

Sikorsky Commercial Links



July 2005

Connecting Sikorsky's Commercial Network



Dear Customer,

Current commercial aircraft trends dictate the direction Sikorsky must take to meet the demanding mission needs of our customers. The largest category in our commercial portfolio is the offshore industry. We are

proud that Sikorsky helicopters have become the staple for many offshore operators. The S-92 is a workhorse among our European and North American off-shore oil customers, closing in on 2,000 fleet hours since the first production aircraft was delivered in November 2004. The S-76 continues its market leadership with the recent signing of 35 new S-76 helicopters by Offshore Logistics, the worlds largest provider of transportation services in the oil and gas industries.

Designed, developed and certified to the highest levels of safety, reliability and efficiency, the S-92 continues to lead the industry in performance enhancements. We have reached the next step in the envelope expansion program with the recent completion of Performance Class 2e data. Additionally, reports from the field confirm that the S-92s performance capabilities flying in unfavorable weather and ease of maintenance are best in class.

As we continue to grow our relationships I am pleased to announce the recent signing by Norsk Helikopter in Norway for three new S-92s and the delivery of two new S-76C+ helicopters to the Xunta de Galicia's for search and rescue service in Spain.

The Sikorsky team is here to serve our customers and provide the best product. As our customer, we hope you will continue to provide us with your feedback and comments.

Sincerely,

Steve Estill
Vice President Worldwide Sales

LEADING THE WAY

Sikorsky's S-92 Achieves Performance Class 2e Criteria

Sikorsky's S-92 envelope expansion program is progressing with the recent inclusion of JAR-OPS 3 Performance Class 2e Elevated Helideck performance data into the Rotorcraft Flight Manual (RFM). NPA-OPS 38 to JAR-OPS 3 introduces the concept of Performance Class 2e for offshore helideck operations in a hostile environment. This level of performance provides for zero exposure engine failure accountability in the event of an engine failure at any time during flight, including takeoff and landing, thereby increasing the chances of avoiding a forced water landing.

Sikorsky's fully instrumented S-92 test aircraft performed approximately 250 takeoff and landing maneuvers (with simulated engine failures) to collect the performance data. The data was correlated to Sikorsky's Flight Path Computer Simulation Model to construct RFM performance charts. In June, Part 2 of the S-92 RFM was updated to include PC-2e elevated helideck takeoff and landing procedures. Associated performance charts are included, enabling operators the ability to determine takeoff and landing gross weights as a function of altitude, temperature, headwind, and OEI continued takeoff helideck edge clearance and dropdown (below the helideck).

Currently, most European based twin-engine helicopters operate offshore missions in accordance with JAR-OPS 3, Performance Class 2 performance data. Performance Class 2 accepts a very limited period of exposure during take-off and landing, during which continuation of flight is not assured. The reliability of today's turbine engines makes this situation acceptable under most operating conditions. Performance Class 2 operations with exposure are permitted until 2010. The new Performance Class 2e criteria for the S-92 permits customers to step up to the newer standard well before the 2010 deadline.



IN THE SPOTLIGHT

CHC Helicopter and Sikorsky - Over Forty Years of Operating Experience

CHC Helicopter Corporation and its subsidiaries have been operating Sikorsky helicopters for more than 40 years in various utility and transport operations. In February of this past year, CHC signed for 5 new S-76 helicopters. This order comes as a follow-on to a previous CHC order for 10 new S-76s executed in 2004. Two of the initial aircraft have been placed in India to provide offshore transport services. Other S-76s have entered operations in Africa and southeast Asia.

In the spring of 2004 CHC added to its Sikorsky fleet with the signing for three new S-92s to be used for offshore service in the North Sea. The first S-92 entered revenue service in May under contract with Norsk Hydro, one of Norway's major oil companies. The second S-92, under contract to support Norsk Hydro, will begin revenue flights shortly. CHC also has a contract with Statoil for an S-92 that will be operating out of Kristiansund, Norway later this summer.

On June 30 CHC accepted delivery of the first of the five new S-76 helicopters. CHC Helicopter Corporation is based in Vancouver, British Columbia.



CHC's first S-92 enters revenue service.



Signing ceremony at Heli-Expo 2005 Trade Show for five new S-76 Helicopters.

(L-R) Dave Powell, Sikorsky regional sales executive; Sylvain Allard, president and CEO, CHC Helicopter Corp.; Jeff Pino, Sikorsky sr.vice president, sales/commercial programs; Craig Dobbin, chairman, CHC Helicopter Corp.; Neil Calvert, president, CHC Global Support.

Turkish Prime Minister Receives Warm Welcome From Sikorsky

On a recent trip to the United States to meet with various government and administration officials, including US President Bush, Turkish Prime Minister Recep Tayyip Erdogan and his delegation included a visit to Sikorsky Aircraft Corporation. Sikorsky was the only US company the Prime Minister visited while in the United States. Three S-76 helicopters transported the Prime Minister and his delegation from New York City to the Stratford campus of Sikorsky. Upon arrival the Prime Minister was greeted by Mr. Steve Finger, Sikorsky president. Mr. Finger briefed the Prime Minister on Sikorsky operations in Turkey and worldwide. Mr. Finger then led the Prime Minister and his delegation on a tour of the factory, the highlights of which were when the Prime Minister sat in the pilot's seat of a SEAHAWK and seeing his own S-92 in final assembly.

A group of Sikorsky employees who work on the Turkish programs greeted the Prime Minister and his delegation, cheering and waving Turkish and American flags. The Prime Minister was clearly moved by the warm reception and personally thanked the employees for their hard work.

A memorandum of understanding with the Government of Turkey for 12 new S-70B SEAHAWK helicopters plus an option for 5 additional helicopters was signed during the visit. First deliveries are scheduled to begin in 2008. The S-92 in a VIP configuration will be delivered to Turkey in the fall.



Turkish Prime Minister Recep Tayyip Erdogan (right) stands in the unfinished cabin of his S-92 with Sikorsky president, Steve Finger while visiting the Stratford campus of Sikorsky Aircraft Corporation on June 10, 2005.

FROM THE FIELD

Norsk S-92 Fleet Surpasses 1,000 Flight Hours

Norsk Helikopter achieved an industry milestone June 9 when it became the first S-92 operator in the world to reach 1,000 fleet hours, transporting more than 20,000 passengers to and from North Sea oil fields.

Used for crew change missions from Bergen, Norway, throughout the North Sea, Norsk's two S-92s began revenue service in February and April 2005 respectively. Through June 9, the two S-92s logged 543 and 462 hours, carrying 10,855 and 9,620 passengers, respectively.

"We are generally highly satisfied with the implementation of the two helicopters. The utilization in our daily flight program is high, and we must conclude that our expectations have been reached," said Geir Tynning, Norsk's commercial director.

The robust design, new technology and demonstrated reliability of the S-92 have quickly proven itself ready to meet the demanding needs of Norwegian offshore oil customers. The S-92 is the first in the world certified by the European Aviation Safety Agency/Joint Aviation Authorities to the latest and most rigorous safety standards.



First S-92 Enters into Offshore Oil Service in Canada



Cougar Helicopters Inc., a wholly owned subsidiary of the VIH Aviation Group, took delivery of their first Sikorsky S-92 helicopter this past May. The new S-92 will transport workers and freight to the Terra Nova oil production field offshore St. John's, Newfoundland and Labrador.

As one of the most difficult offshore operating environments in the world, the S-92 will experience weather conditions that can be extremely hostile during the 185 nautical mile journey. To prepare the S-92 for these tough conditions, Cougar, in conjunction with PetroCanada and VIH Aerospace, integrated several aircraft enhancements unique for operating in the harsh weather conditions of offshore Newfoundland.

"The Sikorsky S-92 is a new state-of-the-art helicopter. It represents the latest technology available to service the offshore oil and gas industry, and offers a number of features that significantly enhance passenger comfort and operating efficiency. We know it will serve Cougar and our customers

extremely well. We are very much looking forward to integrating it into our regular service," stated Cougar general manager Rick Burt. In addition to their new S-92, Cougar also flies a fleet of Sikorsky S-61 helicopters.

Petroleum Helicopters, Inc. Receives Delivery of its Fourth S-92 Helicopter

After taking delivery of the first production S-92 last year, Petroleum Helicopters, Inc. (PHI) demonstrated its confidence in the S-92 by ordering additional aircraft and recently accepting delivery of its fourth. In total, PHI will have six S-92 helicopters to perform offshore oil missions in the Gulf of Mexico.

"The addition of these new helicopters will enhance the level of service we provide to our customers who demand a safe, reliable, and efficient product," stated PHI chairman and chief executive officer, Al A. Gonsoulin.



Final preparations are made at the Stratford Campus of Sikorsky Aircraft prior to the delivery of PHI's fourth S-92 helicopter.

RECENT EVENTS

Norsk Signs for Three S-92s to Support New North Sea Contracts



Sikorsky and Norsk celebrated the agreement with a signing ceremony at the Paris Air Show, held in June.

To fulfill the recent award of two new offshore oil contracts in the North Sea, Norsk Helikopter signed for three new S-92s in June. Two of the new aircraft will provide offshore services to ConocoPhillips, transporting passengers between Sola and the Ekofisk oil platform located in the North Sea about 320 kilometers (200 miles) equidistant miles from Norway, Great Britain and Germany.

The third new S-92 will support joint operations of BP and Talisman for all offshore transportation services between Sola and the Valhall, Ula, Gyda and Petrojarl Varg oil fields.

"It is a pleasure to offer new Sikorsky S-92 helicopters to the many passengers of ConocoPhillips, BP, and Talisman, with Sikorsky S-92 representing the new generation of helicopters with modern comfort, long range and increased safety," said Geir Tynning, commercial director for Norsk.

With the three additional aircraft, Norsk will have five S-92s in the company fleet, all operating out of Norway. Deliveries are scheduled for 2006.

Xunta de Galicia's Search & Rescue Service Purchase 2 S-76C+ Helicopters

In a ceremony at Sikorsky, the Fisheries and Maritime Affairs Department of Xunta de Galicia in Spain celebrated the purchase of two S-76C+ helicopters. Representatives included Mr. E.C. Lopez Veiga, Minister of Fisheries and Maritime Affairs Department, and Mr. Fernando Novoa, the technical director of Xunta's search and rescue service. Steve Estill, vice president worldwide sales and Bud Grebey, vice president communications and marketing were on hand representing Sikorsky.



Previously leasing its helicopter to perform search and rescue missions off northwest Spain, the S-76C+ provides the Xunta with the first helicopter of its own. The S-76C+ was chosen among several competitors due to its superior technical and economic merits and close compatibility with Xunta's mission requirements.

The Xunta took delivery of its first S-76C+ in June joining the other S-76 customers including the Spanish Air Force, which flies eight S-76C helicopters. In total close to 600 Sikorsky S-76 helicopters are currently operating in 44 countries by 192 operators, accumulating over three and a half million flight hours.

Offshore Logistics, Inc. Signs for 35 S-76s and Options for 24 More

Offshore Logistics, Inc., (OLOG) announced in June that it will purchase 35 new Sikorsky S-76 helicopters and options for an additional 24, making it one of the largest single civil helicopter orders in Sikorsky's history.

As the world's largest provider of helicopter transportation services to the oil and gas industry, OLOG decided to extend its contract with Sikorsky as part of an ongoing initiative to support company growth objectives and meet the demands of its global customers.

The first aircraft is set for delivery in late 2005. Another twenty deliveries are scheduled for 2006 and 2007 and the balance between 2008 and 2012. This order is in addition to the previously announced purchase for 12 new S-76s in 2003.



Sikorsky president Steve Finger (left) shakes hands with Bill Chiles, CEO for Offshore Logistics, Inc., during a signing ceremony at the Paris Air Show in June.

MARKET FACTS

Efficiency By Design

Performing Offshore oil operations frequently entails flying in unfavorable weather conditions day in and day out, especially in the North Sea. This type of mission is demanding on the flight crew, leaving pilots with the need for a helicopter with superior performance capabilities.



A recent report from a pilot operating in the North Sea attested to the S-92's performance capabilities while flying in heavy fog and rain. "The S-92 is the best aircraft I have ever flown. It performed flawlessly

yesterday when we had to make 3 missed approaches and then depart from our alternate airport because of heavy fog. We were able to complete our mission and still have over 1000 lbs of fuel in the tanks when we landed. This is a great machine!" (Norsk Pilot report, June 9, 2005)

From a maintenance perspective, the design of the S-92 is autonomous in the field for ease of maintenance. 250, and 500 hour inspections have been performed in the field and were carried out without any noted discrepancies. Reports indicate that the inspections took a total of 5 men and 100 man-hours to complete, approximately 2 days less than the industry standard.

Make This Your Newsletter

We are eager to hear your comments and concerns. If you have any suggestions for topics that you want us to discuss or would like to share your field's best practices with our commercial network, please contact Laura Morris at lmorris@sikorsky.com.

The Sikorsky Commercial Links is a newsletter produced exclusively for our commercial customers, to keep you informed of events, products and support services information .

VOICE OF THE CUSTOMER

Sikorsky's S-92 Comes Out on Top

Today, the helicopter has become a "must" in the civil sector due to its multi-mission capabilities. Increasing activity and longer journeys are being recognized by many operators, forcing them to take an in-depth look at their transportation requirements for moving people greater distances in a safe reliable capacity.

With the design of new technologies offering improved safety features, advanced performance capabilities, and greater passenger capacities while reducing the pilots overall workload, many helicopter manufacturers are exceeding customers' increasing demands.

BHP Billiton, operating in the Gulf of Mexico, recently reviewed the helicopters available in today's market and compared them to the transportation requirements of its offshore operations. By BHP standards the Sikorsky S-92 and S-76 came out on top.

Both the S-92 and the S-76C+ meet BHP Billiton's Aviation standard operation requirements for offshore operations. This includes the S-92's 19 passenger capacity, and the S-76's 12 passenger capacity, upper torso restraints for all passenger seats, an emergency locator transmitter that can be deployed externally, externally mounted life rafts, push-out windows at all emergency exits on the S-92, internal emergency lighting systems, enhanced warning systems, and a health and usage monitoring system that pro-actively detects critical performance malfunctions prior to failure. In addition, the cockpit is designed with up-to-date digital displays that improve crew efficiency and reduce pilot workload.



Joe Gross, BHP Billiton's aviation advisor for the America's noted, "Our whole environment is changing as we move into deeper and deeper waters further offshore. The Sikorsky S-76 and S-92 aircraft are a substantial leap forward to new, higher, safer, and more secure standards for operating in the Gulf of Mexico."

Earlier this year BHP Billiton awarded its helicopter services to Petroleum Helicopters, Inc., operating in the Gulf of Mexico.