

SIKORSKY COMMERCIAL LINKS

A COMMERCIAL CUSTOMER NEWSLETTER

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Sikorsky celebrated the opening of its new forward stocking location in Barra da Tijuca with its Brazil-based representatives from Powerpack

Sikorsky Continues Customer Support Focus with New Parts Supply Site and S-92 Blade Repair Capability

In early June, Sikorsky announced the relocation and expansion of its Brazil-based Forward Stocking Location (FSL) at a ribbon cutting ceremony attended by local operator executives and Sikorsky officials. This strategic move places Sikorsky products closer to operators and further bolsters the company's dedication to maximizing customers' fleet availability.

The new location in Barra da Tijuca houses nearly seven times the amount of stocked inventory than its predecessor in Multiterminais did and positions aircraft parts in close proximity to Brazilian operators including Líder Aviação, Omni Helicopters International and CHC Helicopter.

Because the new FSL is walking distance from the Jacarepaguá airport, turn-around time for receiving parts is anticipated to improve from the current timeframe of 24 hours to under two hours, which will significantly reduce costs for Sikorsky operators.

Sikorsky also announced plans to add S-92 helicopter blade repair capability in Brazil within the coming year. Composite Technology of Brazil (CTB) (a joint venture between Sikorsky-owned CTI and Líder Aviação) has been repairing S-76® rotor blades in Brazil since 1999 and will be expanding its in-country service so blades for S-92 aircraft will not require export for repairs. 🇧🇷



Sikorsky Insight - Now Available via Sikorsky360

Sikorsky encourages operators of S-76 and S-92 helicopters to visit Sikorsky360 to access its newsletter, **"SIKORSKY INSIGHT: Items of Interest for S-76 and S-92 Helicopter Operators."**



The newsletter, which succeeds "NEWS TO USE," shares recent events and information pertinent to servicing, maintaining and operating S-76 and S-92 aircraft. Published on a bi-monthly basis, it will be followed by aircraft webcasts to provide customers with the opportunity to enhance their understanding of various topics. We will continue to send immediate / important notifications via All Operators Letters and All Pilots Letters and encourage readers to comply with those recommendations. 📧

Audrey Brady to Lead Commercial Systems and Services

Sikorsky President Dan Schultz announced the appointment of Audrey Brady as the vice president of Commercial Systems and Services on June 1, succeeding Dana Fiatarone, who transitioned to vice president, Army and Air Force Systems.

With nearly a decade at Sikorsky, Audrey has amassed an impressive resume, holding roles of increasing responsibility including: Director of Sikorsky's S-92 Helicopter Program, Operations Manager in Rotor Systems, Senior Operations Manager and Director in the Connecticut Assembly and Flight Operations for the production of Black Hawk and Naval Hawk aircraft.



Audrey Brady was appointed Sikorsky's Vice President of Commercial Systems and Services on June 1.

Most recently, Audrey served as General Manager of Sikorsky's Coatesville, Pennsylvania operations, where she was responsible for the assembly, production, completion and delivery of Sikorsky commercial helicopters, including the S-92 and S-76 programs.

Audrey began her career with Pratt & Whitney in 1996 as a Design Engineer and progressed quickly within the engineering organization. In 2002, she transferred to Operations where she held the positions of Business Center Manager, Manufacturing Engineering Manager and Commodity Manager within the Supply Chain group.

Audrey is a licensed private helicopter pilot and holds Bachelor of Science degrees in Mathematics and Mechanical Engineering from Trinity College, a Master of Science degree in Mechanical Engineering from Stanford University, and an MBA from Carnegie Mellon. 📧



Transport Canada Certifies Increased Gross Weight Expansion for S-92 Helicopters

Sikorsky recently announced that Transport Canada has certified the Expanded Gross Weight capability for new S-92 helicopters. Adding an additional 1,200 pounds of payload, the maximum take-off weight for the S-92's has significantly increased from 26,500 to 27,700 pounds.

"We are proud to bring this expanded capability to more customers and increase their performance value," said former Vice President of Commercial Systems and Services, Dana Fiatarone. "Particularly in this time of increased S-92 utilization, enhancing our customers' missions with additional payload is in direct response to our

customers' feedback and a clear indication that the S-92 helicopter is the most capable aircraft for off-shore oil worker transportation."

U.S.-based customer Era Group Inc. acquired four of the upgraded GWE S-92 helicopters after the U.S. Federal Aviation Administration (FAA) certified the GWE capability back in 2015. "Our customers are greatly benefitting from the extra payload offered by this S-92 helicopter," said Era Group Inc.'s president and CEO, Chris Bradshaw. "The safety, reliability and performance of the S-92 helicopter make it an optimal platform for those we serve." Era Group Inc. now operates a total of nine Sikorsky aircraft. 📧

CAL FIRE Places Order for FIREHAWK Aircraft

In May, Sikorsky and United Rotorcraft announced that the California Department of Forestry & Fire Protection (CAL FIRE) had placed a Purchase Order for a new Sikorsky S-70 FIREHAWK. The FIREHAWK is built on the legendary Black Hawk military helicopter design and will be configured for aerial firefighting by United Rotorcraft.

Equipped with wide chord rotor blades for increased payload and maneuverability, a 1,000 gallon precision-drop watertank, a medically equipped interior and a digital glass cockpit with advanced flight management systems, the FIREHAWK is uniquely prepared to endure the unrelenting physical stresses demanded of aerial firefighting and utility missions.

"Igor Sikorsky founded our company with the vision of saving lives," said Jeanette Eaton, Sikorsky regional sales executive for the U.S. and Canada. "We are honored to have been selected as the best equipped aircraft to address California's firefighting needs and provide the overall best value."



Rendering of FIREHAWK aircraft painted in CAL FIRE's livery

Up to twelve FIREHAWKS have been approved by the California Assembly and Senate budget subcommittees and will begin to replace CAL FIRE's aging UH-1H fleet over the next five years. Covering an area stretching across 31 million acres, the high performance FIREHAWK helicopters will be CAL FIRE's greatest asset in protecting the property and citizens of California. ☺

ROTORTECH: Australia Recognizes NEST and Hevilift

During this year's biennial Rotortech Conference and Exposition, held on Queensland's Sunshine Coast, Sikorsky Australia presented Hevilift with a Recognition Award for their commitment to the S-76 helicopter. Hevilift, a fixed and rotary wing aviation service company, flew more than 14,000 hours with the S-76, providing a plethora of aviation solutions for a wide variety of mission roles.

Operating throughout Australia, the Pacific and South East Asia, Hevilift utilizes their fleet of seven Sikorsky S-76 helicopters in some of the world's most challenging terrains. Relying upon its comprehensive capabilities and engineering, Hevilift deploys the S-76 in such areas as search and rescue, oil and gas, mining, medical evacuation, construction and aerial firefighting.

"It (the S-76) is a critical part for our operations and one of the key reasons for our success across such a large and diverse region," said Raj Menon, Director of Engineering and Fleet at Hevilift.

With more than 60 years' experience serving the rotary wing community, Sikorsky Australia has the capacity and capability to support the greater Asia Pacific network.

Sikorsky Australia also recognized Northland Emergency Services Trust (NEST) with an award celebrating more than 20 years of using Sikorsky aircraft to provide community service for the people of Northland, New Zealand.

NEST is a charitable trust that provides a dedicated emergency rescue helicopter service for the people of Northland. The Sikorsky S-76A emergency helicopters, used by NEST in lifesaving search and rescue operations, are ideally suited to endure the rugged terrain and changeable weather patterns of the volatile region.

"At Sikorsky Australia, we partner with commercial operators, providing a full range of sustainment services including field service support, maintenance repair and overhaul, training, logistics and design engineering for domestic and deployed operations," said Sikorsky Australia's Key Account Manager, Blair Drinkwater.

NEST continues to be a strong advocate for Sikorsky's S-76 fleet, recently committing to a fleet renewal of upgraded S-76C aircraft. ☺



Sikorsky Australia Key Account Manager Blair Drinkwater presented a recognition award to Hevilift director of Engineering and Fleet Raj Menon.



Blair Drinkwater recognized NEST CEO Peter Turnbull at Rotortech 2018. NEST was recognized for more than 20 years of dedicated community service using Sikorsky products.

Sikorsky Introduces FSR Hangar

Sikorsky is proud to continue advancing our support with the latest and greatest technology. We recently teamed with the Danish company BridgeIT on a five-year industrial cooperation project to develop and deliver software to Sikorsky Field Service Representatives (FSR). BridgeIT and Sikorsky are working together to deliver a modern mobile digital workplace solution to employees to support Sikorsky commercial helicopter customers around the world.

The new Field Service Representative Hangar allows Sikorsky's Commercial FSRs to connect via tablet and phone directly to our Commercial Customer Care Center and submit technical cases into Microsoft Dynamics CRM, expediting communication and responsiveness with Sikorsky's U.S.-based Customer Care Center.



It also provides the FSR with support information utilized to maximize their customer's availability.

"Our collaboration with BridgeIT allows us to develop a solution that streamlines the data exchange with our deployed Commercial Field Service Representatives supporting aircraft throughout the world," said Simon Gharibian, Lockheed Martin Rotary and Mission Systems, director, Global Sustainment Centers of Excellence.

"This toolset allows our reps mobile access to information and reporting capabilities that were previously only available through desktop systems. Now they can provide support and send information back to Sikorsky from the shadow of the aircraft, shortening the time between problem discovery and resolution." ☺

Vertical Survey Results

Sikorsky demonstrated significant improvements across multiple categories during this year's Vertical Magazine Helicopter and Engine Manufacturer's survey. Along with being ranked first among the OEMs for responsiveness of service representatives, Sikorsky is proud to have improved in all thirteen categories of support.

Thank you to all of our customers who participated in this year's survey. ☺

PARTING SHOT

S-92 Helicopter Displayed at CANSEC

An S-92 search and rescue helicopter, operated by long-time Sikorsky customer Cougar Helicopters made its debut at CANSEC, Canada's global defense and security trade show in May. The aircraft completed a total eight-and-a-half hours of flight time over three legs from the company's headquarters in St John's, Newfoundland.

Cougar Helicopters provides offshore passenger transportation for the oil and gas industry, and they also perform search and rescue operations off the coast of St. John's, North America's easternmost city.

Cougar Helicopters is proud to offer proven airborne response time of 20 minutes, round-the-clock; and with more than 1.3 million fleet flight hours of service, and an average fleet availability of nearly 95%, the Sikorsky S-92 is their aircraft of choice. ☺



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 Lockheed Martin's Securities and Exchange Commission filings.

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Sikorsky Commercial Links is a special newsletter exclusively for our commercial 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.

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