp Aviation based in Turkey's capital city of Ankara. The agreement provides for in-country warehousing and distribution of spare parts in support of Turkey's military and government agency rotary and fixed wing operators.

"Our ability to maintain a local inventory of high turnover OEM parts will enhance Turkey's fleet readiness while reducing overall operational expenses," said David Adler, President of Sikorsky Aerospace Services. "As part of the agreement, LifePort – our mission equipment company – will offer its full portfolio of products including armor protection, MEDEVAC and VIP luxury interiors. Our expanding collaboration continues to strengthen SAS' position in the European market."

Sikorsky's longstanding relationship with Turkey started more than 20 years ago with the sale of the first BLACK HAWK helicopters. Today, with a fleet of more than 120 aircraft, Turkey is one of the largest BLACK HAWK operators in the world. An operations base in Ankara and forward stocking location for authorized spare parts will help keep costs market-competitive, expedite deliveries and provide best-in-class service for maximum customer satisfaction.

"Alp Aviation is growing and diversifying in a variety of aerospace sectors. In-country spares inventory coupled with a dedicated, professional team gives us the opportunity to provide long-term contracts and around the clock support to our country's rotary and fixed wing operators," said Tuncer Alpata, chairman of Alp Aviation. "In the future, AlpTeknik will offer additional logistics solutions." ☺



▲ Alp Aviation and Sikorsky announce exclusive distribution agreement. From left: Eric DiNicola – Manager, Market Support for Sikorsky Aerospace Services, Tuncer Alpata – Chairman of Alp Aviation, Mustafa Kemal Erçelik – Alp Aviation CEO, David Adler, – SAS President

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.

## Parting Shot A Work of Art

This S-92® helicopter is in North Sea offshore oil service. One of SGH's newest fleet customers, Norsk entered the market early this year. Norsk is based in Norway and is currently operating aircraft out of Aberdeen, Scotland. ☺



Photo provided courtesy of Norsk Helikopterservice AS, part of the Avincis (formerly Bond) group.

## SIKORSKY COMMERCIAL LINKS

A COMMERCIAL CUSTOMER NEWSLETTER



Marianne V. Heffernan



Joseph Addonizio

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 Joseph Addonizio, Communications Intern, [Joseph.Addonizio@sikorsky.com](mailto:Joseph.Addonizio@sikorsky.com) or Managing Editor Marianne V. Heffernan, Communications Manager, [mheffernan@sikorsky.com](mailto:mheffernan@sikorsky.com).

Sikorsky Commercial Links is copyrighted © 2013, Sikorsky Aircraft Corporation, all rights reserved.

This Page Contains No Technical Data Controlled by the ITAR or EAR-Sikorsky Aircraft Corporation Proprietary



**Sikorsky**  
A United Technologies Company

5631 (07/13)