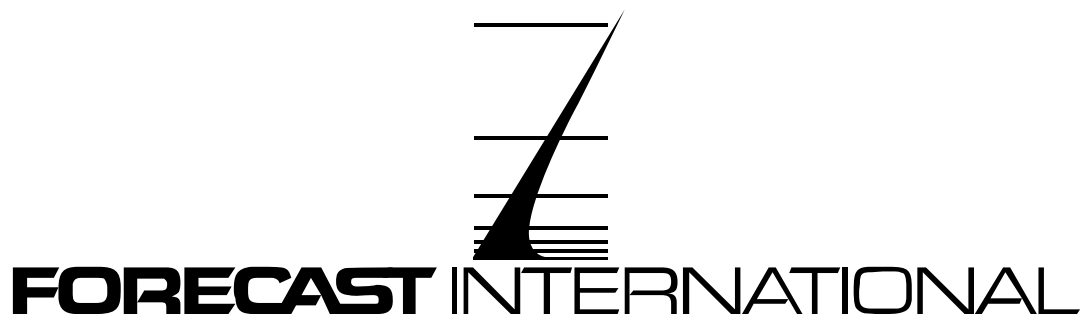


# The Market for Light Commercial Rotorcraft

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Product Code #F604

A Special Focused Market Segment Analysis by:





# Analysis 3

## The Market for Light Commercial Rotorcraft 2009-2018

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# PROGRAMS

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The following reports are included in this section: (**Note:** a single report may cover several programs.)

AgustaWestland AW109  
AgustaWestland AW119  
AgustaWestland AW139/149  
Bell 206  
Bell 407  
Bell 427  
Bell 430  
Bell MAPL  
Bell UH-1/412  
Enstrom 480/TH-28  
Enstrom F-28/280  
Eurocopter AS 350/550/EC 130  
Eurocopter AS 355/555  
Eurocopter AS 365/565/EC 155  
Eurocopter EC 120  
Eurocopter EC 135/EC 635  
Eurocopter EC 175  
Eurocopter/Kawasaki BK 117/EC 145  
HAL Dhruv Advanced Light Helicopter (ALH)  
Harbin Z-9  
Kamov Ka-226  
Kazan Ansat  
MD Helicopters 500/H-6 Series  
MD Helicopters MD600N  
MD Helicopters MD900/902 Explorer  
Mil Mi-34  
Robinson R22/44  
Schweizer 300C  
Schweizer S-333  
Sikorsky S-76  
Light Helicopter Design, Development and Inactive Programs



## Introduction

For the purpose of this analysis, Forecast International defines the light commercial rotorcraft market segment as including those rotorcraft that fall roughly under 6,804 kilograms (15,000 lb) in maximum gross weight. Rotorcraft with maximum gross weights above this line are covered in a separate analysis of medium/heavy commercial rotorcraft in this volume.

As part of its coverage of the rotorcraft market, FI prepares individual forecasts and reports on light helicopters produced by major manufacturers. We do not cover experimental models or those having no expected production during the forecast period. For the 2009-2018 forecast period, we have included forecasts for the following civil market rotorcraft (any military versions of these aircraft are covered in a separate military analysis):

### Turbine-Powered

AgustaWestland AW109  
 AgustaWestland AW119  
 AgustaWestland AW412  
 AgustaWestland AW139  
 Bell 412  
 Bell 206 Jet Ranger/LongRanger Series  
 Bell 430  
 Bell 407  
 Bell 427  
 Bell 429  
 Bell MAPL Series  
 Enstrom 480  
 Eurocopter AS 350/EC 130  
 Eurocopter AS 355

Eurocopter AS 365/EC 155  
 Eurocopter EC 120  
 Eurocopter EC 135  
 Eurocopter EC 145/Kawasaki BK 117  
 Eurocopter Harbin/Harbin EC 175/Z15  
 Harbin Aircraft H410A/H425  
 Harbin Aircraft Z-9  
 HAL Dhruv  
 Kamov Ka-226  
 Kawasaki BK 117C-2 (under license)  
 Kazan Helicopters Ansat  
 MD Helicopters MD600N  
 MD Helicopters MD900/902 Explorer  
 MD Helicopters 500 Series  
 PZL Swidnik W-3 Sokol  
 Schweizer S-333/S-434  
 Sikorsky S-76C++/D

### Piston-Powered

Enstrom F-28/280FX  
 Mil Mi-34  
 Robinson R22/44  
 Schweizer 300C

Many factors are considered for the individual forecast and market projections. Commercial demand is analyzed by market segment, i.e., emergency medical services (EMS), resource development, and law enforcement. We also consider the existing fleet, its age and performance characteristics, economic growth, and demographics. Finally, individual aircraft production forecasts are based on competitive technical and financial analyses.

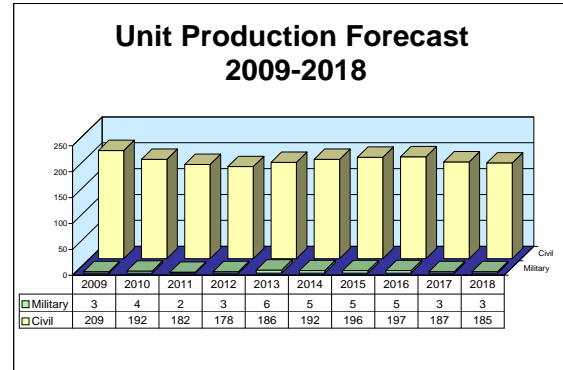
\* \* \*



# Eurocopter AS 350/550/EC 130

## Outlook

- Eurocopter garnered 340 orders in 2008 for Ecureuil/Fennec helicopters (singles and twins combined)
- Eurocopter is again bidding the AS 550C3 for the re-competed Indian military utility helicopter contest



## Orientation

**Description.** Single-turboshaft-powered commercial and military utility helicopter.

**Sponsor.** The AS 350 Ecureuil was sponsored by Aerospatiale.

**Status.** Production of AS 350B2, AS 350B3, AS 550, and EC 130.

**Total Produced.** Through 2008, approximately 3,602 AS 350/550/EC 130s had been produced, including helicopters assembled in Brazil by Eurocopter subsidiary Helicopters do Brasil SA (Helibras).

**Application.** Short-range scheduled and non-scheduled passenger transportation, border patrol, maritime patrol, corporate service, forestry and resource development, and pollution control; military missions include forward observation, artillery spotting, target acquisition, light ground attack, light anti-shipping, naval search-and-rescue, and pilot training.

**Price Range.** AS 350B2, \$2.255 million; AS 350B3, \$2.696 million; EC 130B4, \$2.99 million. All are estimates in 2009 U.S. dollars.

## Contractors

### Prime

<b>Eurocopter</b>	<a href="http://www.eurocopter.com">http://www.eurocopter.com</a> , Aeroport Int'l Marseille Provence, Marignane, 13725 France, Tel: + 33 4 42 85 85 85, Fax: + 33 4 42 85 85 00, Prime
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### Subcontractor

<b>Turbomeca SA</b>	<a href="http://www.turbomeca.com">http://www.turbomeca.com</a> , Bordes, 64511 France, Tel: + 33 5 59 12 50 00, Fax: + 33 5 59 53 15 12 (Arriel Turboshaft)
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Comprehensive information on Contractors can be found in Forecast International's "International Contractors" series. For a detailed description, go to [www.forecastinternational.com](http://www.forecastinternational.com) (see Products & Samples/Governments & Industries) or call + 1 (203) 426-0800.

Contractors are invited to submit updated information to Editor, International Contractors, Forecast International, 22 Commerce Road, Newtown, CT 06470, USA; [rich.pettibone@forecast1.com](mailto:rich.pettibone@forecast1.com)

## Eurocopter AS 350/550/EC 130

## Technical Data

## (AS 350B3)

	<u>Metric</u>	<u>U.S.</u>
<b>Dimensions</b>		
Length overall, rotors turning	12.94 m	42.45 ft
Fuselage length	10.93 m	35.86 ft
Height overall	3.34 m	10.96 ft
Main rotor diameter	10.69 m	35.07 ft
Main rotor blade chord	350 mm	13.78 in
Tail rotor diameter	1.86 m	6.10 ft
Tail rotor blade chord	205 mm	8.07 in
<b>Weight</b>		
Weight empty	1,232 kg	2,716 lb
Maximum weight	2,250 kg	4,960 lb
Maximal operational weight with external load	2,800 kg	6,172 lb
<b>Capacities</b>		
Baggage volume	1.0 cu m	35.30 cu ft
Maximum useful load	1,018 kg	2,244 lb
<b>Performance(a)</b>		
Fast cruise speed (at maximum weight)	258 km/h	140 kt
Range with standard fuel	665 km	359 nm
<b>Propulsion</b>		
AS 350BA	(1)	Turbomeca Arriel 1B single-spool, axial-plus-centrifugal turboshaft engine rated 478 kW (641 shp).
AS 350B2	(1)	Turbomeca Arriel 1D1 turboshaft engine rated 546 kW (732 shp).
AS 350B3	(1)	Turbomeca Arriel 2B turboshaft engine rated 632 kW (847 shp), or Turbomeca Arriel 2B1 turboshaft engine rated 632 kW (847 shp).
AS 550C3	(1)	Turbomeca Arriel 2B turboshaft engine rated 632 kW (847 shp).
EC 130B4	(1)	Turbomeca Arriel 2B1 turboshaft engine rated 632 kW (847 shp).

**Seating (AS 350)**

Standard seating for six (seven seats maximum).

**Armament (AS 550)**

Provision for wide range of weapons, including 20mm Giat gun, 7.62mm machine gun pods, launchers for 68mm or 6.985-cm (2.75-in) rockets, and HELITOW anti-tank missile system.

(a) SL, ISA, zero wind.

## Variants/Upgrades

**AS 350C/D AStar.** These versions were marketed to North American customers only and were powered by Textron Lycoming LTS 101-600 turboshaft engines.

**AS 350B Ecureuil.** AS 350 version powered by the Arriel 1B engine. In 1991, Eurocopter received French certification for the AS 350BA Ecureuil Plus variant. The BA was powered by a Turbomeca Arriel 1B engine rated at 478 kW (641 shp) and had a maximum takeoff weight of 2,100 kilograms (4,630 lb).

**AS 350B1/B2 Ecureuil.** Two "hot and high" derivatives, the first was powered by the Arriel 1D engine, and the second, introduced in 1989, is equipped with the 732-shp Arriel 1D1. The B1 had an uprated transmission, with a gearbox rated at 440 kW (590 shp). It featured wide-chord, new section main and tail rotor blades originally developed for the Ecureuil 2/TwinStar. It became available in late 1986. The B1 provided a 500-pound increase in maximum TOW.

## Eurocopter AS 350/550/EC 130

The B2 provides improved performance compared with the B1; for example, speed increases from 223 to 248 km/h. The civil B2 weighs in at 2,250 kilograms (4,960 lb) maximum takeoff weight. The B2 was named the SuperStar by Aerospatiale.

**AS 550U/A/C/M/S1 Fennec.** All military-configured AS 350s carry the designation AS 550. Eurocopter used capital letters to differentiate between individual versions. The letters were U for utility, A for armed, C for missile-armed, M for unarmed naval, and S for armed naval. The military model first flew in 1985 and had a taller landing gear, sliding doors, extended instrument panel, and airframe reinforcements for mounting of armament.

**AS 550U/A/C/M/S2 Fennec.** Improved version of the AS 550 with an updated Turbomeca Arriel 1D1 turboshaft.

**AS 350B3.** New derivative that incorporates an increased-chord tail rotor from the AS 355N Twin Ecureuil, new avionics, the Arriel 2B or 2B1 powerplant, and a new interior. It can sling-lift loads up to 1,400 kilograms (3,086 lb).

The AS 350B3 was awarded VFR certification by the French civil aviation authority, the DGAC, in December

1997. The first production AS 350B3 was delivered in January 1998 to Osterman Helicopter AB of Sweden.

**AS 355/555 Twin Ecureuil/Twin Fennec.** Twin-engine derivative announced in January 1979. Not covered in this report. (There is a separate Forecast International report on the AS 355/555.)

**EC 130B4.** In February 2001, Eurocopter launched a new version of the Ecureuil called the EC 130B4. This new model is designed mainly for the air taxi market. It is designed to comply with new helicopter noise regulations, particularly the U.S. "Grand Canyon" standard. The EC 130B4 provides 23 percent more cabin space than earlier AS 350s. It can be configured for eight seats in a medium-density configuration.

The initial EC 130 made its first flight in June 1999. U.S. FAA and European JAA certification were awarded in December 2000. The initial delivery of an EC 130 occurred in February 2001 to Blue Hawaiian Helicopters.

The EC 130B4 incorporates components from Eurocopter's EC 120B, including the windshield and doors. It has a shrouded Fenestron tail rotor identical to that of the EC 135. The EC 130B4 is powered by the 847-shp Arriel 2B1 engine.

## Program Review

**Background.** Aerospatiale Helicopter Division (later merged into Eurocopter) launched the AS 350 program in 1973, and flew prototype AS 350C and AS 350B models in 1974 and 1975, respectively. The B and C received French and U.S. certification late in 1977. Deliveries began in early 1978. In August of that year, the AS 350C was replaced by the updated AS 350D derivative, which incorporated a redesigned Starflex rotor head constructed of fiberglass with elastomeric spherical stops and oleo-elastic frequency matchers.

### *Two Markets*

**Market Differentiation.** The French manufacturer originally sold two versions of the same helicopter for two distinct markets. The LTS 101-powered AStar was designed specifically for North America, and the Arriel-powered Ecureuil (Squirrel) was marketed in all other geographical areas. Aerospatiale Helicopter Corp, now known as American Eurocopter, began marketing the Lycoming-powered AS 350C AStar in late 1977, but switched to the AS 350D AStar when that model became available in August 1978. The Arriel-powered AS 350B2 and AS 350B3 models, however, are now sold in the North American market.

**AStar Engine Retrofit.** The LTS 101-powered helicopter became the victim of that engine's troubles in other airframes, most notably the Bell 222. Marketing of the AStar became ever more difficult as the reputation of the Textron Lycoming product soured. Sales declined, and the Arriel-powered version is now sold in North America. Several hundred LTS 101-powered AStars remained in North American service. To protect customers of those helicopters and forestall a major sell-off of those assets, Turbomeca (with the approval of Aerospatiale) launched an Arriel re-engining program for LTS 101-powered AS 350C/D models operating in North America. The program was launched in 1985. Turbomeca booked orders for over 100 engine retrofits.

**Brazilian Assembly.** In February 1978, Aerospatiale concluded an agreement with Brazil's Industrial Development Council providing for the licensed assembly of 200 HB 350B (AS 350B) Esquilo and 30 SA 315B Lama helicopters. A new company, Helicopteros do Brasil SA (Helibras), was established in 1977 to handle this program, with Aerospatiale initially holding a 45 percent share. In March 1980, Helibras inaugurated a new facility for production of HB 350B Esquilo and SA 315 Lama helicopters.

## Eurocopter AS 350/550/EC 130

Eurocopter has since increased its shareholding in Helibras to 76.5 percent.

**DHFS.** In 1996, the British Ministry of Defence selected the company FBS to supply 47 helicopters (38 AS 350s and nine Bell 412s) and personnel for the newly established Defence Helicopter Flying School (DHFS). FBS is a joint venture of FR Aviation, Bristow Helicopters, and Serco. The DHFS provides instruction

to British Army, Royal Navy, and Royal Air Force helicopter pilots. FBS signed a contract with Eurocopter for the 38 AS 350s. Deliveries began in November 1996 and have since been completed.

The AS 350s delivered to FBS are called AS 350BBs. The AS 350BB is a version of the AS 350B2 and is powered by the Arriel 1D1 engine.

## Related News

**AS 350B3 Enters Chinese Market** – In November 2008, Eurocopter and its Eurocopter China subsidiary sold five AS 350B3 Ecureuils to Allyway. The sale marked the launch of the B3 model in China. The AS 350B3s are to be delivered over the following two years. They will subsequently be leased to various Chinese operators, the first of which will be CITIC General Aviation Company Ltd (CGAC). (Eurocopter, 11/08).

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## Timetable

<u>Month</u>	<u>Year</u>	<u>Major Development</u>
Mar	1973	AS 350 program launched
Jun	1974	AS 350C prototype flown
Feb	1975	AS 350B prototype flown
Oct	1977	AS 350B obtains French certification
Dec	1977	AS 350C obtains FAA certification
Early	1978	Initial deliveries
Jul	1978	Upgraded AS 350D certified by FAA
Aug	1978	AS 350C dropped; AS 350D deliveries begin
Early	1980	Initial Helibras-assembled units delivered
Early	1985	AS 350D Mk III initial deliveries
	1985	AS 550L1 first flight
Apr	1989	AS 350B2 certificated
	1991	French VFR certification of AS 350BA
Jun	1995	AS 350B3 introduced at Paris Air Show
Dec	1997	French VFR certification of AS 350B3
Jan	1998	Initial delivery of AS 350B3
Beyond	2009	Production to continue

## Worldwide Distribution/Inventories

### Military/Government Operators (As of June 2009)

Operator	Designation	Quantity
Argentina Police	HB 350	2
Australia Army	AS 350B	18
Australia Government	AS 350B	1
Australia Navy	AS 350B	6

## Eurocopter AS 350/550/EC 130

Operator	Designation	Quantity
Benin Air Force	AS 350	1
Botswana Air Force	AS 350B	9
Brazil Air Force	HB 350B	25
Brazil Army	AS 550A-2	20
Brazil Army	HB 350-1	16
Brazil Navy	HB 350B	17
Burkina Faso Air Force	AS 350	1
Cambodia Government	AS 350B	2
Canada Police	AS 350B3	4
Central African Republic Air Force	AS 350B	1
Chile Army	AS 350	3
Comoros Air Force	AS 350B	1
Denmark Army	AS 550	12
Ecuador Army	AS 350B	2
France Securite Civile	AS 350B2	4
France Police	AS 350B	22
France Police	AS 350B1	4
France Police	AS 350BA	5
France Police	AS 550U2	1
Gabon Air Force	AS 350B	2
Guinea Air Force	AS 350	1
Iceland Coast Guard	AS 350B	1
Jordan Air Force	AS 350B	3
Malawi Air Force	AS 350L1	2
Mali Air Force	AS 350	1
Namibia Government	AS 350B	1
Netherlands Police	AS 350B	2
Ontario MNR Aviation Services (Canada)	AS 350B2	2
Pakistan Army	AS 350B3	11
Pakistan Army	AS 550C3	1
Paraguay Air Force	HB 350B	3
Paraguay Navy	HB 350B	2
South Africa Government	AS 350B	2
South Africa Police Service	AS 350	6
Thailand Government	AS 350B	11
Tunisia Air Force	AS 350	6
United Arab Emirates Air Force	AS 550C3	6

## Eurocopter AS 350/550/EC 130

Operator	Designation	Quantity
United States Government	AS 350B	5
United States Government	AS 350B2	42

## Forecast Rationale

In 2008, Eurocopter recorded 340 orders for Ecureuil/Fennec series helicopters, including both single-engine and twin-engine variants. This total represented an increase of 15 orders from the 2007 order total of 325. Order rates for the series have grown impressively since 2003, when only 125 Ecureuil/Fennecs were sold. However, sales seem likely to drop off somewhat in 2009, as even this popular helicopter family will be impacted by the slowdown in the overall helicopter market.

Current production single-engine models in the series are the AS 350B2, AS 350B3, and EC 130 civil helicopters and the AS 550C3 military variant. Competitors to these helicopters include the Bell 206 and 407, the AgustaWestland AW119, the MD Helicopters MD 500 series and MD 600N, and Robinson's new R66.

The versatility of the AS 350 models makes these helicopters quite popular items in the light single turbine market. They can be used in roles ranging from the transport of high-level corporate executives and VIPs to rugged missions such as construction work, firefighting and general utility duties. The high performance capabilities of the AS 350B3 version make this model particularly flexible. The popularity of the B3 has even extended to Europe, which is notoriously a difficult market for single-engine helicopters due to regulatory issues.

In July 2008, American Eurocopter was awarded a contract with the U.S. Department of Homeland Security to provide U.S. Customs and Border Protection (CBP) with up to 50 AS 350B3s. The contract covers a base year and four one-year options, and is potentially worth more than \$150 million. The initial batch will total 17 AS 350B3s. Deliveries are scheduled to begin in 2009. The helicopters are to be produced at the Eurocopter facility in Columbus, Mississippi. They will add to the current CBP fleet of 48 AS 350s.

Though most AS 350s are assembled in France, a number of AS 350B2s and AS 350B3s are assembled each year at the Mississippi facility. Helibras in Brazil also assembles AS 350s, under the HB 350 designation.

The EC 130 is the newest single-engine model in the Ecureuil series. It also features considerable multirole capability. Compared to the AS 350 models, the EC 130 is quieter, has 23 percent more cabin space, and can fit one or two more passengers. The external noise generated by the EC 130 is seven decibels below the International Civil Aviation Organization (ICAO) standard.

With such attributes, it is no surprise that most of the EC 130's sales success to date has been in the air tourism and corporate transport markets. Eurocopter designed this helicopter to comply with the stringent noise regulations around U.S. national parks, such as the Grand Canyon in Arizona.

The largest EC 130 fleet in the world is owned by Maverick Helicopters, an air tour operator based in Nevada. Maverick currently has more than 30 EC 130s, which it utilizes for sightseeing tours of the Grand Canyon, Las Vegas, and the Phoenix/Scottsdale area, as well as for charter operations. The firm intends to have a fleet of up to 50 EC 130s by the end of 2010.

The launch customer for the EC 130 was air tour operator Blue Hawaiian Helicopters. Blue Hawaiian, which now has a total of nine EC 130s (with more on the way), dubbed the helicopter the "Eco-Star," denoting the model's quiet, ecologically friendly operation. The Eco-Star tag has been adopted as a marketing tool by other EC 130 operators as well.

### *Military Market*

The AS 550C3 Fennec is the current production, dedicated single-engine military variant in the Ecureuil/Fennec series. In 2008, deliveries were completed of six AS 550C3s to the UAE Air Force. In early 2009, the Pakistani Army acquired one AS 550C3.

The Bolivian Air Force has ordered two AS 350B3s to replace SA 315B Lamas. The service will use the B3s for high-altitude search-and-rescue missions in the Andes.

In late 2007, the Indian Defence Ministry canceled a planned order for 197 AS 550C3 utility helicopters for

## Eurocopter AS 350/550/EC 130

the Indian Army, citing discrepancies in the bid and evaluation process. The AS 550C3 had been selected for the award over the Bell 407.

In July 2008, a new Request for Proposals (RFP) was issued for the Indian program. The procurement quantity has remained at 197 helicopters, though 64 of these are now slated for the Indian Air Force, with the other 133 slated for the Army. All 197 helicopters are to be delivered in flyaway condition by the selected manufacturer.

Eurocopter is again bidding the AS 550C3 for the Indian acquisition. Other contenders include the AgustaWestland AW119 and the Kamov Ka-226. Bell has opted not to compete this time. A winner could be selected by early 2010.

The AS 550C3 has to be seen as at least a slight favorite to win the Indian contract. However, the contest is a close enough call that, at this time, we are not

specifically forecasting the helicopter as the winner. The chart below does not include production of the AS 550C3 for the Indian program.

The total requirement of the two Indian services is actually 384 utility helicopters – 259 for the Army and 125 for the Air Force. However, the remaining 187 helicopters are to be produced by Hindustan Aeronautics Ltd (HAL). HAL intends to develop a new light utility helicopter to fill this portion of the requirement, either on its own or jointly with a foreign partner. Should HAL decide to team with an overseas partner on the project, Eurocopter (which has strong historical ties to HAL) would be the likely choice.

**Note:** *Historical production data (through 2008) in the chart below do not include models that are out of production. Production of these superseded models totaled 1,267 AS 350s and 188 AS 550s.*

## Eurocopter AS 350/550/EC 130

## Ten-Year Outlook

ESTIMATED CALENDAR YEAR CIVIL UNIT PRODUCTION												
Designation or Program	High Confidence					Good Confidence			Speculative			Total
	Thru 2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	
<b>Eurocopter</b>												
<b>AS 350 B1/B2 &lt;&gt; Corporate &lt;&gt; Arriel 1B/1D1</b>												
	77	15	11	9	7	8	9	10	9	8	7	93
<b>AS 350 B2 Civil &lt;&gt; Arriel 1D1</b>												
	714	56	52	52	50	52	51	49	47	42	41	492
<b>AS 350 B3 Civil &lt;&gt; Arriel 2B/2B1</b>												
	766	84	81	80	80	84	84	88	92	96	98	867
<b>EC 130 B4 Civil &lt;&gt; Arriel 2B1</b>												
	266	49	44	37	37	38	44	45	45	38	37	414
<b>Subtotal</b>	1,823	204	188	178	174	182	188	192	193	184	183	1866
<b>Helibras</b>												
<b>HB 350 Civil &lt;&gt; Arriel 1B/1D1</b>												
	191	5	4	4	4	4	4	4	4	3	2	38
<b>Total</b>	2,014	209	192	182	178	186	192	196	197	187	185	1,904
ESTIMATED CALENDAR YEAR MILITARY UNIT PRODUCTION												
Designation or Program	High Confidence					Good Confidence			Speculative			Total
	Thru 2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	
<b>Eurocopter</b>												
<b>AS 550 C3 Military &lt;&gt; Arriel 2B</b>												
	6	1	2	1	2	4	3	3	3	2	2	23
<b>Helibras</b>												
<b>HB 350/HB 550 Military &lt;&gt; Arriel 1B/1D1</b>												
	127	2	2	1	1	2	2	2	2	1	1	16
<b>Total</b>	133	3	4	2	3	6	5	5	5	3	3	39

# FORECAST INTERNATIONAL

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Cardholder Name \_\_\_\_\_

Card# \_\_\_\_\_ Exp. \_\_\_\_\_ csc# \_\_\_\_\_

Billing Address (if different from above) \_\_\_\_\_

- Check Enclosed  
 Bill Company  
(Purchase Order # and Signature Required)  
 Quotation Requested  
 VISA   MasterCard   
 American Express 

Name of Product/Service	Code	E-Mail Address	Qty.	Price

Please include your e-mail address to receive twice-weekly E-Market Alert Newsletters.



Subtotal \_\_\_\_\_  
 Shipping \_\_\_\_\_  
 In Connecticut add 6% sales tax \_\_\_\_\_  
 Grand Total \_\_\_\_\_

### SHIPPING AND HANDLING RATES

	U.S.	World		U.S.	World		U.S.	World
<b>Market Intelligence Services (Pages 6-25)</b>			<b>Intermediate Military Library</b>			<b>Governments &amp; Industries</b>		
Binder	\$45	\$85	Binder	\$540	\$1,020	Binder	\$540	\$1,020
DVD	\$50	\$95	DVD	\$50	\$95	DVD	\$50	\$95
Binder & DVD	\$95	\$180	Binder & DVD	\$590	\$1,115	Binder & DVD	\$590	\$1,115
Binder & RT	\$45	\$85	Binder & RT	\$540	\$1,020	Binder & RT	\$540	\$1,020
<b>Worldwide Inventories</b>			<b>Basic Military Library</b>			<b>International Military Markets (A Subset of G&amp;I above)</b>		
<b>Aerospace Systems (Pages 12-13)</b>			Binder	\$315	\$595	Binder	\$270	\$510
CD	\$50	\$95	DVD	\$50	\$95	DVD	\$50	\$95
<b>Weapons Systems (Page 22)</b>			Binder & DVD	\$365	\$690	Binder & DVD	\$320	\$605
Hard Copy	\$45	\$85	Binder & RT	\$315	\$595	Binder & RT	\$270	\$510
CD	\$50	\$95	<b>Civil/Commercial Library</b>			<b>Naval</b>		
<b>Power Systems (Page 25)</b>			Binder	\$360	\$680	Binder	\$90	\$170
Hard Copy	\$45	\$85	DVD	\$50	\$95	DVD	\$50	\$95
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