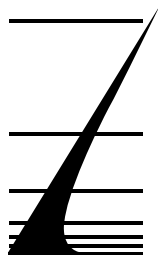


# The Market for Medium/Heavy Commercial Rotorcraft

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Product Code #F605

A Special Focused Market Segment Analysis by:



**FORECAST** INTERNATIONAL



# Analysis 4

## The Market for Medium/Heavy 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 AW101  
Eurocopter AS 332/532/EC 225/725  
Kamov Ka-28/29/31/32  
Kamov Ka-60/62  
Mil Mi-8/17  
Mil Mi-26  
Mil Mi-38  
Sikorsky S-92



## Introduction

In the preparation of this analysis, the first step was a detailed study and market projection of each of several rotorcraft families of existing and anticipated models using the methodology described below. Forecast International defines the medium/heavy commercial rotorcraft market segment to include those rotorcraft with maximum takeoff weights of more than 6,804 kilograms (15,000 lb). Rotorcraft with lower MTOWs are covered in our analysis "The Market for Light Commercial Rotorcraft."

The following rotorcraft programs were reviewed in preparing this analysis:

AgustaWestland AW101  
Eurocopter AS 332/EC 225  
Kamov Ka-32  
Kamov Ka-62  
Mil Mi-8/17  
Sikorsky S-92

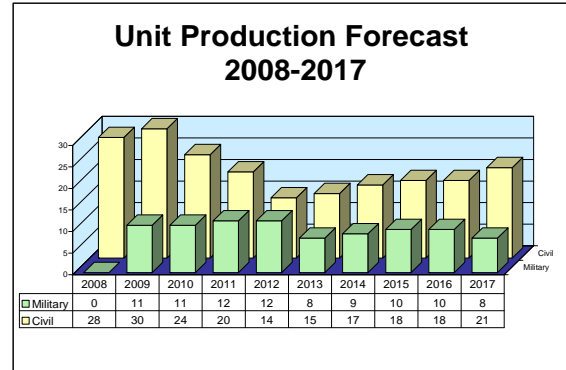
**Methodology.** Forecasting commercial rotorcraft production is an inexact science. Because rotorcraft are used in so many varied applications, and utilization data are sometimes questionable, development of a statistically valid methodology continues to be extremely difficult. Forecast International's method is based on an analysis of current inventories together with economic projections for the world's geographic regions. Factors such as price, level of product support, differences in performance, and established customer bases are used to project outlooks for individual programs.



# Sikorsky S-92

## Outlook

- Production of S-92 to reach 30 units per year on strong civilian demand
- Canadian H-92 deliveries delayed until late 2010
- Sikorsky to recompile for USAF CSAR-X competition, along with AgustaWestland AW101 and Boeing H-47



## Orientation

**Description.** Twin-engine, single-main-rotor, medium-lift commercial and military helicopter.

**Sponsor.** United Technologies Sikorsky Aircraft; Stratford, Connecticut, USA.

**Status.** Production

**Total Produced.** Four prototypes and approximately 70 production aircraft produced through 2007.

**Application.** Utility, offshore transport, search-and-rescue, and overnight cargo roles; military version to seat 18 to 22 troops.

**Price Range.** S-92, \$20.1 million in 2008 dollars.



S-92

Source: Sikorsky

## Sikorsky S-92

## Contractors

## Prime

<b>Sikorsky Aircraft Corp</b>	<a href="http://www.sikorsky.com">http://www.sikorsky.com</a> , 6900 Main St, Stratford, CT 06614 United States, Tel: + 1 (203) 386-4000, Fax: + 1 (203) 386-7300, Email: supportal@sikorsky.com, Prime
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## Subcontractor

<b>Aerazur</b>	58 Blvd Gallieni, Issy-Les-Moulineaux, 92130 France, Tel: + 33 145 54 9280 (Fuel Cells)
<b>Aerospace Industrial Development Corp (AIDC)</b>	<a href="http://www.aidc.com.tw">http://www.aidc.com.tw</a> , No 111-X60, Lane 68, Fu-Hsing N Rd, Taichung, 40722 Taiwan, Tel: + 886 4 270 70001, Fax: + 886 4 228 42849 (Discs)
<b>CPI Aerostructures Inc</b>	<a href="http://www.cpiaero.com">http://www.cpiaero.com</a> , 60 Heartland Blvd, Edgewood, NY 11717 United States, Tel: + 1 (631) 586-5200, Fax: + 1 (631) 586-5814 (Search-and-Rescue (SAR) Door Provision and Completion Kits; Seat Fitting Kits)
<b>Curtiss-Wright Corp</b>	<a href="http://www.curtisswright.com">http://www.curtisswright.com</a> , 4 Becker Farm Rd, 3rd Fl, Roseland, NJ 07068 United States, Tel: + 1 (973) 597-4700, Fax: + 1 (973) 597-4799 (Recovery Assist Secure and Traverse (RAST) Probes)
<b>Eaton Corp</b>	<a href="http://www.eaton.com">http://www.eaton.com</a> , 1111 Superior Ave, Cleveland, OH 44144 United States, Tel: + 1 (216) 523-5000, Fax: + 1 (216) 523-4787, Email: garyklasen@eaton.com (Emergency Flotation Bag)
<b>Endevco</b>	30700 Rancho Viejo Rd, San Juan Capistrano, CA 92675 United States, Tel: + 1 (714) 493-8181, Fax: + 1 (714) 661-7231 (Accelerometer)
<b>GE - Aviation</b>	<a href="http://www.geae.com">http://www.geae.com</a> , 1000 Western Ave, Lynn, MA 01910-0001 United States, Tel: + 1 (617) 594-0100, Fax: + 1 (617) 594-4729 (CT7 Turboshaft)
<b>Goodrich Corp</b>	<a href="http://www.goodrich.com">http://www.goodrich.com</a> , Four Coliseum Centre, 2730 W Tyvola Rd, Charlotte, NC 28217-4578 United States, Tel: + 1 (704) 423-7000, Fax: + 1 (704) 423-7002, Email: corporate.communications@goodrich.com (Health and Usage Monitoring System; Rescue Hoist)
<b>Hamilton Sundstrand</b>	<a href="http://www.hamiltonsundstrand.com">http://www.hamiltonsundstrand.com</a> , One Hamilton Rd, Windsor Locks, CT 06096-1010 United States, Tel: + 1 (860) 654-6000, Fax: + 1 (860) 654-2621, Email: hs.general@hsd.utc.com (Active Vibration Computers; Automatic Flight Control System)
<b>Honeywell Aerospace, Engines, Systems &amp; Services</b>	<a href="http://www.honeywell.com/sites/aero/">http://www.honeywell.com/sites/aero/</a> , 111 S 34th St, Phoenix, AZ 85034-2892 United States, Tel: + 1 (602) 231-1000, Fax: + 1 (602) 231-5713 (Radar; APU)
<b>Martin-Baker Aircraft Co Ltd</b>	<a href="http://www.martin-baker.com">http://www.martin-baker.com</a> , Higher Denham, Near Uxbridge, UB9 5AJ Middlesex, United Kingdom, Tel: + 44 0 1895 832214, Fax: + 44 0 1895 832587, Email: information@martin-baker.co.uk (Crew Seats)
<b>Messier-Bugatti</b>	<a href="http://www.messier-bugatti.com">http://www.messier-bugatti.com</a> , Zone Aéronautique Louis Breguet, BP40, Velizy-Villacoublay, 78140 France, Tel: + 33 1 4629 8100, Fax: + 33 1 4629 8700 (Wheels; Brakes)
<b>Mitsubishi Heavy Industries (MHI) Ltd</b>	<a href="http://www.mhi.co.jp">http://www.mhi.co.jp</a> , 16-5 Konan 2-chome, Minato-ku, Tokyo, 108-8215 Japan, Tel: + 81 3 6716 3111, Fax: + 81 3 6716 5800 (Center Body Section)
<b>Rockwell Collins Display Systems</b>	<a href="http://www.rockwellcollins.com">http://www.rockwellcollins.com</a> , 2701 Orchard Pkwy, San Jose, CA 95134 United States, Tel: + 1 (408) 432-3000, Fax: + 1 (408) 433-0553 (Multifunction Display)

## Sikorsky S-92

<b>Universal Avionics Systems Corp</b>	<a href="http://http://www.uasc.com/home/index.asp">http://http://www.uasc.com/home/index.asp</a> , 3260 E. Universal Way, Tucson, AZ 85706 United States, Tel: + 1 (520) 295-2300, Fax: + 1 (520) 295-2395 (Flight Management System)
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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)

## Technical Data

### (S-92)

**Design Features.** Single-main-rotor helicopter with integral tailboom and rotor system. Twin turboshafts drive from the cold end directly into the main rotor gearbox. Retractable tricycle landing gear.

	<u>Metric</u>	<u>U.S.</u>
<b>Dimensions</b>		
Length overall(a)	20.88 m	68.5 ft
Fuselage length	17.12 m	56.1 ft
Main rotor diameter	17.71 m	56.25 ft
Height overall	5.46 m	17.95 ft
<b>Weight</b>		
Empty weight (offshore oil)	7,654 kg	16,875 lb
Max takeoff weight (internal load)	12,020 kg	26,500 lb
<b>Capacities</b>		
Standard fuel	1,136 liters	300 gal
<b>Performance</b>		
Max cruise speed	305 kmph	151 kt
Hover OGE	2,040 m	6,700 ft
Hover IGE	3,330 m	10,920 ft
Range, std internal fuel, 19 pax, 30-min reserves plus 10%	740 km	400 nm
SAR radius of action, max internal fuel, plus 10% reserve	618 km	334 nm
<b>Propulsion</b>		
S-92	(2)	GE Aircraft Engines CT7-8A axial-centrifugal-flow turboshaft engines rated 1,523 kW (2,043 shp) at max continuous.
H-92	(2)	GE CT7-8C turboshaft engines rated approximately 1,900 kW (2,550 shp) each.

### Seating

S-92 to seat 19 passengers. H-92 to seat 22 troops in military configuration.

(a) Rotors turning.

## Variants/Upgrades

**S-92.** The commercial version, intended primarily for the offshore oil/gas market segment. Cabin seats 19 passengers at 30-inch pitch, and is fitted with seven windows per side. Features 168-cubic-foot aft baggage compartment, an emergency flotation system with two floats on either side of the fuselage, a low-noise, 85-dB

cabin environment, and a stand-up (72-in-height) cabin. In a typical mission, the aircraft cruises at 3,000 feet for three hours with two pilots, 19 passengers and luggage, and 3,800 pounds of fuel, or flies a 400-nautical-mile mission at 149 knots and lands with 10 percent fuel reserves. Sikorsky has also studied a bulk cargo version

## Sikorsky S-92

accommodating three LD-3-sized containers, and a search-and-rescue variant fitted with internal auxiliary fuel tanks to extend the aircraft's range to a minimum of 700 nautical miles.

**H-92.** Sikorsky originally proposed the military variant as a low-cost, low-risk alternative to the Bell/Boeing V-22 as a replacement for the U.S. Navy and Marine Corps CH-46 medium-lift helos. As the latter program has since moved forward, Sikorsky has shifted its marketing emphasis to the international market. The H-92 configured for the land assault mission offers a 200-nautical-mile radius of action while carrying 22

troops at 3,000 feet on a 91.5°F day (compared with 140 nm for the CH-46E). In the amphibious assault role, the Sikorsky aircraft has a dual sortie radius of action of 65 nautical miles with 22 troops under 103°F conditions (versus 45 nm for the CH-46E). The aircraft's main rotor and tailboom can be folded; thus, it requires only 90 percent of the deck space occupied by the CH-46E. The H-92 features twin uprated CT7-8C turboshafts, which offer a 25 percent power increase over the CT7-8A engines used by its civilian stablemate.

## Program Review

**Background.** In March 1992, Sikorsky unveiled a full-scale mockup of its proposed S-92 medium civil helicopter, derived from the manufacturer's UH-60 military helicopter technology. The new model will feature a redesigned transmission; the H-60's three-stage gearbox has been upgraded with a fourth stage. The S-92 was originally to have been fitted with a spindle-type main rotor head, but this has been replaced with a yoke-type unit, which permits both fewer and faster inspections. According to Sikorsky, the rotor head will be the industry's first to offer an infinite life. The aircraft will also feature new rotor blades, scaled-up versions of wide-chord units that have already been test-flown aboard the Black Hawk. The new blades are 16 inches longer than those fitted to the UH-60, and permit the latter to lift an additional 500-pound payload. The S-92 also features a new tail rotor, as well as an intermediate tail gearbox and a supercritical tail driveshaft system.

The S-92 fuselage (less probes) is 98 inches longer than that of the Black Hawk, and features a cabin interior 79 inches wide, 72 inches high, and 20 feet in length. A rear ramp, based on that of the Sikorsky CH-53, will accommodate palletized loads; in a bulk cargo version, the S-92 could carry three LD-3-sized containers.

**Avionics.** The aircraft's avionics feature an open architecture to accommodate MIL-STD 1553 and Arinc 429 interfaces. Four liquid crystal displays (LCDs), provided by Lockheed Sanders and derived from units developed for the C-130J transport, are installed in the cockpit, with room for an optional fifth. All avionics equipment is accommodated in a removable rack behind the pilot. In a new design departure, the systems' wire bundles pass through conduits attached to aircraft frames, instead of being passed through frame holes.

### *International Partnership*

Sikorsky's S-92 partners are Mitsubishi of Japan, which has a 7.5 percent program share and supplies the cabin structure; the Taiwan Industries consortium, which has a 6.5 percent share and is responsible for the two-crew cockpit; China's Jingdezhen Helicopter Group, which has a 2 percent stake and covers the horizontal stabilizer and vertical tail pylon; Gamesa of Spain, which has a 7 percent share and is responsible for the cabin interior, aft transmission section, and main rotor pylon; and Brazil's Embraer, which has a 4 percent share and provides the fuel system.

Aside from developing the dynamic systems, Sikorsky handles assembly, flight-test, and certification chores. The team has signed aboard the following suppliers and subcontractors: Lucas Aerospace (flexible drive couplings); Endevco (HUMS accelerometers); Dunlop Aviation (engine intake assembly); BAE Systems (SCR500-120 cockpit voice recorder); Martin-Baker (crashworthy crew/passenger seats); and Messier-Bugatti (wheels, steel brakes).

### *H-92 Engine Upgrade*

In June 2003, Sikorsky entered an agreement with GE whereby the latter will supply uprated CT7-8C engines for the H-92. The -8C offers about 25 percent more power than the baseline CT7.

### *Canadian Award*

In July 2004, the H-92 won the \$2.4 billion competition to provide 28 maritime helicopters for the Canadian armed forces. Sikorsky will deliver the first of the S-92 variants in 2008, with all 28 to be handed over by 2011.

The U.S. manufacturer defeated a bid from AgustaWestland, which had proposed a version of its

## Sikorsky S-92

three-engine EH101. That aircraft won the original competition in 1993 but the contract was canceled following a change in government in Ottawa.

### *Sikorsky/Boeing Link*

Sikorsky and Boeing Air Force Systems announced at the 2005 Paris Air Show that they had reached a preliminary agreement to team up on the former's H-92 proposal for the U.S. Air Force's 146-unit CSAR-X

requirement. Boeing will handle the mission systems integration portion of the work. The pair competed against rival bids based on AgustaWestland's AW101 and a variant of Boeing's H-47 Chinook helicopter. The U.S. Air Force selected the H-47-based bid initially, but a subsequent protest by the losing bidders was later upheld by the U.S. Government Accountability Office (GAO). The competition has since been reopened.

## Related News

**Nine Sikorsky Helicopters Added to Bristow Fleet** – Bristow Group Inc has exercised options on its existing sales agreement with Sikorsky for three S-92 helicopters and six S-76C++ helicopters, Sikorsky Aircraft announced from the Farnborough International Air Show. Bristow, a longtime Sikorsky Aircraft customer, also added options to purchase eight additional S-92 helicopters. Bristow will use the new S-92 and S-76C++ helicopters to fulfill offshore transportation requirements in various parts of the world. (Sikorsky, 7/08)

**Sikorsky Aerospace Services Opens Support Facility in Kuala Lumpur** – Sikorsky Aerospace Services, the newly rebranded aftermarket organization for Sikorsky Aircraft Corp, opened a regional spare parts stocking facility in Kuala Lumpur, Malaysia, in June 2008. The facility, operated in partnership with logistics/shipping services leader DHL, receives, stocks, and ships a wide array of spare parts to support Sikorsky's customers in Asia who operate a variety of civil/commercial rotorcraft, including Sikorsky S-61, S-76, and S-92 helicopters. The facility also stocks parts to support fixed-wing aircraft owned and operated in the region by customers of Perco Aerospace, a unit of Sikorsky Aerospace Services. (Sikorsky, 5/08)

**CHC's Fleet of Sikorsky S-92s Reaches 20,000 Hour Mark** – CHC Helicopter Corp and Sikorsky Aircraft Corp marked the milestone of 20,000 fleet hours with the Sikorsky S-92 helicopter at Heli-Expo on February 25, 2008. CHC previously announced signing a contract for 12 S-92 aircraft. The company and its predecessors have operated Sikorsky equipment for more than 50 years, beginning with the S-55 helicopter. Today, CHC remains a major operator of the S-76 and S-92 helicopters, and has fielded the first fully equipped, dedicated search-and-rescue (SAR) S-92 helicopters. (Sikorsky, 2/08)

**Tata Advanced Systems Signs MoU for S-92 Helicopter Cabin Production** – Sikorsky has signed a Memorandum of Understanding to team up with Tata Advanced Systems to manufacture S-92 helicopter cabins in India. Tata Advanced Systems is a subsidiary of the Tata Group, one of India's oldest and largest conglomerates with businesses spread over seven sectors and comprising 98 companies operating on six continents. (Sikorsky, 2/08)

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## Funding

Estimated S-92 development cost is \$600 million, including \$100 million for General Electric to develop T700 growth engines.

## Contracts/Orders & Options

Operator	Designation	Quantity	Phase
Bahrain Air Force	S-92	1	On Order
Canada CS	H-92	28	On Order

## Sikorsky S-92

Operator	Designation	Quantity	Phase
Saudi Arabia Government	S-92	16	On Order
Thailand Air Force	S-92	3	On Order

**Note:** Above table includes military and government orders only.

## Timetable

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Month	Year	Major Development
Late	1990	S-92 design initiated
Mar	1992	Full-scale civil mockup displayed
Apr	1992	Full-scale military mockup displayed
Dec	1992	Marketing studies completed
Late	1994	Risk-reduction studies completed
Jun	1995	S-92 formally launched
Dec	1998	Prototype first flight
	2000	Redesign (including larger cargo door, stretched fuselage)
Dec	2002	S-92 FAA VFR certification
Mar	2004	Initial S-92 deliveries
Jul	2004	H-92 wins Canada's Maritime Helicopter competition
Late	2010	Scheduled first delivery of H-92 to Canada

## Forecast Rationale

Production of the S-92 is rising and reflects strong demand from the offshore oil service market. The aircraft, which is the civil model of the H-92 series, has also been ordered for use as a VIP aircraft by several governments and air arms around the world (including the Republic of Korea, Thailand, Turkey, Turkmenistan, and Bahrain). Sikorsky is also set to make inroads into the offshore search-and-rescue market. The first of four S-92s to be dedicated to the SAR mission was delivered to CHC in 2007 for use under a five-year contract, signed in July 2007, between CHC and the U.K.'s Maritime and Coastguard Agency.

Recent orders include a new one from CHC helicopter Corp's HeliOne division for 12 S-92s for delivery in 2009-12. Bristow Group exercised four options for delivery in 2008. VIH Aviation will add four helicopters to its existing fleet of 11 S-92s held by its Cougar Aviation subsidiary. These aircraft will operate in and around Nova Scotia and Newfoundland. International Handling Co ordered two aircraft for delivery in 2010, and Azerbaijan Airlines ordered one S-92 for use as a VIP aircraft, along with two options. Production of the S-92 for the civil market can be expected to be high for at least the next two to three years.

Sikorsky developed the S-92 as a replacement for the huge number of long-serving Sikorsky S-61s in service worldwide. Old helicopters tend to suffer from high

maintenance costs and low mission availability, and operators will continue the process of transitioning to newer aircraft over the next decade. Although some S-92 operators reportedly experienced parts shortages in the past that hurt mission availability, this is not a long-term problem and is, in fact, common to any new helicopter program. By the autumn of 2007, Sikorsky was reporting that fleet availability rates were exceeding 90 percent.

On the military side, the Malaysian Air Force is in the process of selecting an aircraft to replace its fleet of Sikorsky S-61s in the SAR and transport roles. The Southeast Asian nation expects to initially procure only 12 aircraft, but over the long term the country plans to acquire up to 48 helicopters. The country needs an aircraft to shuttle troops in and around the Sabah and Sarawak provinces, which are located hundreds of miles across the South China Sea. The H-92, the AgustaWestland AW101, Kazan Helicopter's Mil Mi-17V-5, and the Eurocopter EC 725 are under consideration. The NH90 was once considered a likely competitor, but Eurocopter decided the 725 was a better fit for a Malaysian bid because of its existing commercial support system in the area.

The H-92 may have an advantage in this competition if the Malaysians are looking for an aircraft that matches the S-61. The three-engine AW101 is a major step up in size and operating costs. The EC 725 is smaller than the

## Sikorsky S-92

H-92, but is likely to offer the most competition. The Mi-17 is a dark horse candidate and already serves in the Malaysian fleet, but it is a considerably slower helicopter than its competitors. Given the distances that the selected helicopter will cover in the SAR and transport roles, the speedier helicopters have the edge here.

Elsewhere in the military and government market, delivery to the Canadian military of 28 H-92 variants under a 2004 contract to fill its Maritime Helicopter Project requirement has been delayed yet again. Sikorsky teamed up with General Dynamics Canada and L-3 MAS Canada to develop, certify and field the Canadians' "Cyclone." General Dynamics Canada is handling systems integration, while L-3 MAS is responsible for long-term in-service support of the Cyclone for the Canadian Forces.

Delivery of the aircraft had been pushed back to November 2008, but it now looks as though the first aircraft will not arrive until late 2010. The Canadian government is now questioning Sikorsky's performance under the contract. In the spring of 2008, Sikorsky asked for an extra CAD250-CAD300 million to cover the cost of developing a more powerful version of the H-92's engine than was specified in the original contract. Meanwhile, the Canadian government was withholding CAD200 million in progress payments. The situation between the two parties is at the point where cancellation is a possibility, but Forecast International's projections currently assume that the contract will remain in force and that Sikorsky will eventually deliver the helicopters in 2010.

Other recent military/government orders include one by the Saudi Arabian Ministry of the Interior for 16 S-92s announced in November 2007. Sikorsky delivered the first of these aircraft in 2008. The Royal Thai Air Force ordered three S-92s for the VIP role in December 2007.

A February 2007 decision by the Norwegian government to reject an options agreement between the Defense Ministry and NH Industries for 10 NH90 helicopters in the SAR configuration for the Norwegian Air Force represents a new opportunity for Sikorsky.

The Indian government considered the S-92 to fill a requirement for 12 VIP and transport helicopters, but it is all but certain to select the AW101 because the IAF preferred a three-engine helicopter to add a margin of safety when the helicopters are used in mountainous regions of the country.

The H-92 was a contender in the U.S. Air Force's Combat Search and Rescue (CSAR-X) competition, in which the service intended to acquire 141 new platforms to replace its HH-60 Pave Hawks from about 2008. The Air Force selected a variant of Boeing's CH-47 Chinook for the role over both the S-92 and the US101, but subsequent protests of the selection by the losing bidders were later upheld by the Government Accountability Office (GAO). The Air Force later reopened the competition, and at time of writing the service was projecting a contract award during the fall of 2008. We do not, however, forecast production of H-92s for the CSAR-X program at this time.

Overall, we are projecting that Sikorsky will turn out 205 S-92s plus 91 H-92s during the 2008-2017 forecast period.

## Ten-Year Outlook

ESTIMATED CALENDAR YEAR CIVIL UNIT PRODUCTION												
Designation or Program	High Confidence					Good Confidence			Speculative			Total
	Thru 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	
<b>Sikorsky Aircraft Corp</b>												
<b>S-92 &lt;=&gt; CT7 -8 A</b>												
	68	28	30	24	20	14	15	17	18	18	21	205
<b>Total</b>	68	28	30	24	20	14	15	17	18	18	21	205

## Sikorsky S-92

ESTIMATED CALENDAR YEAR MILITARY UNIT PRODUCTION												
Designation or Program	High Confidence					Good Confidence			Speculative			Total
	Thru 2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	
<b>H-92 &lt;-&gt; CT7 -8 C</b>												
	2	0	11	11	12	12	8	9	10	10	8	91
<b>Subtotal</b>	2	0	11	11	12	12	8	9	10	10	8	91
<b>Total</b>	2	0	11	11	12	12	8	9	10	10	8	91

# FORECAST INTERNATIONAL

## ORDER FORM FOR PROPER SHIPPING, PLEASE PROVIDE ALL OF THE FOLLOWING INFORMATION.

Name \_\_\_\_\_ Title \_\_\_\_\_

Company \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ State/Prov. \_\_\_\_\_ Country \_\_\_\_\_ Zip \_\_\_\_\_




Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-Mail \_\_\_\_\_

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.



Merchandise Subtotal \_\_\_\_\_  
 Shipping \_\_\_\_\_  
 Subtotal \_\_\_\_\_  
 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</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>		
<i>Aerospace/Engine/Power Systems</i>			Binder	\$315	\$595	Binder	\$270	\$510
CD	\$50	\$95	DVD	\$50	\$95	DVD	\$50	\$95
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