

FEB2011

S I K O R S K Y

# COMMERCIAL LINKS

A COMMERCIAL CUSTOMER NEWSLETTER

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## MISSION READY

### HELI MALONGO

## Accepts Three S-76C++™ Helicopters

COATESVILLE, PA. – Heli Malongo recently took delivery of three S-76C++ search and rescue/emergency medical service helicopters which will establish a Search and Rescue (SAR) service in Angola to support the country’s growing oil industry.

It will be the first SAR operation to serve Angola. Heli Malongo, an offshore oil operator based in Angola, is serving the local oil companies in the region.

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Demonstrating the S-76D™ Helicopter

S-92® helicopter tapped for tactical missions

Sikorsky Aircraft and Heli Malongo representatives conducted a signing ceremony on January 20 to formally deliver the aircraft. Pascal De Lussac, advisor, Heli Malongo, and Jesse Davis, program manager, Sikorsky Global Helicopters, offered remarks.

“The primary mission of these aircraft will be to seek and save lives in Angola,” Davis said. “We are proud to partner with Heli Malongo to share in this important mission.”

At the completion of the ceremony, Davis presented Capt. Antonio Junior, director, Sonair, and Januario Sambo, maintenance director, Heli Malongo, with framed aircraft photographs.

Also in attendance for the ceremony were Alfonso Joaquim, safety manager, Sonair, Alvaro Antonio Castro, inspector, INAVIC and Kelvin Kolzsan, engineer, Heli Malongo.

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#### *A Message to Our Customers*

**Sikorsky is focused on:**

- › Safety
- › Reliability
- › Innovation

**Sikorsky Innovations**



## Reliability

### Heli Malongo *Continued from cover*

“Heli Malongo was in need of a highly equipped Search and Rescue aircraft with a responsive support system that would enable them to perform even through the most demanding missions,” Davis said. “Sikorsky helicopters have a solid record of flying search and rescue missions around the world. The S-76C++™ helicopter delivers speed, agility, and responsiveness, and are mission ready. We look forward to the success of these aircraft as they demonstrate their proven abilities in Angola.”

The S-76® helicopter maintains a strong position in the market and is flown by some of the world’s largest helicopter offshore operators – the Bristow Group, CHC, PHI and Era. It is also popular with corporate and VIP operators where it remains the premier choice in this segment. Sikorsky delivered 34 S-76 aircraft in 2009. The 800th S-76 aircraft was recently delivered and the S-76 fleet has accumulated more than 5.6M flight hours to date. ☺



▲ Celebrating the deliveries, from left: Alfonso Joaquim, safety manager, Sonair; Pascal De Lussac, advisor, Heli Malongo; Capt. Antonio Junior, director, Sonair; Jesse J. Davis, program manager, SGH; Januario Sambo, maintenance director, Heli Malongo; Alvaro Antonio Castro, inspector, INAVIC; Kelvin Kolzsan, engineer, Heli Malongo. Not pictured, Michael Akertund, pilot, Heli Malongo/Norlandsflyg.



## Sikorsky Delivers Its First Two S-92® Helicopters for Utility Operations in Afghanistan

COATESVILLE, PA. – Sikorsky Aircraft Corp., a subsidiary of United Technologies Corp., has delivered two S-92 helicopters to airlift services provider AAR CORP., for operations in Afghanistan. AAR will perform passenger and cargo lift missions on behalf of the United States Transportation Command (USTRANSCOM), a government agency that provides transportation for the Department of Defense.

Both aircraft are certified by the Federal Aviation Administration (FAA) to simultaneously carry both passengers and cargo in the same cabin space.

The S-92 helicopter is the most advanced aircraft in Sikorsky’s civil product line, certified to the most stringent safety requirements of the Federal Aviation Administration (FAA) and the European Aviation Safety Agency (EASA). It was initially introduced for commercial use but has grown in its functionality to perform a variety of missions. Today it is flown for offshore oil transport, head of state/VIP, commercial airline, utility/troop transport and search and rescue.

“Deployment to Afghanistan is a tremendous opportunity for AAR and the U.S. Government to see what the multi-mission S-92 aircraft is capable of in some very challenging flight conditions at high altitude,” said Ed Beyer, vice president for Sikorsky Global Helicopters.

The FAA certified an easily configurable interior with variable seating while carrying up to three cargo pallets secured to rings in the seat tracks and cabin walls to assure crashworthiness. For each pallet, Sikorsky developed a special

fire containment cover to contain and suffocate flames, and added smoke detectors. To separate the passengers from cargo, Sikorsky designed a fabric partition, and added a fire extinguisher and Protective Breathing Equipment for passengers and crew.

“We evaluated a number of alternatives before concluding that the Sikorsky S-92 helicopter was the best choice to meet the arduous demands of supporting tactical lift missions in remote and extremely harsh environments,” said Jeff Schloesser, president of AAR’s Airlift Group.

Sikorsky has delivered 129 S-92 helicopters since September 2004 to commercial customers in the oil and gas industry, search and rescue, VIP transport and utility sectors. During those six years, the worldwide S-92 aircraft fleet has accumulated 285,000 flight hours, a record for a commercial fleet of Sikorsky helicopters in a similar timeframe. ☺



▲ The standard S-92 aircraft includes a spacious cockpit with excellent exterior visibility, a stand-up cabin for up to 19 passengers, modern avionics with large NVG-compatible displays, a crashworthy fuel system separated from the passenger compartment, and a rear ramp for loading passengers or cargo.



## › Innovation

# The S-76D™ Helicopter: Power and Performance!

Submitted by David Franc, S-76® Marketing Manager

WEST PALM BEACH, FLA. – Two Sikorsky leaders took flight on Jan. 12 in the new S-76D™ helicopter at Sikorsky's Development Flight Center (DFC) to get direct experience on the aircraft's capabilities and performance.

While attending the annual Sikorsky Worldwide Sales Conference, Sikorsky President Jeffrey Pino and Sikorsky Global Helicopters President Carey Bond both had the opportunity to fly the aircraft. It was an introductory flight for both.

Along with S-76D Chief Test Pilot Greg Barnes, Pino logged 1.0 hours and Bond 0.6 hours. Their flight cards consisted of low airspeed maneuvers, airfield pattern work, maximum performance takeoffs and climbs, forward flight maneuvers out to "velocity not to exceed" (V<sub>NE</sub>), in-flight avionics and Automatic Flight Control System demonstrations, and finished up with a coupled Instrument Landing System approach back to the airfield.

Both executive leaders had complimentary comments on the helicopter's powerful and responsive PW210S engines, the aircraft's positive handling characteristics and ride quality, and the bright THALES avionics displays and intuitive software. The S-76D helicopter development team, including Tim Fox, Jesse Bavaro, Kevin McGrath and Eric Olsen, debriefed with each of them at the conclusion of their respective sorties.

Approximately 70 members of the Sikorsky international sales team viewed the flights from the Gwinn facility at the DFC. The sales representatives and managers were touring the Gwinn facility and static display of Sikorsky

products including the S-70i™, S-300CBI™, CH148 Cyclone, X2 Technology™ demonstrator and Eclipse very light jets, along with the S-76D aircraft.

"The group was most impressed with the very quiet external acoustics of the S-76D helicopter in conducting fly-overs at the field," said Tim Fox, S-76 senior program manager. ☺



▲ Sikorsky President Jeffrey Pino prepares for takeoff.

▲ Carey Bond flew the S-76D helicopter for almost an hour.

## Flight Demonstrations of S-76D™ Helicopter Begin with Saudi Red Crescent Authority (SRCA)

Submitted by Richard Crann, Sikorsky Sales Support

WEST PALM BEACH, FLA. – Sikorsky conducted the first flight demonstration of the S-76D helicopter on Dec. 21, 2010 at the Development Flight Center (DFC), initiating a program intended to provide potential customers an opportunity to observe and experience the newest version of the S-76® helicopter.

The first potential customers to fly the S-76D helicopter were aviation consultants from the Saudi Red Crescent Authority (SRCA), who are evaluating helicopters to support their Emergency Medical Service (EMS) flight operations.

Sikorsky hosted two key members of the SRCA, Capt. Mohamed Al Ghunaim, aviation consultant to the SRCA, and Colonel (ret) Hamdan Al-Zahrani, operations consultant.

S-76D helicopter program Test Pilot Greg Barnes and program office representative Kevin McGrath delivered a presentation on the THALES Top Deck® cockpit and S-76D helicopter performance.

Col. Al-Zahrani and Capt. Al Ghunaim each flew with Barnes. The flights were preceded by an in-depth review of cockpit design. Barnes demonstrated the power of the Pratt and Whitney Canada PW-210S engine at a gross



▲ The SRCA representatives were impressed with the S-76D helicopter during their flight demonstration on Dec. 21, 2010.

weight of nearly 11,000 lbs. Various traffic pattern maneuvers impressed the customer including a Maximum Continuous Power climb on departure.

Both pilots have flown the S-92® helicopter with the Ministry of Interior and both were impressed with the S-76D THALES cockpit.

During the flights, Barnes demonstrated the ease with which the pilot can maintain a level rotor disk while parked and ground taxiing. Both pilots appreciated the ability and quickness to lock the rotor with an engine running while loading and unloading patients.

Additional S-76D flight demonstrations are planned for this year for current and potential customers. ☺



▲ Capt. Mohamed Al Ghunaim at the controls of the S-76D helicopter.

## FINAL BRIEFING

## › Innovation

## New Service Enhances Sikorsky360® Web Portal



Submitted by Alicia Hutchins, Sikorsky Aerospace Services Communications

Sikorsky Aerospace Services (SAS) recently introduced a new ASB/CSN compliance gathering tool to streamline the reporting process for all S-76® and S-92® operators. Customers no longer need to fill out, mail or fax data cards. Just a few clicks on [Sikorsky360.com](http://Sikorsky360.com) allow customers to instantly submit and track aircraft compliance, providing timely and continuous information to the enterprise.

Regardless of geographic location, customers are now able to monitor compliance for their entire fleet. They can search compliance history per aircraft or per ASB/CSN, and this data can be easily exported to an Excel file.

Launched in 2007, Sikorsky360 uses real-time aircraft operation, health and usage, and maintenance environment data to maximize aircraft readiness, material availability and lower direct maintenance costs.

In an effort to yield quicker access to portal information, SAS is working on boosting the portal's download speed. The new speed enhancement is scheduled for implementation by the end of this quarter. For more information, visit [www.Sikorsky360.com](http://www.Sikorsky360.com).

## Trade Show Preview: Heli-Expo 2011

ORLANDO, FLA. – Sikorsky Aircraft Corp. will participate at Heli-Expo 2011 this year with a schedule of events and customer recognition ceremonies at the Sikorsky booth (#2737) in South Hall A of the Orange County Convention Center. This year's show will run from March 6-8. It is sponsored by Helicopter Association International (HAI).

Sikorsky's show theme this year is, "A World of Innovation." On display at the Sikorsky booth will be the X2 Technology™ demonstrator, which set an unofficial helicopter speed record in 2010, an S-76D™ helicopter, one of Sikorsky's three prototype aircraft being developed to produce the latest version of the popular S-76® helicopter, and an S-92® helicopter owned by Sikorsky customer VIH Aviation Group.

Among the special presentations to be delivered will be two events featuring X2 demonstrator Chief Pilot Kevin Bredenbeck, and an update from Sikorsky Innovations Director Chris Van Buiten.

Sikorsky "ambassador" Sergei Sikorsky, son of company founder Igor Sikorsky, will be honored this year by HAI. Sergei Sikorsky will be awarded the distinction of honorary lifetime member of the HAI Board of Directors during HAI's Salute to Excellence dinner. Sergei also will be on hand at the Sikorsky booth during Heli-Expo.



Sergei Sikorsky

## New Look for Archives Web Site

The Sikorsky Aircraft official archives Web site has undergone a redesign to align it with the "look and feel" of Sikorsky branding and offer a fresh look at the pioneering beginnings of the company.

The site provides information on company founder Igor Sikorsky as well as details on the Archives department and how to become a member. For more information, visit the site at <http://www.sikorskyarchives.com>.



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

### Done Deal

Sikorsky Aircraft Corp. and Eclipse Aerospace Inc. on Feb. 2 announced the completion of a minority equity investment by Sikorsky in Eclipse Aerospace. The companies also entered into a Service Level Agreement pursuant to which Sikorsky will provide global supply chain support and certain production restart services.



## SIKORSKY COMMERCIAL LINKS

A COMMERCIAL CUSTOMER NEWSLETTER

*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](mailto:mheffernan@sikorsky.com).

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