

JOURNAL

# ROTOR

THE WORLD OF HELICOPTERS BY EUROCOPTER - NO. 91 - OCTOBER/NOVEMBER/DECEMBER 2011

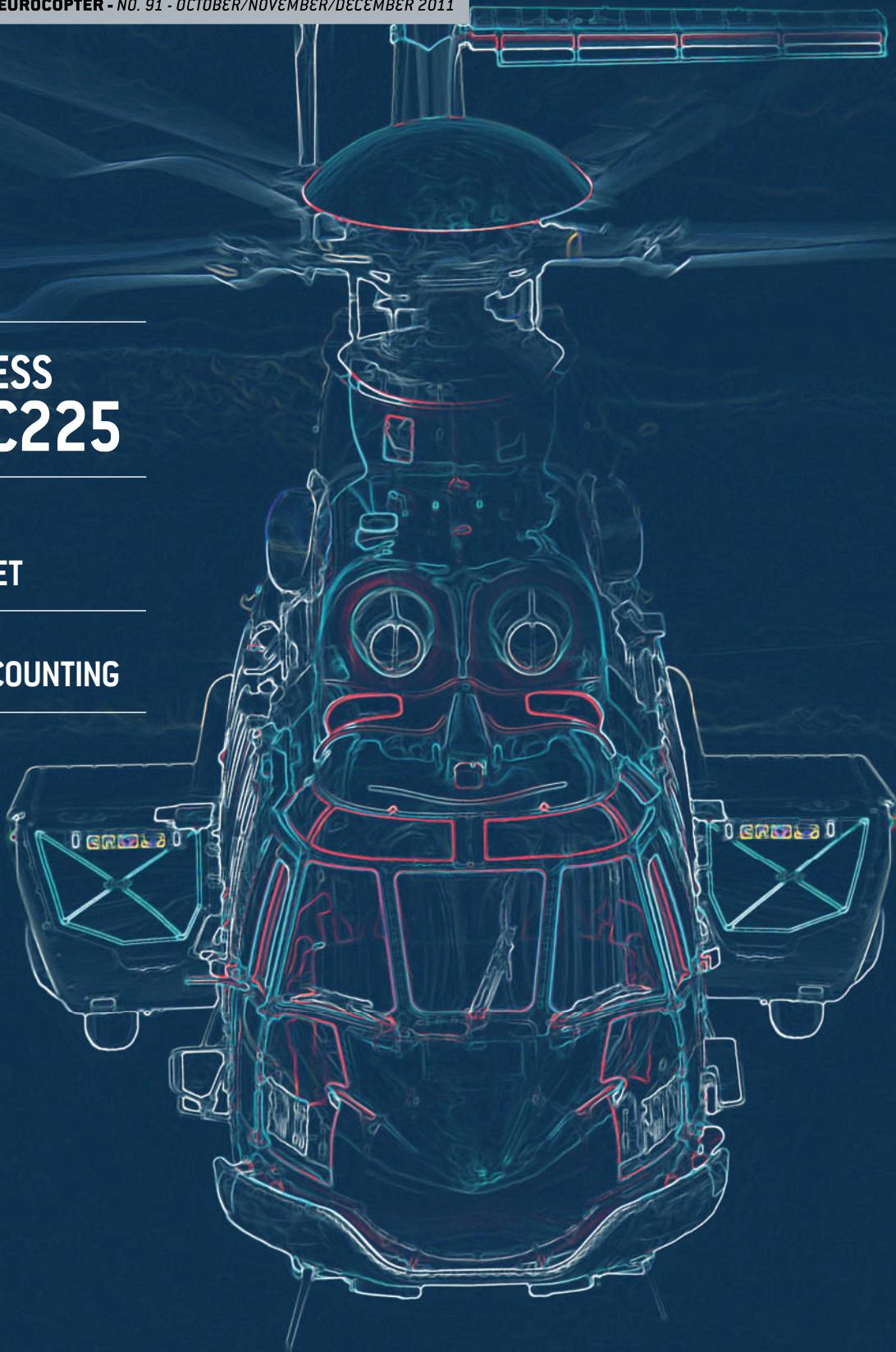
## ANOTHER SUCCESS FOR THE EC225

### FEATURED ARTICLES

MEXICO, ALL EYES  
ON A GROWING MARKET

### DAUPHIN AND EC135

ONE THOUSAND AND COUNTING



Thinking without limits



A helicopter designed to meet every operational challenge.  
Even the future.

Designed in collaboration with our customers to cope with anything from a business trip to the most advanced SAR mission, the EC175 sets a benchmark for decades to come. The largest and quietest cabin. The highest levels of comfort, accessibility and visibility. The lowest fuel cost and CO<sub>2</sub> emissions per seat. The EC175 is first in its class for them all. When you think future-proof, think without limits.

 **EUROCOPTER**

AN EADS COMPANY



## STRENGTHENING OUR LOCAL PRESENCE TO BETTER SERVE YOU

**Reinforcing our proximity to customers remains one of our strategic priorities as we believe we can best support your success by being close to you.** With this in mind, we are continuing to make investments to best meet your needs. In all the countries in which we are based, our goal is to generate more added value locally and to significantly improve your overall satisfaction. With a reinforced international presence, Eurocopter will be in a better position to serve you for all of your activities. Our strategy has become a reality over the years, the latest examples being the ongoing deployment of Full Flight Simulators in Malaysia, Singapore and China or the cooperation agreement we signed with Kazakhstan at the end of June for the production of 45 EC145s

under the auspices of a joint venture with the local manufacturer Kazakhstan Engineering. In addition to the assembly line, the new entity will also provide locally based maintenance and training services. We are also taking steps to strengthen our presence in Brazil, where a new EC725 assembly line is scheduled to go into operation in the very near future. While the first EC725s have already been delivered to Brazil and are now in service with all three branches of the country's armed forces, the remaining helicopters on order will be assembled on the new production line in Brazil. These investments are in line with our strategy of international deployment whose objective is to reinforce our presence in all of the key markets for Eurocopter. The success of your missions is our ambition.

Lutz Bertling, *President and CEO of Eurocopter*

A handwritten signature in black ink that reads "Bertling".

# 10 RETROSPECTIVE

## Paris Air Show: A Commitment to Innovation



© Jérôme Deulin/Eurocopter

With both the EC175 and the X³ performing daily flight demonstrations, Eurocopter made its commitment to innovation known during this year's Paris Air Show at the Le Bourget airport outside of Paris, France. *Rotor Journal* takes a look back at how Eurocopter fared at this year's show.



© Frédéric Lert

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## One Thousand and Counting

Eurocopter delivered the 1,000th Dauphin and the 1,000th EC135 within just a few months of each other. As both these milestones clearly demonstrate, the two helicopters are still very popular members of the Eurocopter family.

# 18 FEATURED ARTICLES

## MEXICO, ALL EYES ON A GROWING MARKET

Business in the Mexican market has been particularly brisk thanks to a combination of factors. Boom times in the oil and gas industry mean ever more helicopters are needed to service the growing number of offshore platforms. Currently, given how close these facilities are to the Mexican coast, demand is being met by light twin-engine aircraft, but things are expected to shift in favor of heavier helicopters over the long term. Another growing market is business aviation, since helicopters are an

ideal way both to escape traffic congestion and to address security concerns. The fierce competition in this sector can also be found in the parapublic market, which is expanding in tandem with the country's economic growth. On the military side, Mexico has demonstrated that its geographical proximity to the United States does not overly affect its independence. This policy has allowed Eurocopter to score several notable victories – and to position itself for the country's future requirements.



© Patrick Penna/Eurocopter

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© Helibras/G. Willigen

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### The EC725 Flying High in the Tropics

The first three Brazilian EC725s, which were delivered in December 2010, have been operating from their respective bases since April 2011. Renamed UH-15 by the

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On June 27, 2011, Eurocopter CEO Lutz Bertling and Bolat Smagulov, president of Kazakhstan Engineering, signed a cooperation contract for the manufacturing in Kazakhstan of the 45 EC145s ordered by the country. On hand for the ceremony were the French Prime Minister François Fillon and his Kazakh counterpart, Karim Massimov.

- **15 Years of Eurocopter in Russia**



© HTM

# 34 OFF THE BEATEN TRACK

### Eurocopter Has the Wind in Its Sails

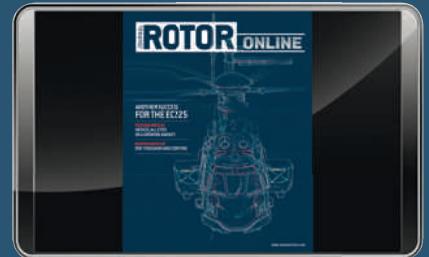
Eurocopter recognized the enormous potential for offshore wind parks many years ago. The Group is now a world leader in this market segment, which should increase by nearly 30% by 2020.

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JOURNAL **ROTOR** ONLINE



Read the full [INTERVIEW](#) with Gorden Wagener, professor honoris causa and head of design at Mercedes-Benz (page 26).



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- The Ecureuil Event (page 10),  
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[WWW.EUROCOPTER.COM](http://WWW.EUROCOPTER.COM)

# AND THE WINNER IS...

Article ERIN CALLENDER Photo PHILIPPE FRAGNOL

ECUREUIL PHOTO CONTEST



As a part of the Ecureuil celebration during this year's Paris Air Show, Eurocopter organized a photo contest inviting its customers with aircraft from the tried and true Ecureuil family to submit their best shots of an Ecureuil in action. Chosen from among 30 finalists, the winning photo was submitted by Chamonix Mont-Blanc Hélicoptères and was taken by Philippe Fragnol, who was on assignment in one of the operator's Ecureuil AS350 B3s. "I was photographing climbers Martial Dumas and Jean-Yves

Fredriksen, who were attempting the first ascent of a difficult and demanding route on the Les Drus mountains in the French Alps," explained Mr. Fragnol. "The pilot, my friend Pascal Brun, pointed out to me the way the shadow of the helicopter hit the mountain, and I found the resulting image quite graphic." Chamonix Mont-Blanc Hélicoptères, which will soon celebrate its 20th anniversary, specializes in high altitude aerial work in the Mont-Blanc mountain range.



## LASD 12th AND FINAL AS350 B2 DELIVERY

During a ceremony at the Delivery Center in Grand Prairie, Texas, American Eurocopter celebrated the delivery of the 12th and final Ecureuil/AStar AS350 B2 to the Los Angeles County Sheriff's Department. This aircraft completes the order for 12 of these single-engine aircraft placed in 2010 as part of the LASD Aero Bureau's fleet replacement program. In their final configuration, these aircraft represent the most technologically advanced fleet of airborne law enforcement AS350 B2s in the world. The AS350 has become a reference for law enforcement missions in the country for its reliability and high performance and it supports mission requirements for multiple federal, state and local agencies.

There are currently more than 200 AS350 B2s in the U.S. airborne law enforcement force. The LASD Aero Bureau is recognized worldwide as a leader in tactical law enforcement



© American Eurocopter

aviation services. It also has a search and rescue program called Air 5, and is currently under contract to upgrade this fleet as well with three AS332 helicopters. ■

## June 16 INAUGURATION OF THE EUROCOPTER GLOBAL LOGISTICS CENTER



© Patrick Penna/Eurocopter

The new Eurocopter Global Logistics Center in Marignane was inaugurated on June 16, marking a major milestone in the Group's global logistics support network. Eurocopter is now in a position to provide its industrial customers with all the logistics services they need.

The Eurocopter Global Logistics Center is a key element in Eurocopter's logistics distribution system, which includes platforms in Donauwörth (Germany), at the Roissy-Charles de Gaulle Airport (France) and in Hong Kong, as well as Customer Service Centers in Hong Kong and Dallas, Texas.

Staffed by some 750 employees and covering an area of 53,500 square meters, the Eurocopter Global Logistics Center houses over 1.5 million spare parts and handles the delivery of more than 300,000 parts a year. ■



© Mikko Maliniemi/FDF

## NH90 in Finland READY FOR ANY CHALLENGE

The NH90s from the Finnish Utti Jaeger Regiment's Helicopter Battalion showed off their impressive capabilities during the Finnish Defense Forces' main field exercise on June 8. Eight NH90 TTH aircraft were used to transport 157 soldiers some 320 km from the Helsinki area to Kauhava, Finland. The operation, accomplished in two rotations, took five hours and logged a total of 40 flight hours for the NH90 fleet. The success of this massive troop airlift exercise demonstrated not only the high performance of the multi-role NH90, but also highlighted the impressive skills of the Finnish Defense Forces' pilots, mechanics and technicians with respect to the planning, execution and maintenance of this aircraft.

## Built-In Flexibility NEW MOBILE MRO UNIT FOR SUPER PUMAS

Eurocopter has recently developed the first prototype of its Mobile Maintenance, Repair and Overhaul (MRO) Unit, introducing a whole new level of flexibility into its MRO solutions.

Whether customers' aircraft are operating from remote locations or their facilities lack proper MRO installations, this fully outfitted portable workshop allows technicians to perform mechanical, electrical and composite repairs on AS332 and EC225 helicopters from virtually anywhere.

The unit is operated using an electric generator-making it entirely autonomous-and even offers air conditioning. Equipped with scaffolding for access to the top of the aircraft, an optional crane can also be provided to remove blades, main rotor hubs, main gear boxes and engines.



© Thierry Rostang/Eurocopter

## Eurocopter Canada DELIVERY OF TWO EC135s TO THE ONTARIO PROVINCIAL POLICE



© Matt Nicholls

At an official ceremony held at the Ontario Provincial Police (OPP) Headquarters, Commissioner Chris Lewis accepted the delivery of two EC135s. The helicopters are based in Orillia and Sudbury and support the OPP's provincial mandate, which includes providing support for specialized teams, surveillance, drug eradication, searches, suspect apprehension pursuits and regional traffic and crime initiatives. The OPP has been flying Eurocopter aircraft since 1991, and approximately 65% of all OPP helicopter missions deal with search and rescue operations. "The multi-role EC135 is an ideal aircraft for police operations," said Guy Joannes, President and CEO of ECL. ECL is the market leader in Canada amongst law enforcement agencies with a market share of more than 80%. Prestigious customers include the Royal Canadian Mounted Police, who currently operate an exclusively Eurocopter fleet of 10 helicopters.

## PARIS AIR SHOW 2011

Article  
ERIN CALLENDER

With both the EC175 and the X<sup>3</sup> performing daily flight demonstrations, Eurocopter made its commitment to innovation known during this year's Paris Air Show at the Le Bourget airport outside of Paris, France. *Rotor Journal* takes a look back at how Eurocopter fared at this year's show.

# A COMMITMENT TO INNOVATION

## Events

**On June 23, Eurocopter celebrated the Ecureuil family,** which has been in the skies for more than 40 years now. The event brought together more than 1,000 invited guests, including Ecureuil operators from across the globe, suppliers and program managers, among others.



WATCH A VIDEO  
FROM THE EVENT  
ON ROTOR ONLINE  
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© Patrick Penna/Eurocopter



© Patrick Penna/Eurocopter

**An official ceremony announced the creation of KAI-EC Helicopter,** co-a joint venture between Eurocopter and KAI<sup>(1)</sup> for the commercialization of the Surion helicopter. Eurocopter President & CEO Lutz Bertling, KAI President & CEO Hong-Kyung Kim and KAI-EC co-CEOs Manfred Wenninger and Yeun Seuk Jeung were in attendance.

(1) Korea Aerospace Industries

**X<sup>3</sup>**

**The X<sup>3</sup>, Eurocopter's helicopter-plane hybrid demonstrator** made its first public appearance at this year's show. Never-before seen maneuvers coupled with the unique combination of hover and turn capabilities and climb performance, fast cruise speeds and maneuverability made for quite a flight display and showcased the solid performance of one of Eurocopter's latest innovations.

**Signatures & Deliveries**

**Norwegian operator Blueway** signed for a fourth additional EC225, completing its initial order for three EC225s signed this spring.



**Air Methods, the world's largest air medical transportation provider**, placed an order for four AS350 B3s to expand its current fleet that includes some 335 Eurocopter helicopters (see article, page 31).

**Helimarte Táxi Aéreo** signed for an additional AS350 B2, bringing the company's total Ecureuil fleet to seven aircraft. Based in São Paulo, Brazil, Helimarte has offered transportation, tourism and aerial news coverage services for 12 years now.

**Eurocopter Malaysia** secured a 2.3 million Euro contract with Hornbill Skyways for the upgrade and retrofit of its EC135 fleet of five helicopters, including the transformation of two EC135 P2s to P2es plus the installation of inlet barrier filters (IBF) and the upgrade of the high frequency system for all five machines. This is the first time such a retrofit will be performed in a Eurocopter subsidiary in Asia.

**Aerotree Defense & Services** issued a letter of intent for the purchase

of three EC135s to be used for training and light utility missions in Malaysia and the region. Deliveries are to begin in the first quarter of next year.

**The French Gendarmerie** ordered three additional EC135s, which are primarily used for police and medical evacuation operations. This agreement also includes an extension of the service contract with Eurocopter for these helicopters. The EC135s will eventually replace the police force's single-engine Ecureuil fleet, in service since 1980.

**Eurocopter and the German Federal Ministry of Defense** signed a contract to upgrade 12 German Armed Forces NH90 TTH<sup>(1)</sup> for quick-change, intensive-care medical transportation in forward air

evacuation operations. This agreement includes the delivery of Forward Air MedEvac Kits (FwdAirMedEvac) for the upgrade, which will enable military forces to perform evacuation missions by helicopter over any terrain, day or night, in all weather and visual flight conditions. Germany should be able to deploy this capability in July 2012.

(1) Tactical Transport Helicopter



## Signatures & Deliveries



© Anthony Pecchi

### On June 23, Eurocopter in Germany and SDV

signed the Save Program charter, jointly committing to the voluntary reduction of CO<sub>2</sub> emissions linked to industrial flow and the transportation of helicopters and spare parts. The two companies have set a reduction target of 20% over the next three years. SDV, a Bolloré Logistics company, is a global leader in supply chain management.

### Eurocopter celebrated the delivery of the tenth and final AS350 B3 Ecureuil/Astar

to Angola's National Police Force's Helicopter Unit, completing a contract signed in 2009. With this fleet, the Angola National Police Force is now positioned as one of the best-equipped law enforcement agencies in Africa.



© Patrick Penna/Eurocopter

## Visits

**French President Nicolas Sarkozy** paid a visit to EADS and Eurocopter. Other notable French political figures stopped by as well, including Prime Minister François Fillon, First Secretary of the French Socialist Party Martine Aubry, Minister of Defense and Veterans Affairs Gérard Longuet and IMF Director Christine Lagarde.



© Patrick Penna/Eurocopter

# THE COUGAR'S TURN FOR INTERMEDIATE INSPECTIONS

## HELIBRAS

Helibras, Eurocopter's subsidiary in Brazil, has signed an important agreement with the Brazilian Army to carry out intermediate inspections<sup>(1)</sup> of all its Ecureuil/Fennec and Panther aircraft and for the first time, also the Cougar helicopters, which were previously inspected by the Army itself.

This contract, worth six million reais (roughly three million dollars), was signed in December 2010 for the intermediate visits of the Ecureuil, Fennec and Panther aircraft of the Brazilian Army for one year. This contract was recently renewed for another five years with an extension to cover the entire fleet of Eurocopter helicopters (including the Cougar) in the Brazilian Army. In 2012, Helibras will perform the major and intermediate inspections for a minimum of 13 Brazilian

Article  
**BELÉN MORANT**

Army aircraft, so they will be available to provide support for important events such as Rio+20<sup>(2)</sup>, the 2013 FIFA Confederations Cup and the 2014 FIFA World Cup.

"The confidence the Army has placed in Helibras enables us to continue to expand our range of services and is testimony to our skills and know-how," explains Amanda Torres, head of Army relations at Helibras. "Helibras is also equipped with all the human and material resources, including highly qualified technicians and modern tools, required to fully meet its customers' needs."



(1) Intermediate or AT inspections are carried out according to a schedule (every 18 or 24 months depending on the helicopter) or based on the number of flight hours completed (500 or 600 hours depending on the helicopter).

(2) UN Conference on Sustainable Development



## PBH CONTRACT FOR 90,000 FLIGHT HOURS

## ÖAMTC

The fleet of 27 EC135s operated by the air rescue unit of the Austrian Motorist and Touring Club (ÖAMTC<sup>(1)</sup>) is one of the largest of its kind in the world. On July 21, the longtime customer signed a 10-year PBH<sup>(2)</sup> contract with Eurocopter at the company's air rescue station in Vienna, Austria.

The ÖAMTC and Eurocopter have been working together for 14 years now, and the new contract is just the latest chapter in their successful cooperation. The ÖAMTC fleet logs some 9,000 flight hours each year, and has demonstrated excellent availability rates and high performance levels. "The goal of the

Article  
**REGINA LANGE**

new contractual framework is to harmonize all the previous agreements while taking into account the customer's specific needs in terms of spare parts and logistics," explained Oliver Prestel, key accounts manager for Central Europe. The new contract guarantees rapid and reliable parts deliveries for the next ten years.

(1) The air rescue unit of the Austrian Motorist and Touring Club (ÖAMTC) groups together the Christophorus air rescue association (CFV, Christophorus Flugverein) and the helicopter transport company Helikopter Air Transport GmbH (Hellair), a subsidiary of ÖAMTC responsible for helicopter maintenance and operations.

(2) Parts-By-the-Hour

## DAUPHIN AND EC135

Article  
BELÉN MORANT  
AND REGINA LANGE

Eurocopter delivered the 1,000th Dauphin and the 1,000th EC135 within just a few months of each other. As both these milestones clearly demonstrate, the two helicopters are still very popular members of the Eurocopter family.

## ONE THOUSAND AND COUNTING



The 1,000th Dauphin was delivered to the Indian operator Pawan Hans on April 19, 2011.  
© Eric Rizzi/Eurocopter



The 1,000th EC135 was delivered to the air rescue services of the ADAC on July 20, 2011.  
© Charles Abarr/Eurocopter

### DELIVERY OF THE 1,000th DAUPHIN

On April 19 in Marignane, Eurocopter delivered the 1,000th Dauphin, an AS365 N3, to the Indian operator Pawan Hans, whose representatives made the trip to France for the event. With a fleet of 35 Dauphins, Pawan Hans is already the helicopter's number one civil operator in the world. These figures provide further proof not only of the Dauphin family's longevity, but also of its tremendous popularity around the globe.

The Dauphin family now comprises the twin-engine AS365 N3+ (and soon the AS365 N3e, which offers even higher performance levels and is slated for certification by the end of 2013), representing 86% of deliveries, and the EC155 B1, which makes up 14% of the 1,000 Dauphins already manufactured. Since the program was first launched back in the 1970s, the Dauphin family has gained the confidence of large organizations and operators throughout the world, totaling more than 5,100,000 flight hours and boasting

a very low accident rate. The number one Dauphin operator is none other than the U.S. Coast Guard, which operates a fleet of 101 Dauphins.

Used mainly for public service missions and in the oil & gas sector, the Dauphin family has also made a name for itself in private & business aviation and (to a lesser degree) in long-distance air ambulance missions. In geographical terms, Asia is where the Dauphin is most prevalent, being home to 33% of the world's Dauphins manufactured so far. The remaining helicopters are spread as follows: Europe (29%), North America (17%), South America (10%), Africa (9%) and Oceania (2%).

### DELIVERY OF THE 1,000th EC135

Fifteen years after series production first began on the helicopter, Eurocopter CEO Lutz Bertling handed over the keys for the 1,000th EC135 to the air rescue services of the ADAC, Germany's largest automobile club, at a ceremony in Donauwörth on July 20.

The ADAC has been a faithful Eurocopter customer for 40 years. With this new acquisition, the operator now boasts a fleet of 51 aircraft, including BK117s, EC135s and EC145s. The helicopters fly rescue missions out of 34 heliports throughout Germany and have logged a total of 550,000 flight hours to date.

The EC135 has been a leader in the twin-engine light helicopter market ever since it was first introduced and is now flown by 220 customers in 50 countries. The keys to the helicopter's success are many: high availability rates, reduced maintenance and operating costs, extremely low sound levels and the increased safety offered by its Fenestron® shrouded tail rotor. The wide range of missions performed by the EC135 is just as impressive: emergency medical, law enforcement, private & business aviation, advanced military training, wind farm surveillance and services to offshore platforms.



### AS SEEN BY

**SANJIV BAHL,**  
EXECUTIVE DIRECTOR  
OF PAWAN HANS.

"This 1,000th Dauphin is a symbol of a consistent endeavour for safety, reliability and excellent operating performance at economical costs. It demonstrates Eurocopter's commitment to timely product support for all its customers worldwide."

**PETER MEYER,**  
PRESIDENT OF ADAC.

"The EC135 has made air rescue work in Germany more respectful of the environment, quieter, and less costly. We also have complete confidence in its technical characteristics. This helicopter has enabled us to set up a cutting-edge air rescue network in Germany that has become the reference worldwide."



**WATCH A VIDEO HIGHLIGHTING  
THE DAUPHIN FAMILY  
ON ROTOR ONLINE**  
[WWW.EUROCOPTER.COM](http://WWW.EUROCOPTER.COM)



**WATCH A VIDEO HIGHLIGHTING  
THE EC135  
ON ROTOR ONLINE**  
[WWW.EUROCOPTER.COM](http://WWW.EUROCOPTER.COM)

# BRISTOW TEST PILOT TRIES OUT THE EC175

Article  
**BELÉN MORANT**

Last March, the veteran pilot and Global Flight & SAR Standards Manager at Bristow Helicopters, Mark Prior, put the EC175 to the test during a flight in Marignane, France. He spoke to *Rotor Journal* about his first impressions.

## What are your impressions of flying the EC175?

**Mark Prior:** I enjoyed my flight in the EC175. Although still at the development stage, it showed great promise for the future and I look forward to seeing further developments for the oil and gas market. The large cockpit is a welcome improvement for pilots wearing survival suits and provided a comfortable working environment. The field of view during all phases of flight was outstanding and will be appreciated by all pilots landing offshore with limited visual cues. The handling qualities were excellent and will undoubtedly result in reducing pilot workload and fatigue during demanding offshore operations.

## How you feel about the performance of the avionics in terms of display, HMI<sup>(1)</sup> and functionality?

**M.P.:** The avionics, in particular the autopilot and displays, are intuitive to a pilot familiar with Eurocopter products. Although I only flew a development aircraft, I was impressed with the overall avionic architecture and felt instantly at home flying the aircraft.

## What are your impressions concerning the comfort of the EC175?

**M.P.:** I was involved in the CAT<sup>(2)</sup> meetings from the start and so have seen the cabin and cabin layout developed over the years. The final layout provides a light and airy cabin

that optimizes the available space, providing more passenger legroom than equivalent types. The new air conditioning system as standard is welcome as many of our passengers become hot due to their survival equipment and/or the local climate. ■

(1) Human Machine Interface

(2) Customer Advisory Teams



## FOCUS ON

### Bristow receives the 100th EC225

On July 12, 2011, Eurocopter delivered the 100th EC225 to Bristow at the Marignane plant in the presence of the company's Senior Vice President, Mark Duncan and Eurocopter President and CEO Lutz Bertling. Bristow was a launch partner for the oil and gas version of the EC225 in 2005 and currently has 18 of these helicopters in its fleet based in the United Kingdom, Norway, Malaysia and Australia. Bristow has logged more than 50,000 flight hours with the EC225, one third of the total flight hours for this aircraft all over the world.



© Eric Raz/Eurocopter



“The EC175 is a new design and so incorporates the latest safety features specified by our oil and gas clients. We continue to evaluate with Eurocopter the markets where the EC175 could be suitable against other aircraft types.”

Senior Vice President of Bristow Mark Duncan.

# 18 FEATURED ARTICLES



MEXICO

## ALL EYES ON A GROWING MARKET

P.20

**EUROCOPTER  
DE MÉXICO**

P.21

**THE FAVORITE  
OF OPERATORS**



Article  
**ALEXANDRE MARCHAND**

Photo  
**FRÉDÉRIC LERT**

Business in the Mexican market has been particularly thriving thanks to a combination of factors. Boom times in the oil and gas industry mean ever more helicopters are needed to service the growing number of offshore platforms. Currently, given how close these facilities are to the Mexican coast, demand is being met by light twin-engine aircraft, but things are expected to shift in favor of heavier helicopters over the long term. Another growing market is business aviation, since helicopters are an ideal way both to escape traffic congestion and to address security concerns. The fierce competition in this sector can also be found in the parapublic market, which is expanding in tandem with the country's economic growth. On the military side, Mexico has demonstrated that its geographical proximity to the United States does not overly affect its independence. This policy has allowed Eurocopter to score several notable victories – and to position itself for the country's future requirements. ■

# 20 FEATURED ARTICLES



Eurocopter de México will celebrate its 30th anniversary in 2012. This important milestone will be accompanied by change on a whole new scale at the subsidiary.

## EUROCOPTER DE MÉXICO

Article  
**ALEXANDRE MARCHAND**

Photo  
**FRÉDÉRIC LERT**

One of the main reasons Eurocopter has enjoyed such success in Mexico is its strong local presence. The Group's subsidiary, Eurocopter de México S.A. (EMSA), first set up shop at the Mexico City International Airport 30 years ago. EMSA covers more than just the Mexican market. It also meets the needs of 24 other countries in the region (Central America, the Caribbean and the Northern countries of South America).

"It's essential for us to be a local player here in Mexico so that we can continue to provide our customers with neighborhood services and further develop our activities," said Serge Durand, the subsidiary's CEO. EMSA had another excellent year in 2010, selling 36 helicopters. This figure represents 57% of all new helicopter sales in the country. "In 2009 we sold twice as many helicopters as in 2008, and then in 2010 we accomplished the same feat, with double the sales of the year before. It takes a lot of time and hard work to obtain such excellent results, and we have also benefited from close cooperation between the sales forces of Eurocopter, EADS and EMSA." Mr. Durand talked about what lies ahead: "EMSA's business is currently undergoing a major change of scale, as we are implementing a true industrial project. Our current workforce of 200 will quickly be increasing to over 300."

### DEVELOPMENT ON ALL FRONTS

The subsidiary will be focusing on three key areas in the years to come. The first task will be to consolidate its profitable sales strategy as competition in the region gets increasingly stiff. Successful

policies must be accompanied by a new logistics tool, which will be developed together with Eurocopter Global Logistics Center in France, in order to provide full support for the large fleet of EC725/EC225 helicopters entering service in the region. Second, the project to open a new plant in Querétaro will help enlarge EMSA's industrial footprint. "There's a great opportunity to be had in Mexico for further industrial development," said Mr. Durand, "and the production of metal spare parts is an excellent place to start." The third area that EMSA policy will be concentrating on is maintenance and safety. The subsidiary has extensive experience in inspections and repairs for the entire Eurocopter range. EMSA also has a design office with

17 engineers who work on helicopter customization, technical support for the fleet, and new ways to improve fleet safety – including a special training policy and the development of new tools, such as the VISION 1000 onboard camera. Other plans include the opening of a specialized Ecureuil workshop in Querétaro that will provide timely, high-quality maintenance services for the helicopter, which is extremely popular in the region.

"All these new developments will only be possible if we can find more highly skilled and motivated employees who want to remain with us for the long haul," concluded Mr. Durand. "We will be actively recruiting to ensure we do."

FROM THE SIERRA MADRE  
TO THE GULF OF MEXICO

## THE FAVORITE OF OPERATORS

Whether it be VIP transport, geophysical prospecting, the oil & gas industry or law enforcement agencies, Eurocopter products serve a diverse range of operators in Mexico. Read on as *Rotor Journal* takes you on a quick trip from the Sierra Madre to the Gulf of Mexico to meet some of the Group's customers.

Article ALEXANDRE MARCHAND

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### MEXICO DF – KING COBRA ▲

Our guided tour begins in the skies above the famous Teotihuacan pyramids, on board the EC130 operated by the company King Cobra Heli-Taxi de C.V., which provides air taxi services in the region. "My father first started doing helicopter transport work 22 years ago with a Twin Star AS355, and then later with various Dauphin models," said the company's owner Roberto O'Farrill. He has been flying helicopters for 30 years, and is also a sports car, motorcycle and airplane enthusiast. "The EC130 B4 is an amazing machine. It's very comfortable and a real pleasure to fly. It has the power of a twin-engine and is perfectly adapted to the region. I can carry up to seven people without having to worry about fuel problems, and can fly a straight shot from Mexico City to Veracruz in less than 95 minutes with five people on board." The EC130 flown by King

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# 22 FEATURED ARTICLES

... Cobra entered service in April 2010, and is fitted with special equipment such as two GPS units and a TCAS collision avoidance system. It is also quite an eye-catcher with its highly original livery, which has been registered with the IMPI<sup>(1)</sup> and depicts either the sunrise or the sunset, depending on how sunlight strikes it.

## GUADALAJARA – FENIX ▶

The next stop on our journey is the State of Jalisco and its capital, Guadalajara. Located some 400 km west of Mexico City, the town is well known for its cathedral and for having a certain old-world charm with a European flair. The Fenix Group, which is overseen by the local civil security force, has been making spectacular use of its Ecureuils in the region. "We perform all sorts of work: rescue missions in the mountains, river canyons and lakes, and also air ambulance flights," said Doctor Carlos Alberto Campos Salazar, who heads the group. "We have experience flying in the most difficult conditions imaginable." One particular mission that comes to mind is when a Fenix helicopter had to hoist up eight people from a car stuck in a ravine – at night. One day the teams may be helping out on a canyon cliff, while the next they may have to fly to the summit of the state's tallest mountain, 12,000 feet above sea level. The group is very proud of its success. Each year, the teams save some 20 lives and perform about one hundred air ambulance missions with their helicopter, which is equipped with top-notch emergency medical equipment. "We have been flying the Ecureuil since 2005, and have never once regretted our choice," said Dr. Campos Salazar.



tween 5,000 and 9,000 feet above sea level, the Ecureuil AS350 B3 can easily carry four people with a full tank and still provide three full hours of flight endurance. "There's only one thing wrong with the Ecureuil," deadpanned Capt. Barrera Gonzales: "It's not bulletproof." He was making reference to a mission in October 2009, when the Ecureuil was attacked by drug traffickers. A burst of fire from a military weapon struck the helicopter and a bullet was lodged in the rotor, but the B3 completed its mission and got its flight crew home safely.

## MEXICO DF – CONDORES ▼

Next stop Mexico City, where the Condores police helicopter group operates out of its small heliport adjacent to the Mexico City International Airport. The unit is made up of a half-dozen aircraft that patrol and protect the megalopolis's 20 million inhabitants. The Condores have been putting their trust in the Ecureuil for 26 years, and two AS350 B3s now form its vanguard. "We fly day and night over the city," explained Captain Francisco José Tames Gómez, executive director of helicopter operations at the Federal District Public Safety Secretariat. "Our presence acts as a deterrent to criminal activity, but we also carry out many public service missions: we transport organs between hospitals and perform hundreds of emergency medical flights each year – in particular following road accidents."



## JALISCO – ESCUADRÓN AEROTÁCTICO CORSARIO ▲

Other Ecureuils in Jalisco are called on to perform missions of a much less pacific nature. The local police force's Escuadrón Aerotáctico Corsario has only one Ecureuil AS350 B3, but knows how to get the most out of it. One of the helicopter's pilots, Capt. Rogelio Barrera Gonzales, talked about why the unit's Ecureuil is so important: "The B3 gives us the versatility we need. We do air patrols, search for illegal plantations, and even perform Special Ops rappelling on police missions. With the Ecureuil, nothing is impossible!" At altitudes be-





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## FOCUS ON

### Increasing Safety for the Region's Operators

An important priority for Eurocopter de México is to improve safety and reduce the accident rate by 50% over the next five years in its area of influence. To this end, EMSA created a training academy in 2010, and will continue to invest in training tools. "Our training activities will be doubled by 2014," said Serge Durand, CEO of the subsidiary. "One example of our efforts in this area is the ab initio pilot training school we've set up: the Heliscuela. We are also currently working on a "Safety Road Show" for all the countries in Latin America. Our goal is to instill all the companies, operators and maintenance centers with a true "Safety" culture. After one year of work, we have succeeded in lowering the accident rate by 12% in our region."

### CIUDAD DEL CARMEN – PEGASO ▼

The last stop on our tour will be Ciudad del Carmen, on the coast of the Gulf of Mexico. Like many other operators, Pegaso has set up its main base here for serving offshore oil platforms. A good cross-section of the Eurocopter range – from the EC130 to the EC155 – flies in and out of the base throughout the day. "We first began our operations with BO105s and BK117s, and have taken the next logical step and are now flying the EC145," explained José Erosa Zepeda, who is head of operations. "It's a highly profitable machine for us. We already own six of the helicopters, and have just signed for ten more." Pegaso is the market leader in Mexico for aerial work and has also just recently become a certified Eurocopter maintenance center. The operator is now making the necessary preparations to fly missions even further out into the Gulf to meet the growing demands of oil & gas customers for long-range missions. "We use the EC155 because it offers high speed and excellent flight endurance. As a result, we can fly more rotations and thereby lower our mission costs. We are planning on acquiring a second EC155, and maybe a bit further down the road an EC175."

(1) The Mexican Institute of Industrial Property

### CHIHUAHUA – SGM ▲

Let's leave the busy streets of Mexico City behind and head north to the city of Chihuahua, in the foothills of the Sierra Madre Occidental. The region looks much like a barren desert from the sky, but its real riches can be found beneath the ground – and finding them is the job of Luis Manuel Rodríguez Pacheco of the Mexican Geological Service (SGM). A former military pilot, Luis left behind the Dauphins of the Mexican Navy for the bright red Ecureuil AS350 B3 of the SGM. "Mining is the third largest source of revenue in Mexico, after oil and tourism," he explained, "and underground surveying, although a daunting task, is absolutely essential." In the cockpit of the B3, the operator sits on the left-hand side and controls a sensor attached to the end of a long line. The pilot remains focused on the flight trajectory and obstacle avoidance. The helicopter tirelessly crisscrosses remote and isolated areas of the country. It's not rare for them to come under the fire of unsuspecting drug traffickers that they come across who are performing illegal activities. "This is very intense work," stressed Luis, "which is why the helicopter's reliability is so essential to us."



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With the new automatic pilot system – the same system employed for the EC225 – the Dauphin AS365 N3+ is now the safest, most effective and most economical medium-lift helicopter on the market for nighttime sea rescue missions at distances of up to 130 NM.

## THE DAUPHIN N3+ SAR ENTERS SERVICE

Article  
**ALEXANDRE MARCHAND**

Photo  
**PATRICK PENNA/EUROCOPTER**

**The Dauphin N3+ offers operators even better operational capabilities, in particular for night SAR<sup>(1)</sup> missions. The French Navy will be the first operator to take advantage of all the N3+ has to offer for its missions in French Polynesia.**

As this issue of Rotor was going to press, the first Dauphin AS365 N3+ was being delivered to Papeete, Tahiti. A second is slated for delivery in 2012. Both helicopters have a special status due to the fact that they were ordered by the French DGA<sup>(2)</sup>. They will have civil registrations even though they will be operated by the French Navy, primarily for public service missions. "The Dauphin is already a well known aircraft, but the N3+ version that was certified in June 2010 has really taken the family to a new level," explained Marketing Product Manager Véronique Jaffé. The first thing that catches the eye is the new NVG<sup>(3)</sup> compatible instrument panel, which comes equipped with a 10.4-inch horizontal mission screen that can display FLIR<sup>(4)</sup> and radar images, as well as a high-quality digital mapping system. But the major in-

novation on the new version is the new 4-axes APM 2010 automatic pilot (AP), the same as for the EC225. "The new automatic pilot sets a new standard for the helicopter industry," said Ms. Jaffé. "It ensures supreme safety during missions in poor weather conditions by offering increased protection throughout the flight envelope. For night rescue missions, the AP provides unequalled stability and precision during the entire automatic transition to hover flight and during the hoisting phases." With a flight crew comprised of two pilots, a hoist operator and a rescuer, the Dauphin is capable of hoisting up four to six people at distances of up to 130 nautical miles from its base, while spending thirty minutes at the hoisting site. Statistics show that 85% of SAR missions are for one or two people less than 50 nautical miles from the coast.

"The Dauphin N3+ is the most cost-effective helicopter on the market for round-the-clock SAR missions," said Tim Williams, key segment manager for SAR. "Over longer distances, the EC225 perfectly complements the Dauphin AS365 N3+, because both helicopters use the same PA and Flight Management System, which generates synergies between the flight crews."

- (1) Search and Rescue
- (2) The French government defense procurement agency
- (3) Night Vision Goggles
- (4) Forward Looking InfraRed

### FOCUS ON

#### **A Wide Array of Equipment**

With its elongated nose section, the Dauphin AS365 N3+ is capable of carrying a naval search radar, and the helicopter is also certified for high-resolution FLIR operations. It can also be equipped with a new Class One Goodrich hoist, a hook for sling work, loudspeakers, air particle filters, a Spectrolab SX15 or SX16 searchlight, and an emergency flotation system.

## CHC HELICOPTER

Article

**BELÉN MORANT**

Photo

**LORETTÉ FABRE**

On September 13, CHC Helicopter took delivery of the penultimate EC225 from a 2007 order for 26 of the aircraft. Just days later, CHC signed a contract for 20 EC225s with an option for an additional four. This new contract strengthens the commitment of this Canadian operator to the EC225 and solidifies its position as the largest operator of EC225s in the world.

## ANOTHER SUCCESS FOR THE EC225

The signature for these additional 20 EC225s, scheduled to be delivered between February 2012 and May 2016, serves as proof of CHC's belief and trust in this aircraft. The success story of the EC225 could not have been written without CHC, which has become the standard-bearer for this helicopter throughout the world: EC225s sporting the company's famous red hummingbird logo are now a common sight in the skies of Norway, Scotland, Brazil, Australia and Malaysia.

"This kind of signature takes the relationship between our two companies to a new level of partnership," explained President and CEO of CHC William J. Amelio. "We have a deep trust for the Eurocopter team, and this new agreement is just one example of how that trust plays out."

The additional EC225s will mainly be used to for oil and gas transportation missions in the United Kingdom, Norway, Australia and Brazil. Heli-One, a CHC subsidiary and Eurocopter-approved maintenance provider, will be responsible for maintaining the helicopters. Eurocopter and CHC have also signed an "Interface Agreement" whereby Eurocopter undertakes to return repaired parts sent by Heli-One within 45 days.

By anticipating market trends and through its commitment to the EC225, CHC has been able to secure important contracts all over the world. Energy companies are increasingly



turning to this most recent addition to the Super Puma family of helicopters because of its low vibration and noise levels and its great comfort, sturdiness and safety. A good example

is the contract signed by CHC with Woodside Energy, the most important of its kind in Australian history, which was won by CHC with EC225 helicopters.

### IN NUMBERS

#### Target 95

CHC and Eurocopter recently strengthened their collaboration even further through the creation of a working group with a common goal: Target 95. Under this group, Eurocopter and CHC will work side by side to identify the actions necessary involving parts issues and

maintenance to keep their EC225s in the air, with the aim of reaching a 95% availability rate. It is Eurocopter's collaborative, flexible approach that allows it to develop logistics measures which are best suited to every situation.



## THE EC145: A RISING STAR

Article  
**REGINA LANGE**

Photo  
**MERCEDES-BENZ**

Almost exactly one year after the presentation of the new EC145 Mercedes-Benz Style concept, the first helicopter in this version was unveiled last May at the EBACE air show.

The cooperation between Eurocopter and the German automobile manufacturer for the customization of the EC145 is off to an auspicious start. Before the end of the year, the first EC145 in the new configuration will be delivered to a business customer in Europe.

The EC145 Mercedes-Benz Style's sumptuous interior features luxury fittings made with only the finest materials. The designers have opted for a modular approach so that the helicopter can be tailored to suit a wide range of missions and travel needs. The seating arrangement can be easily modified to accommodate four to eight passengers. The seats can even be removed altogether. The baggage space also offers a full range of options. With more than 450 units sold and nearly 500,000 total flight hours, the EC145 has proven its worth to customers the world over, and represents the ideal platform for

combining high-end design with cutting-edge technology.

**Gorden Wagener, professor honoris causa and head of design at Mercedes-Benz, talked with *Rotor Journal* about the EC145 Mercedes-Benz Style project.**

**What was the biggest challenge for the Advanced Design Studio at Mercedes-Benz for this project?**

**Gorden Wagener:** We had to take into account right from the design phase a wide variety of needs for both corporate and private customers. When we moved into the production phase, we had to constantly adapt the elements we had developed for the project to comply with the current aviation standards and regulations. In the end, we were able to satisfy the many different customer needs while

at the same time respecting what proved to be very complex regulations indeed.

**What was the guiding principle for the interior design of the EC145?**

**G.W.:** Our goal was to transpose the elegant lines and noble materials so characteristic of our luxury sedans to the interior of the EC145 in order to recreate the Mercedes-Benz experience. The fine woodwork on the ceilings and floor, the elegant contours of the seats and the colors and materials which match down to the slightest detail all illustrate the success of our approach.



READ THE FULL INTERVIEW  
WITH GORDEN WAGENER  
ON ROTOR ONLINE  
[WWW.EUROCOPTER.COM](http://WWW.EUROCOPTER.COM)

# NIGHT VISION GOGGLE CERTIFICATION FOR CIVIL OPERATORS

Article  
**REGINA LANGE**

Photo  
**CHARLES ABARR/EUROCOPTER**

Although night vision goggles (NVG) were for many years exclusively reserved for military helicopters, the EASA<sup>(1)</sup> began offering a civil certification for NVG night flights in 2009. The change offers exciting new perspectives for civil operators who perform rescue missions.

On July 21, 2011, the Swiss air rescue service REGA, one of the world's most advanced air rescue operators, obtained its NVG certification from the EASA for its six EC145s (see inset). REGA has met all the conditions stipulated in aeronautics regulations for using its helicopters for both day and night flights, and has now joined the growing ranks of civil operators who have received the NVG certification over the past couple years.

HDM Luftrettung GmbH<sup>(2)</sup> was the first civil operator to obtain the NVG certification in 2008. Since July 2009, the company has been using night vision goggles for its rescue missions. After

two years of NVG flight, the company has found that the availability rate of the helicopters (day and night flights) and the safety levels (better vision) have improved. A prerequisite for the certification is eligibility for the NVG night flight qualification training that Eurocopter has been offering since 2007. The cockpit must also be fitted with the necessary equipment and special interior lighting. A special exterior lighting system is also required, as is accompanying wiring for these lighting systems.

Pilots must also undergo special training for NVG flight in order to obtain the certification. Eurocopter offers a complete

curriculum, with both classroom work and hands-on training, to ensure that pilots are perfectly prepared for night rescue missions.

To speed up the certification process, Eurocopter recently signed an agreement which specifies that all new certifications may be issued via base configurations that have already been certified. The new agreement will result in a simplified procedure that is less costly for customers. ■

(1) European Aviation Safety Agency

(2) HDM is part of the air rescue company DRF-Luftrettung, which operates five helicopter rescue bases in Germany.



## AS SEEN BY

**WALTER SCHNEIBEL,  
REGA INSTRUCTOR PILOT  
FOR NVG NIGHT FLIGHTS.**

"It is difficult to forego the use of night vision goggles for night flight, whether it be for search and rescue [SAR], emergency medical services [HEMS] or air ambulance missions. Increased levels of safety have been demonstrated by REGA since 1987, with more than 30,000 calls and over 100,000 landings."

The EC145 equipped with a Dual Pilot Cockpit is the ideal setup for cooperative work between the pilot and the emergency medical team member. The excellent external vision offered by the helicopter, together with the heights of the main and tail rotors in rotation, also significantly improve safety, in particular for night missions."

# THE EC725 FLYING HIGH IN THE TROPICS

Article  
**BELÉN MORANT**

The first three Brazilian EC725s, which were delivered in December 2010, have been operating from their respective bases since April 2011. Renamed UH-15 by the Navy, H-36 Caracal by the Air Force and Jaguar by the Army, the EC725 is beginning to mark its territory.

◀ **Alexandre Gehre Santana,  
commander of the Falcão 260 Squadron,  
Brazilian Air Force.**

"On April 16, 2011, the first EC725, renamed H-36 Caracal by our Unit, was received by the Falcão Squadron at the Belém Air Force Base. Under the Training and Operational Maintenance Program, we are currently performing basic missions to adapt to the aircraft, along with operational missions involving external loads, troop training, rappel, take-offs and so on. The aim of these exercises is to ensure that the crew is fully prepared to use the Caracal with complete safety for the full range of missions assigned to it: search and rescue, medevac, logistics transport, combat search and rescue and special transportation.

These exercises have highlighted the operational capability of the equipment and the technological advances of the digital cockpit and the modern autopilot. The night vision goggles and the FLIR enable us to perform rescues both day and night, over land or sea. Its payload capacity and high speed are further operational advantages for our Unit, which expand our mission capabilities. We are also satisfied with the technical support provided by Helibras for maintenance activities. Its technicians, who are already familiar with the Caracal's systems, have improved the quality of the inspections to ensure a high availability rate."



© Helibras/W. Ziegelmeyer

## **Octacílio Egger Neto, commander of the HU-2 Squadron, Brazilian Navy. ▼**

"Our first EC725 was received by the 2nd General Purpose Helicopter Squadron at the São Pedro Naval Air Force Base (State of Rio de Janeiro) last April, and it has been in service ever since. We are currently using it for personnel transportation missions and basic pilot training and assessment, including instrumental flight training. In the future, the EC725 will be used to support troop operations, humanitarian aid missions, ground surveillance, personnel transportation, anti-surface warfare and combat search and rescue.

Based on what we have seen so far, what makes the EC725 stand out is above all its automation capability, particularly the autopilot system which minimizes the crew workload. Hands-off flying allows the crew to simultaneously concentrate on other aspects of the flight, which is very important.

The aircraft was only delivered recently and some work still needs to be done on improving logistics support and supplying materials for scheduled inspections, given that the requirement to have recourse to Eurocopter slows down the process. However, we are convinced that Helibras will very soon be able to meet all the Navy's needs."



© Helibras/G. Witgen

## **Antonio Paulo Silva Jr., commander of the 1st Aviation Battalion, Brazilian Army. ▲**

"Since the aircraft arrived at our base in Taubaté, São Paulo, in 2011, we have been performing internal training missions. Now the helicopter and its crews are in technical and operational qualification phase, which will continue through to early 2012.

While the aircraft will begin to show us what it is truly capable of from 2012 onward, it is already clear that it will give us the means to carry out a range of activities not possible before, particularly as part of night operations and missions in hostile territory. In the future the Army will use this aircraft for combat missions, fire support and logistics support.

Although we have not entered into any logistics support contract, we do have local technical support and Helibras meets our supply needs, a reflection of the company's commitment to the project's success."



# HÉLISÉCURITÉ: MORE THAN JUST A NAME

It's no coincidence that the French word for safety ("sécurité") features in the name of this French operator, as safety has always been the no. 1 priority of its president, Dominique Romet, who founded the company in 1992. You might say it's in his genes, as his family has been well known in the mountain rescue field for more than three decades.

Article RÉGIS NOYÉ Photo HÉLISÉCURITÉ

His father spent his entire career performing helicopter rescues. His brother was the youngest helicopter instructor in France. Hardly surprising then that Mr. Romet's own passion for helicopters has always been bound up with an appreciation of the crucial importance of safety. This mindset is reflected in every aspect of his company, and first and foremost in the choice of helicopter. Nine out of twelve helicopters in his fleet bear the Eurocopter name: the Dauphin, single and twin-engine Ecureuils, the EC 130 and the EC120, all of which are renewed on a regular basis. Safety is also a major issue in the company's operations, as they mainly consist of sea and mountain missions. Helicopter maintenance is another area where no corners are cut: only EASA-145 certified maintenance centers from

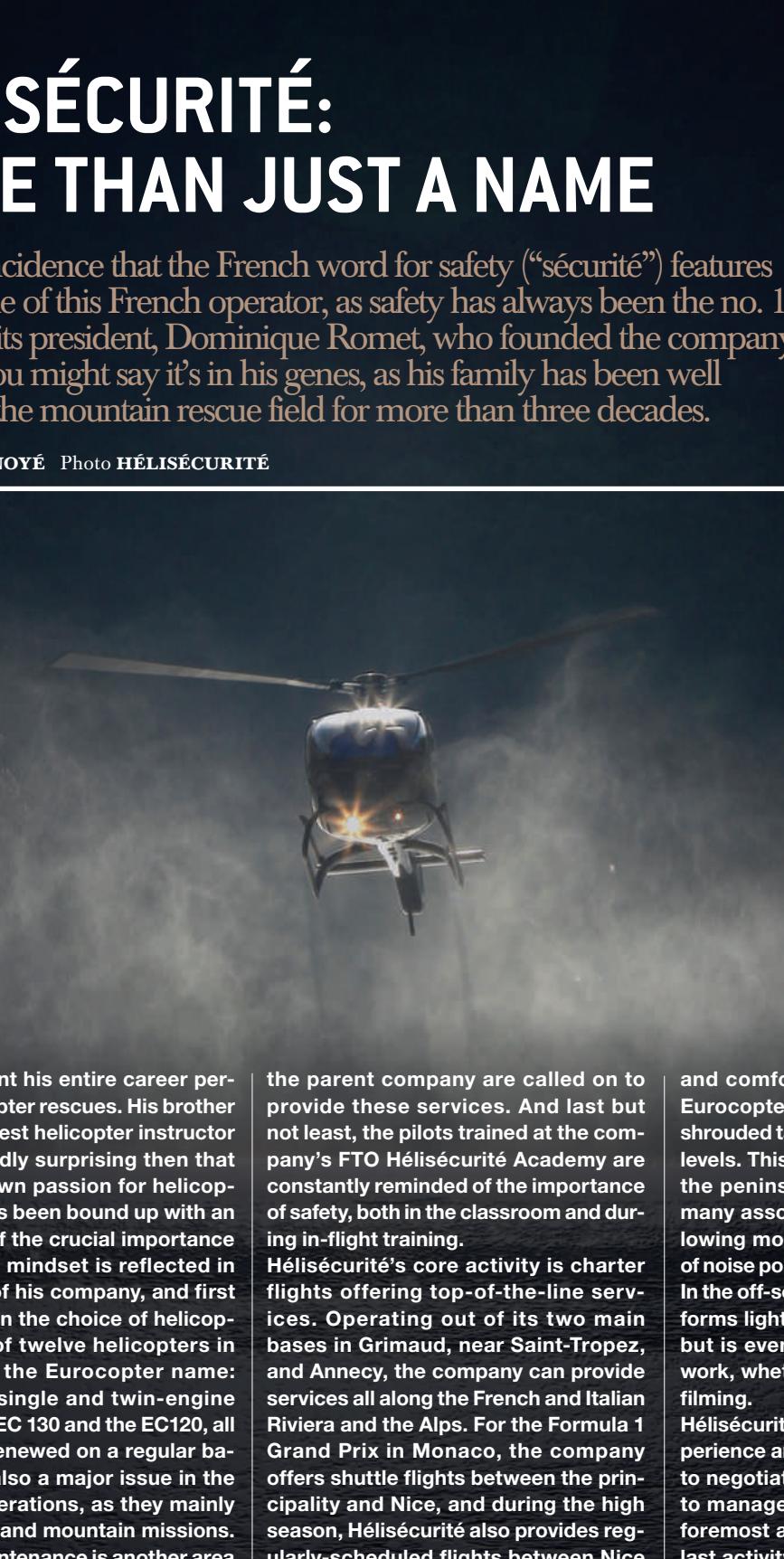
the parent company are called on to provide these services. And last but not least, the pilots trained at the company's FTO Hélisécurité Academy are constantly reminded of the importance of safety, both in the classroom and during in-flight training.

Hélisécurité's core activity is charter flights offering top-of-the-line services. Operating out of its two main bases in Grimaud, near Saint-Tropez, and Annecy, the company can provide services all along the French and Italian Riviera and the Alps. For the Formula 1 Grand Prix in Monaco, the company offers shuttle flights between the principality and Nice, and during the high season, Hélisécurité also provides regularly-scheduled flights between Nice and Saint-Tropez.

"In addition to excellent reliability

and comfort, a crucial feature of the Eurocopter products is the Fenestron shrouded tail rotor, which reduces noise levels. This is particularly important on the peninsula of Saint-Tropez, where many associations are opposed to allowing more helicopter flights for fear of noise pollution," explained Mr. Romet. In the off-season, the company also performs light aerial work, such as lifting, but is even busier with aerial camera work, whether it be for photography or filming.

Hélisécurité also uses its extensive experience and know-how as an operator to negotiate helicopter purchases and to manage private luxury helicopters, foremost among them the EC155. This last activity is something the company is looking to develop even further in the future.



## AIR METHODS

Article  
**ERIN CALLENDER**

As the largest provider of air medical emergency transportation services and systems in the world, it's no surprise that Air Methods relies on a strong force of helicopters in support of its operations.

# STRENGTH IN NUMBERS

What may come as a surprise, however, is the number of Eurocopter aircraft making up this Colorado-based company's fleet.

With some 335 aircraft in service around the United States, Air Methods boasts one of the largest Eurocopter fleets in existence.

Since its creation in 1980, Air Methods has been exclusively dedicated to air medical transportation and currently operates in 45 out of the 50 United States. The company transports some 100,000 patients per year and also specializes in product design for the EMS industry. With its extensive Eurocopter fleet, including the EC130, EC135, EC145, AS350 and BK117, Air Methods transports patients requiring intensive medical care either from the scene of an accident to a hospital or trauma center or between hospitals or critical care centers. Flights operate under one of two models: the Community-Based Model (CBM) or the Hospital-Based Model (HBM). In the CBM model, Air Methods performs both helicopter and fixed-wing transportation and patient care provided directly during the flight. The main customers under this model include hospitals, fire departments, EMS, law enforcement and 911 call centers. Under the HBM model, Air

Methods provides aircraft maintenance and operation. The program is owned by the hospital, which provides its own medical personnel to provide care to the patient. Air Methods partners with nearly 60 hospitals nationwide.

Air Methods' Product Division also ensures the design, manufacture and installation of aircraft medical interiors and products for customers nationwide based on their specific mission requirements.

### PROMISES KEPT

Air Methods recently placed an order for an additional four Ecureuil/AStar AS350 B3s to update its fleet operating in high and hot environments, for which this aircraft is particularly suited. "Just as our patients and customers demand quality from us as an operator, we demand quality from the aircraft we put our crews and patients aboard each and every day," said Archie Gray, vice president of Aviation Support Services at Air Methods. "Eurocopter aircraft help us hold true to that promise on each and every mission involving a Eurocopter airframe." The company has also recently announced the acquisition of Omniaflight Helicopters, which provides medication transportation from some 75 locations nationwide.



**"From an air medical perspective, Eurocopter products are very conducive to our industry, especially the open design of the cabin."**

Archie Gray, vice president of Aviation Support Services at Air Methods.

### ID CARD

**Company name:** Air Methods Corporation

**Headquarters:** Englewood, Colorado – USA

**Number of employees:** 4,000

**Eurocopter fleet:** 335 aircraft including EC130s, EC135s, EC145s, AS350s, BK117

**Main missions:** air medical transportation



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## INDUSTRIAL COOPERATION BETWEEN EUROCOPTER AND KAZAKHSTAN ENGINEERING

Article  
**REGINA LANGE**

On June 27, 2011, Eurocopter CEO Lutz Bertling and Bolat Smagulov, president of Kazakhstan Engineering, signed a cooperation contract for the manufacturing in Kazakhstan of the 45 EC145s ordered by the country. On hand for the ceremony were the French Prime Minister François Fillon and his Kazakh counterpart, Karim Massimov.



© Ludovic/REA

The signature formalizes the creation of a 50/50 joint venture between Eurocopter and Kazakhstan Engineering to manufacture 45 EC145s by 2016 on the new assembly line located near the Astana Airport. The new helicopters are to be used for government and parapublic missions (EMS) throughout the country. The first six are to be delivered this year: four helicopters for EMS and two for multiple missions.

Over time, the helicopters assembled in Kazakhstan will also be

proposed to neighboring countries in the Commonwealth of Independent States. The Eurocopter/Kazakhstan Engineering joint venture, which is the Group's 29th subsidiary, will also be developing maintenance activities and on-site training. With a booming economy and a key geostrategic position in the heart of Central Asia, Kazakhstan is a promising market for Eurocopter. In addition to the government market, there is potentially demand from state oil & gas companies and the corporate sector.

## **EUROCOPTER VOSTOK**

Article  
**ERIN CALLENDER**

This year marks the 15th anniversary since Eurocopter first opened its office in Russia and the CIS. The subsidiary had much to celebrate on this occasion.

# **CELEBRATING 15 YEARS OF EUROCOPTER IN RUSSIA**

With more than 140 helicopters currently in operation in Russia and the CIS, Eurocopter has a market share of more than 70% of all Western-made helicopters in Russia and is also the first and only western manufacturer to install Russian-made avionics on its helicopters. There are also more than a dozen certified Eurocopter maintenance centers in Russia and the CIS.

Eurocopter Vostok celebrated its anniversary during the HeliRussia air show, where the subsidiary offered a special surprise: visitors could meet with Didier Delsalle, the Eurocopter test pilot who holds the world record for the highest takeoff from the summit of Mount Everest, which he performed in a single-engine series-produced Ecureuil/AStar AS350 B3.

The company's participation at the show, including an EC135 equipped with Russian avionics produced by Transas and operated by Gazprom Avia and a AS350 B3 operated by UTair Aviation on display, was followed by an evening anniversary celebration, hosted by Laurence Rigolini, CEO of Eurocopter Vostok, Olivier Lambert, senior vice president Sales and Customer Relations for Eurocopter and the French

Ambassador to Russia, His Excellence Jean de Gliniasty. Eurocopter Vostok and Eurocopter representatives were joined by 135 customers representing 45 companies and government officials. Another milestone during Heli-Russia was the inauguration of the 20th certified Eurocopter training center — a flight academy created jointly by Eurocopter, Eurocopter Vostok and UTair Aviation in Tyumen.

"We are grateful to our customers and partners for these 15 years of successful and close cooperation in Russia and the CIS," said Laurence Rigolini, CEO of Eurocopter Vostok. "Such a success was

only possible thanks to your trust in our products and services. Together with my team, we will do everything to further increase the Eurocopter footprint in Russia and the CIS and help you, as true partners, develop your business with cost effective helicopters and tailor made services."



## ***FOCUS ON***

### **AS350 B3 Delivery to UTair Aviation**

Eurocopter recently delivered the first of 20 Ecureuil/AStar helicopters ordered by UTair last fall. This contract represents the largest of its kind for the light helicopter market in Russia and the CIS. The initial helicopter from the order is the light single-engine AS350 B3. It is to be followed by the delivery of 15 of the enhanced AS350 B3e versions, for which UTair is the launch customer in Russia, and four twin-engine AS355 NPs.

"We have a good track record with the AS350s and we are assured that the new helicopters will make our job more efficient," said UTair Aviation General Director Andrey Martirosov.





© NHC



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## EUROCOPTER HAS THE WIND IN ITS SAILS

### OFFSHORE WIND PARKS

Eurocopter recognized the enormous potential for offshore wind parks many years ago. The Group is now a world leader in this market segment, which should increase by nearly 30% by 2020.

Article **REGINA LANGE**



Even prior to the disaster at Fukushima<sup>(1)</sup>, wind energy had already captured the public's interest. All over the world there are many wind parks either already in service, under construction, in the planning stage or awaiting construction permits. In Germany plans are underway to build 5,000 new wind turbines, and last April, U.S. authorities gave the go-ahead for the "Cape Wind" project, which calls for the installation of 130 wind turbines off the coast of Massachusetts. Other countries as well, such as Denmark, the Netherlands, Sweden, Belgium, Ireland, Japan and Great Britain have also invested in this energy source. In fact, the largest offshore wind park in the world is located off the British coast, and includes 100 turbines generating 300 MW of power.

#### SAFE ENERGY PRODUCTION

To build and maintain the turbines, which have a diameter of approximately 90 meters, a fleet of helicopters is a must. "Equipped with an autopilot,

weather radar, TCAS collision avoidance system, emergency flotation system, special cabin lighting and a life raft, the helicopter is the ideal machine for the job thanks to its reliability and availability," said Dennis Bernitz, who is in charge of customer sales and relations at Eurocopter. "Just one of these helicopters can be used to manage approximately 80 turbines. Unlike seagoing vessels, helicopter transportation makes it possible to avoid both sea swells when docking and high gusts of wind at the top of the turbine. During the fall and winter months, when the turbines produce the maximum amount of electricity and usually require the most unscheduled maintenance<sup>(2)</sup>, the helicopter is the quickest solution available. It also offers excellent cost effectiveness, as the downtime for a failed turbine is kept to a minimum." Eurocopter long ago recognized the potential of this constantly growing market, and now helps to promote renewable energy sources on a large scale. When designing its

helicopters, Eurocopter not only takes into account the strictest safety requirements but also never loses sight of the fact that most wind parks are being built further and further from the coast. For flights to offshore substations – and then to the wind turbines themselves – operators can select the helicopter that is best suited to the needs and the distances travelled, whether EC135, EC145, Dauphin, Super Puma or EC225. Recent additions to this list include the EC175, a helicopter that was specially developed together with Eurocopter's customers for sea missions, and the new high-powered EC145 T2, which benefits from all the operational experience of its predecessor the EC145, a helicopter that has proven to be highly effective for offshore missions.

(1) For comparison purposes, the 4,400 MW produced at Fukushima is the equivalent of 880 wind turbines producing 5 MW each.

(2) An average of 8 to 12 service calls per year and per wind turbine.

Thinking without limits



## The Eurocopter EC225. A helicopter built to redefine your comfort zone.

The latest Eurocopter EC225 is built for the ever-increasing exploitation challenges of today's oil industry. A low-vibration, five-blade spheriflex rotor for smooth flying. A full glass cockpit with advanced avionics and exclusive autopilot functions for better pilot interfaces and improved situational awareness. Supremely efficient de-icing systems for maximum availability. A machine from a family with proven reliability across 2 million flight hours in the industry, capable of flying 19 passengers to the furthest rigs. When you think comfort zone, think without limits.



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