

# ARCHIVED REPORT

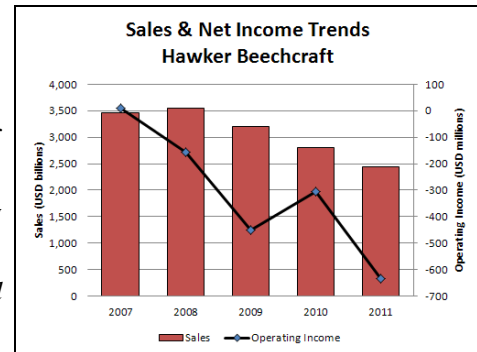
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## Beechcraft

### Outlook

- In March 2014, Textron acquired Beechcraft for \$1.4 billion
- Beechcraft, Hawker, and Cessna operations now combined under Textron Aviation
- In February 2013, company emerged from Chapter 11 bankruptcy process as the new Beechcraft
- *This report will be archived in 2015 and its operations merged under Textron*



### Headquarters

Beechcraft Corporation  
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Wichita, KS 67206  
Telephone: + 1 (316) 676-7111  
Fax: + 1 (316) 676-8867  
Website: <http://www.beechcraft.com>

Hawker Beechcraft (now Beechcraft) took its name from the legacy operations of Beech Aircraft Corporation, founded in 1932, and Hawker Siddeley, which purchased the de Havilland Aircraft Company in the late 1960s (and was subsequently added to British Aerospace). Raytheon acquired Beech Aircraft in 1980 and in 1993 acquired the mid-sized Hawker jet line from BAE Systems. In 1994, Beech Aircraft Corporation and Raytheon Corporate Jets merged to form Raytheon Aircraft.

In early 2007, Raytheon sold Raytheon Aircraft for \$3.3 billion to Hawker Beechcraft Corporation, a new

company formed by GS Capital Partners (an affiliate of Goldman Sachs) and Onex Partners. The transaction included Raytheon Aircraft facilities and other assets in Wichita and Salina, Kansas; Little Rock, Arkansas; and Dallas, Texas, as well as Raytheon's fixed based operation (FBO) network across the United States, the United Kingdom, and Mexico.

In 2012, the firm entered Chapter 11 bankruptcy. As part of its restructuring, the firm eliminated the Hawker aircraft line, and the company was renamed simply Beechcraft. Today, the firm continues to manufacture several families of business, special mission, and trainer aircraft. The company had about 5,400 employees.

In 2014, Textron acquired Beechcraft in a deal valued at \$1.4 billion. The new owners have put Beechcraft and Cessna together into a new unit called Textron Aviation.

### Structure and Personnel

#### Textron Aviation Leadership

Scott Ernest  
Chief Executive Officer, Textron Aviation  
Christi Tannahill  
Senior Vice President, Turboprop Aircraft  
Russ Bartlett  
Senior Vice President, Defense

Dave Rosenberg  
Senior Vice President, Integration and Strategy  
Ron Draper  
Senior Vice President, Integrated Supply Chain  
Michael Thacker  
Senior Vice President, Engineering  
Eric Salander

## Beechcraft

Senior Vice President and CFO  
 Bill Schultz  
 Senior Vice President, China Business  
 Development  
 Brad Thress  
 Senior Vice President, Customer Service  
 Joe Hepburn  
 Senior Vice President, Piston Aircraft  
 Kriya Shortt  
 Senior Vice President, Sales and Marketing  
 Cindy Halsey  
 Senior Vice President, Interior Design Engineering

Chris Hearne  
 Senior Vice President, Jets  
 Jim Waters  
 Senior Vice President, Human Resources and  
 Communications

## Product Area

Beechcraft is focused on turboprop, piston, special mission and trainer/attack aircraft, and on its parts, maintenance, repairs and refurbishment businesses. The company is believed to be organized as follows:

1. Business and General Aviation
  - 1.1 Turboprops
  - 1.2 Pistons
  - 1.3 Special Mission Aircraft
2. Trainer/Attack Aircraft
3. Customer Support

**Business and General Aviation.** This segment produces commercial and specially modified general aviation aircraft under the Beechcraft brand.

**Turboprops.** The King Air family of turboprops is sold under the Beechcraft brand and comprises the King Air 350i, B200GT, and C90GTx.

**Pistons.** The company produces the twin-engine Baron G58 and single-engine Bonanza G36 under the Beechcraft brand.

**Special Mission Aircraft.** These are produced by Beechcraft from the above families of aircraft. Special mission modifications include aerial survey, air ambulance, flight inspection, ground surveillance, maritime patrol, trainer, and VIP transport aircraft.

**Trainer/Attack Aircraft.** Produced by Beechcraft, these include the Beechcraft T-6A and the Beechcraft T-6B, both of which are utilized in the Joint Primary Aircraft Training System (JPATS) program, and the proposed Beechcraft AT-6, a militarized variant of the trainer family.

**Customer Support.** This segment provides a network of authorized service centers and personnel to support Beechcraft's aircraft. This unit also provides legacy support such as parts and documentation for the Hawker line of business jets.

## Facilities

Beechcraft, 10511 E Central Ave, Wichita, KS 67206.  
 Mailing Address: PO Box 85, Wichita, KS 67201-0085.  
 Telephone: + 1 (316) 676-7111. Parts processing, engine buildup, major and subassembly, aircraft painting and interior installation, and flight testing.

Hawker Beechcraft Limited, Hawarden Airport, Broughton, North Wales, Flintshire, CH4 0BA, U.K.

Telephone: + 44 1244 523783. Provides heavy maintenance, modification, repairs, avionics, electrical design, design engineering and fabrication for Hawker aircraft, the Premier IA, and the King Air 200 and 300 series.

## Corporate Overview

Beechcraft Corporation is a major producer of turboprop, piston, and trainer aircraft for businesses, governments, and individuals worldwide. In business since 1932, Beechcraft has built more than 54,000 aircraft, of which an estimated 36,000 are still flying today.

### New Products and Services

**Militarized King Air 350ER.** In September 2013, Beechcraft certificated a more powerful version of the King Air 350ER for military and other special mission customers. Military operators can now upgrade to the

## Beechcraft

more powerful 1,200-shp class Pratt & Whitney Canada PT6A-67 engine.

**EMARSS.** Boeing was awarded the contract for the Army's Enhanced Medium Altitude Reconnaissance and Surveillance System in December 2010. Under the program, the company will outfit Beechcraft King Air 350s with signals intelligence collectors. The goal of EMARSS is to provide the Army with a manned multi-intelligence airborne ISR system that will provide a persistent capability to detect, locate, classify, identify, and track surface targets in virtually any weather and lighting conditions. The airborne intelligence collection, processing, and targeting support system will be located with Aerial Exploitation Battalions assigned to the Army's Intelligence and Security Command. The program has been reduced from its original requirement to produce some 48 aircraft. The Army's FY14 budget request includes funds for four LRIP aircraft, plus two more in 2015. The \$142 million sought in 2014 includes refurbishment of four engineering and manufacturing development aircraft to production standard.

**King Air 250.** Beechcraft announced a new King Air 250 model in October 2010. The aircraft is an upgraded King Air B200GT featuring BLR Aerospace composite winglets to improve efficiency, composite propellers that are lighter than the current props, and engine induction modifications to increase performance. The engine modifications have made the 250's takeoff performance substantially better than that of its predecessor. Beechcraft says the high-speed cruise, climb performance, and range have also increased. The Beechcraft King Air 250 received FAA certification in June 2011.

**AT-6 Light Attack Aircraft.** In September 2009, Beechcraft announced the successful first flight of its AT-6 prototype and the program's progression into the next phase of flight testing. The AT-6 prototype is a structurally strengthened derivative of the U.S. Air Force and U.S. Navy T-6A/B trainer.

**King Air C90GTx.** In July 2009, Beechcraft launched the Beechcraft King Air C90GTx, the eighth major upgrade to the King Air series since 2003. Key enhancements to the new King Air C90GTx include an increase in gross weight and the addition of composite winglets, which improve climb performance and further increase fuel efficiency. The maximum ramp weight and maximum takeoff weight of the C90GTx have been increased by 385 pounds to 10,545 and 10,485 pounds, respectively. This increase in maximum weight provides the new C90GTx with a full-fuel payload capability of more than 750 pounds. The ability to carry more fuel with higher payloads increases the four-passenger range by more than 200 nautical miles. The

C90GTx will include upgraded, turbulence-detecting Doppler weather radar and WAAS GPS as standard equipment.

### Plant Expansion/Organization Update

**Emergence from Bankruptcy.** In February 2013, Hawker Beechcraft emerged from the Chapter 11 bankruptcy process simply as Beechcraft. The new entity is ceasing production of Hawker business jets and now focuses on turboprop, piston, special mission, and trainer/attack aircraft, and on its parts, maintenance, repairs, and refurbishment businesses. After failing to find a buyer for the Hawker line, the company decided to end production of those aircraft. Production of the business jet line – the Hawker 4000, 900XP, and Premier IA – is winding down as the company continues to investigate a possible divestiture. Beechcraft will continue to provide support for Hawker aircraft that are in service, with spare parts and engineering and airworthiness documentation. The company entered bankruptcy in May 2012. Shortly thereafter, the company accepted an acquisition offer by China's Superior Aviation Beijing for \$1.79 billion. To avoid issues with the U.S. DoD, the sales agreement did not include the Hawker Beechcraft Defense subsidiary, builder of the T-6 trainer and AT-6 light attack aircraft. However, by October 2012, the deal fell apart due to a number of factors, including crossing cultural and language barriers to conduct negotiations and difficulty obtaining approvals from both the Chinese and U.S. governments. Hawker Beechcraft then proceeded on its own, completing the bankruptcy process in early 2013.

**New Service Center in Mexico.** In October 2011, Hawker Beechcraft Global Customer Support (GCS) announced it had broken ground on a new 48,000-square-foot, company-owned factory service center at the General Mariano Escobedo International Airport in Monterrey, Mexico. The facility, which opened in late 2012, includes a 13,400-square-foot paint hangar in addition to a 24,000-square-foot maintenance hangar and 10,700 square feet of office and customer hospitality space.

**New Service Center in Delaware.** In June 2011, Hawker Beechcraft GCS finalized agreements with the Delaware River and Bay Authority and the Delaware Economic Development Office to open a new Hawker Beechcraft Services (HBS) aircraft maintenance facility at New Castle Airport in Wilmington. The facility serves as the northeast regional service center for the HBS network. The new location is a full-service maintenance, repair, and overhaul (MRO) facility offering airframe, engines, avionics, and mobile service support for the company's entire product line. It opened in July 2012.

## Beechcraft

**Second Chihuahua Facility Opened.** In February 2011, Hawker Beechcraft opened a second facility in Chihuahua, Mexico. The 180,000-square-foot facility includes sheet-metal assembly for the company's King Air turboprops and Hawker jet products as well as electrical assembly. The company opened its first facility in Chihuahua in 2007 to handle the manufacture of light sheet-metal assembly and currently employs approximately 400 people. With the opening of this new facility and a state-of-the-art sheet-metal fabrication facility later in the year, the company's footprint would be nearly 500,000 square feet and employment would reach approximately 1,000.

**Indianapolis Expansion.** In August 2009, HBS opened its newly expanded, factory-owned aircraft maintenance and service facility at Indianapolis International Airport. The new facility is three times the size of the previous one, providing space to accommodate significantly more aircraft and generating additional economic activity in the area. Ground was broken for the \$14 million expansion in October 2008.

**Mesa Facility.** In January 2009, Beechcraft opened an aircraft maintenance facility at Phoenix-Mesa Gateway Airport in Mesa, Arizona. The Mesa facility serves as the Southwest regional service center for HBS, replacing the Van Nuys, California, location that closed in March 2009. The new location is a full-service MRO facility offering airframe, avionics, engine, and aircraft on-ground support for the company's entire aircraft line.

### Mergers/Acquisitions/Divestitures

**Textron Acquires Beechcraft.** In March 2014, Textron completed its acquisition of Beechcraft in a deal valued at \$1.4 billion. The deal also includes the type certificates for all of the former Hawker and Beechcraft business jets, which had ceased production following the company's emergence from bankruptcy in 2013. Following the purchase, Textron has created a new segment called Textron Aviation, through the combination of its existing Cessna operations and Beechcraft. Scott Ernest, who has served as Cessna's president and CEO since 2011, will lead the Textron Aviation segment as CEO. According to Textron, Cessna, Beechcraft, and Hawker will each remain distinct brands to preserve their histories and respective strengths in the marketplace. Textron Aviation brings together a combination of businesses with complementary general aviation products, including Citation and Hawker business jets, King Air twin-engine turboprops, Caravan single-engine utility turboprops, and a line-up of piston-engine aircraft representing the Cessna and Beechcraft brands. In addition, Textron Aviation will be home to the Beechcraft T-6 trainer and AT-6 light attack aircraft.

**European MRO Unit Sold.** In September 2013, Marshall Aerospace and Defence Group (Marshall ADG) acquired Beechcraft's European MRO business based at Broughton in the U.K. Known as Hawker Beechcraft Services Chester, the operations provides a full range of maintenance, modification, paint, and upgrade services to owners of Hawker and Beechcraft aircraft. The business has been renamed Marshall Aviation Services and has been granted Authorized Service Center status for Hawker and King Air aircraft. Terms were not announced.

**Fuel and Line Service Ops Sold.** In February 2008, Hawker Beechcraft sold its wholly owned fuel and line operations to BBA Aviation for \$128.5 million. BBA Aviation is reported to be the world's largest fixed-base operation and distribution network. The transaction includes fuel and line operations at seven domestic U.S. locations – Atlanta, Georgia; Houston and San Antonio, Texas; Indianapolis, Indiana; Tampa, Florida; Van Nuys, California; and Wichita, Kansas. HBC would retain its factory-owned HBS maintenance and customer support facilities collocated at these locations. Operations in Little Rock, Arkansas; Chester, England; and Toluca, Mexico, would not be affected.

**Charter and Management Business Sold.** In October 2007, Hawker Beechcraft sold its Charter and Management Business to Sentient Flight Group LLC, an aircraft management and aviation services company with operations in Massachusetts; New York; Philadelphia, Pennsylvania; Ft. Lauderdale, Florida; St. Louis, Missouri; Dallas, Texas; and Los Angeles and San Francisco, California. According to officials, aircraft charter and management had been a small part of Hawker Beechcraft's business. The sale included all 22 employees, current aircraft contracts, and the FAR Part 135 license. Terms of the deal were not disclosed.

**Raytheon Aircraft Divested.** In March 2007, Raytheon completed the sale of Raytheon Aircraft Company for approximately \$3.3 billion to Hawker Beechcraft Corporation, a new company formed by GS Capital Partners (an affiliate of Goldman Sachs) and Onex Partners. The transaction included Raytheon Aircraft facilities and other assets in Wichita and Salina, Kansas; Little Rock, Arkansas; and Dallas, Texas, as well as its FBO network across the United States, the United Kingdom, and Mexico. The transaction did not include Raytheon's ownership in either Flight Options LLC or Raytheon Airline Aviation Services LLC, both of which are reported in the "Other" segment of the company's financial statements. The deal was first announced in December 2006.

### Teaming/Competition/Joint Ventures

Beechcraft

**Project AIR 5428.** In September 2013, BAE Systems teamed with Beechcraft and CAE to bid for the Australian Defence Force's fixed-wing pilot training system, known as Project AIR 5428. The team will provide a total flight training solution, based on

Beechcraft's T-6C Texan II turboprop trainer. The team faces rival offerings from a Lockheed Martin/Pilatus team, Boeing, Thales, and Raytheon. A final selection is expected in 2014.

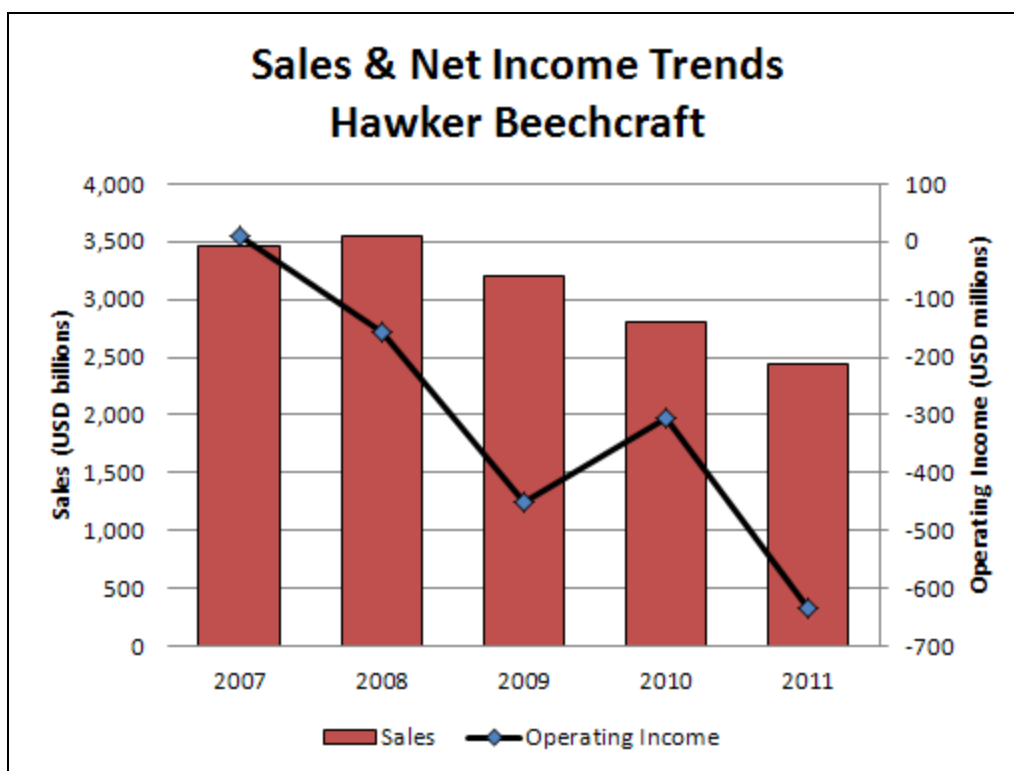
## Financial Results/Corporate Statistics

Because the company has entered bankruptcy, no financial results have been published for 2012 or 2013.

For 2011, Hawker Beechcraft reported sales of \$2.4 billion, down 15 percent from 2010 sales of \$2.8 billion. The company posted a loss of \$632.8 million for the year, compared to a loss of \$304.3 million for 2010. According to the company, the results of the past few years "reflect the combined effect of the prolonged weakness in our market that has continued to affect our business and the heavy debt burden the company has operated under since 2007." Historical data are presented below.

Y/E December 31	2006	2007	2008	2009	2010	2011
(USD millions)						
Net Sales	3,095.4	3,464.2	3,546.5	3,198.5	2,804.7	2,435.1
Net Income	90.1	11.0	-157.2	-451.3	-304.3	-632.8
R&D Expenditures	83.2	91.4	110.2	107.3	101.1	94.3
Percent Gov't	N/A	N/A	12	26	30	31
Backlog	4,105.3	6,290.8	7,606.6	3,359.2	1,407.8	1,130.7

N/A = Not Available



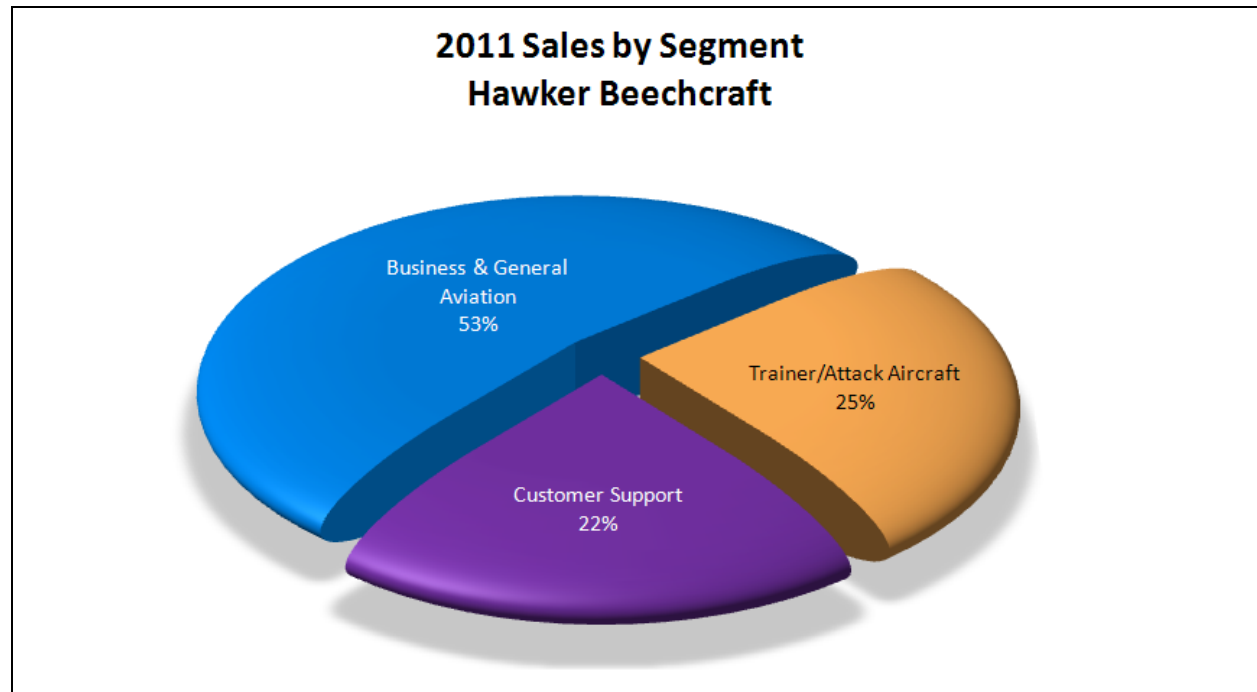
## Beechcraft

## Industry Segments

The Business and General Aviation segment designs, develops, manufactures, markets, and sells commercial and specially modified general aviation aircraft, in addition to manufacturing aircraft parts and providing them to the company's Trainer Aircraft and Customer Support segments.

<b>Sales</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>
(USD millions)					
Business and General Aviation	2,702.5	2,820.6	2,310.6	1,735.0	1,359.5
Trainer/Attack Aircraft	357.2	338.2	531.3	681.1	649.4
Customer Support	116.4	522.8	438.3	544.6	562.2
Eliminations	-130.7	-135.1	-81.7	-156.0	-136.0
<b>TOTAL</b>	<b>3,045.4</b>	<b>3,546.5</b>	<b>3,198.5</b>	<b>2,804.7</b>	<b>2,435.1</b>

<b>Operating Income</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>
(USD millions)					
Business and General Aviation	94.5	29.5	-801.7	-367.0	-602.0
Trainer/Attack Aircraft	26.3	28.2	44.1	95.7	25.3
Customer Support	55.6	82.5	45.5	97.5	95.3
Eliminations	-3.3	0.1	0.1	-0.1	-0.4
<b>TOTAL</b>	<b>173.1</b>	<b>140.3</b>	<b>-712.0</b>	<b>-173.9</b>	<b>-481.8</b>



## Beechcraft

**Aircraft Deliveries**

In 2013, Hawker Beechcraft delivered 211 business and general aviation aircraft, consisting of six business jet, 135 turboprop, and 70 piston aircraft. In addition to these commercial aircraft, Beechcraft delivered 34 T-6 military trainers. Details of major deliveries for the past few years are provided below.

<b>Aircraft Deliveries</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
Hawker 4000	-	6	20	16	10	0	6
Hawker 900XP	32	50	35	28	22	0	0
Hawker 800XP/850XP	35	15	3	1	1	0	0
Hawker 750	0	23	13	5	7	0	0
Hawker 400XP	41	35	11	12	1	0	0
Premier I	54	31	16	11	11	0	0
King Airs	-	-	155	114	107	89	0
King Air B200	48	54	-	-	-	-	0
King Air 250	-	-	-	-	-	-	36
King Air 350	53	58	-	-	-	-	72
King Air C90	56	66	-	-	-	-	27
Pistons	111	103	56	51	54	36	70
T-6A/B/C	-	-	-	-	-	0	34
<b>TOTAL</b>	<b>430</b>	<b>441</b>	<b>309</b>	<b>238</b>	<b>213</b>	<b>125</b>	<b>245</b>

## Strategic Outlook

Over the past few years, the business jet market has suffered through a deep and severe downturn, touched off by the global economic and financial collapse that occurred in the fall of 2008. In the wake of this collapse, orders for new business jets became scarce and large numbers of existing orders were canceled or deferred.

While there is now some cautious optimism for the future of the market, the prolonged market weakness was too much for Hawker Beechcraft. As a result, after suffering years of losses, the company filed for bankruptcy protection in mid-2012.

Under this effort, a possible sale of the company was investigated (sans its military trainer unit) to the Chinese firm Superior Aviation Beijing for \$1.79 billion. With many government and industry leaders balking at such a sale, the deal fell apart later in the year. The company then decided to go it alone with the Chapter 11 bankruptcy proceedings.

As result of the restructuring, the Hawker business jet line was slated to wind down to closure unless a buyer could be found. Meanwhile, the new Beechcraft would focus on its turboprop, piston, special mission, and trainer/attack aircraft, and on its parts, maintenance, repairs, and refurbishment businesses.

In late 2013, Textron made its move and acquired Beechcraft in a deal valued at \$1.4 billion. Textron

even purchased the troubled Premier and Hawker lines that Beechcraft had been shopping since it emerged from bankruptcy.

Under Textron, the operation has been combined with Cessna to form Textron Aviation. The two brands are expected to complement each other, though some consolidation in the coming years will occur as overlaps are eliminated and the organizations streamlined. Transition teams are working on how best to fold Beechcraft into the Textron family.

Although Textron did purchase the Hawker line, the firm does not intend to resume production. With the line closed, a competitor to Cessna has been eliminated, and it is hoped that former Hawker customers will opt for Cessna's Citation line of business jets.

The purchase also gives Textron additional penetration into the defense and special mission market, thanks to Beechcraft's established infrastructure. Government agencies and military customers, including the U.S. Air Force, are using turboprop aircraft as ISR platforms in many mission areas as a cost-saving option. These programs involve taking either a used or a newly built aircraft and installing sensors, communications gear, and other mission equipment for use in counter-insurgency, anti-smuggling, or police/border patrol operations. The turboprop aircraft are more fuel efficient and are well suited to some counterinsurgency missions where slow surveillance is needed.

## Beechcraft

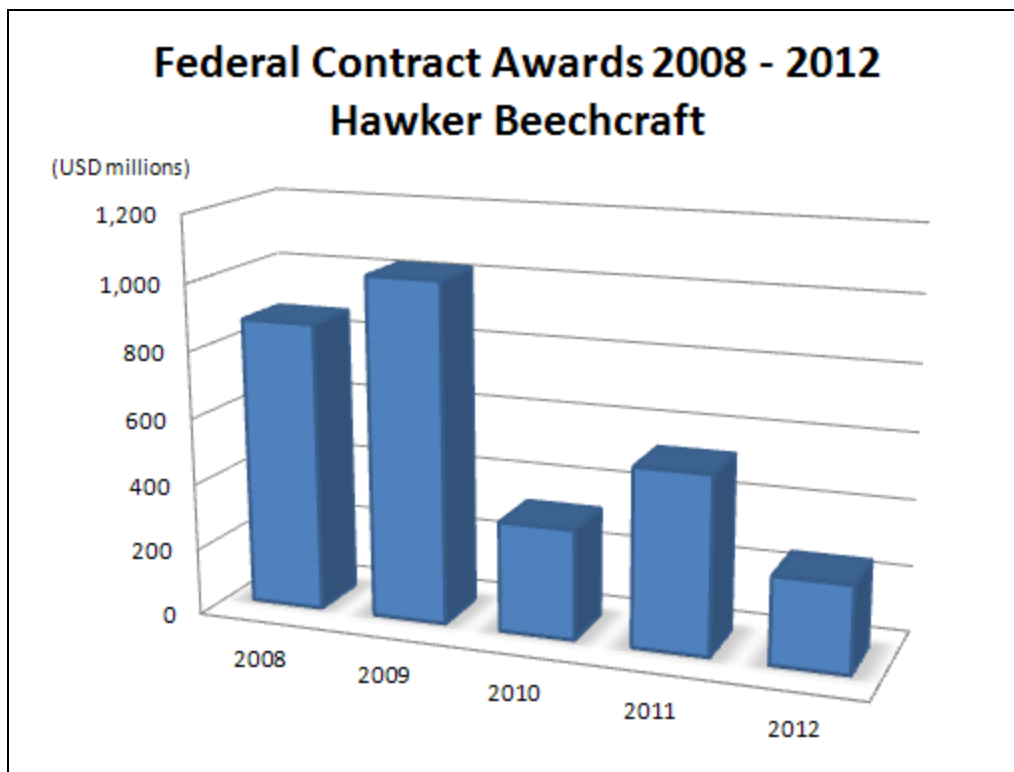
There will no doubt be some bumps in the road as Textron absorbs its new unit. In the end, the purchase should solidify the company as a broad-based aerospace

manufacturer with products including Bell helicopters, Lycoming engines, Beechcraft turbojets, and Cessna's jets and general aviation aircraft.

## Prime Award Summary

The following chart and table show the dollar volume of federal prime contract awards and rank (if applicable) relative to the top 100 companies receiving the largest dollar volume of prime contract awards for 2008 through 2012. No awards were reported for 2013. For more information, refer to Appendix I, "Recipients of Federal Contract Awards."

Hawker Beechcraft (USD millions)	2008	2009	2010	2011	2012
Rank	75	68	-	-	-
<b>Total Federal Awards</b>	<b>870.8</b>	<b>1,024.9</b>	<b>331.3</b>	<b>535.4</b>	<b>261.5</b>



Source: <http://www.usaspending.gov>

## Program Activity

Some important aerospace and government programs currently under way at Beechcraft are listed below. For full details and production forecasts, please refer to Forecast International's *Civil Aircraft* and *Military Aircraft Forecasts*.

### Civil Aircraft Programs

#### (Bizjets)

*After emerging from bankruptcy in early 2013, the new Beechcraft is ceasing production of Hawker business jets. Production of the business jet line is winding down and will likely not continue under Textron Aviation.*



## Beechcraft

**Hawker Beechcraft 750/900XP**

These are twin-turbofan-powered, medium-/long-range corporate/executive transport aircraft. They are used as military communications aircraft, airway and air traffic control instrument inspection aircraft, aerial ambulances, operational support aircraft, and aircrew training aircraft. Production of the Hawker 750 ended in 2011. Through June 2012, 116 Hawker 850XPs, 177 Hawker 900XPs, and 49 Hawker 750s were produced. Production of earlier variants includes an additional 1,365 aircraft.

**Hawker Beechcraft 4000**

This is a twin-engine, medium-/long-range corporate transport. The 4000 (formerly called the Horizon) is, in essence, the successor to the Hawker 1000, and fills what Hawker Beechcraft considered the gap between the company's Hawker 800XP and its Challenger 604 corporate jets. Competition includes the Falcon 2000, which costs about \$3 million more, and the Citation X. The Hawker 4000 was FAA certificated in November 2006. Production forecast to end as Hawker Beechcraft exits the jet business. Five prototype/test aircraft and 57 production aircraft were manufactured through mid-2012.

**Hawker Beechcraft 400XP/450XP**

This is a twin-turbofan-powered, short-/medium-range executive jet transport aircraft formerly known as the Beechjet. In November 2010, Bill Boisture, the company's chairman and CEO, said that sales and production of the 400XP had been suspended pending an improvement in the bizjet market. Boisture said that the company was suspending production in 2011 and 2012.

**Hawker Beechcraft Premier IA**

In September 1995, then-Raytheon Aircraft Company announced a new twin-turbofan, short-/medium-range, executive/business jet transport aircraft, dubbed the Premier I. Prototype rollout and first flight took place in December 1998. The Premier I has seating for six passengers. Certification was obtained in March 2001. An upgraded model – Premier IA – with improved avionics, redesigned cabin interior, improved brake and anti-skid system, a "lift dump on demand" control, and lower landing-approach reference speeds was certificated in October 2005. Four prototype/flight test units and 290 production aircraft were delivered over the life of the program.

**(General Aviation)****Beechcraft King Air Series**

This series of pressurized, twin-engine, turboprop-powered corporate/business transport aircraft is designed for short-/medium-range corporate/business passenger transportation. The Super King Air 350ER is designed for the military special mission market. The aircraft has a longer range and higher maximum gross weight than the standard model and beefed-up landing gear. More than 6,300 Beechcraft King Airs have been produced since 1964. Production is ongoing.

**Military Aircraft Programs****(Trainer Aircraft)****Beechcraft T-6A Texan**

This is a tandem-seat, single-engine, high-performance turboprop military flight training aircraft. First production aircraft were rolled out in July 1998. Swiss aircraft manufacturer Pilatus teamed with Beech in May 1990 to propose the former's Mk II (since redesignated T-6A) variant of its PC-9 trainer for the USAF/USN Joint Primary Aircraft Trainer System requirement. This entry was selected as the finalist in June 1995. The original Pilatus-Beech agreement was subsequently amended to permit all JPATS/T-6A production to take place in the United States. Hawker Beechcraft does not consider the Texan a joint program because it does not share profits and losses. Pilatus does, however, receive a royalty payment on each T-6A sale. The U.S. Air Force requirement under the program was 453 aircraft, enough to replace the Cessna T-37 jet trainer in its inventory. The service procured its last T-6A in FY08 and got its last delivery in 2010.

The U.S. Navy once had a program requirement for 315 aircraft to replace its fleet of T-34 Turbomentors but decided to reduce the total requirement to 295 aircraft in its FY12 budget request. It did not procure its first T-6A until FY00, long after the Air Force first started procuring aircraft in the program. The last delivery is scheduled for early 2015.

In 2005, Hawker Beechcraft demonstrated its next-generation T-6B variant – with 95 percent commonality with the T-6A Texan II. The T-6B is equipped with upgraded avionics and a head-up display (HUD) for basic through advanced training. The T-6B becomes the AT-6B light attack aircraft with the inclusion of added sensors, datalink capability, cockpit protection, and weapons – a multimission aircraft for ISR, close-in air support, light attack missions, and homeland security.

## Beechcraft

## U.S. Contract Awards

Below is a listing of major contracts awarded to Hawker Beechcraft by the United States government in the past few years (contracts as of press date). Note that the "Description" section is excerpted directly from U.S. DoD listings. For full details on individual contracts and their associated modifications, visit <http://www.defense.gov/contracts> and enter the contract number in the "Search Contracts" box.

Date	Award (USD millions)	Contract #	Description
<b>2007</b>			
1/3/07	132.3	FA8620-07-C-4010	Five King Air 350 ER ISR aircraft and one King Air 350 light transport aircraft.
1/12/07	70.0	FA8617-07-D-6151	Long-lead components in support of T-6 aircraft.
2/28/07	7.0	FA8617-07-D-6151	Engineering services for JPATS.
6/14/07	59.6	FA8617-07-D-6151	Developments to bridge the gap between the end of the previous JPATS production contract and the beginning of the new production contract.
8/3/07	9.6	FA8617-07-D-6151	Engine Life Management Plan data acquisition program.
9/26/07	5.9	FA8617-07-D-6151	Lot 14 aircrew training devices & ground-based training system (GBTS) management.
10/1/07	3,000.0	FA8617-07-D-6151	Development of the framework that will be used to procure Lot 14 through Lot 20 of the T-6A aircraft used by the Air Force & Navy to train pilots.
12/7/07	37.3	FA8617-07-D-6151	14 T-6A aircraft.
<b>2008</b>			
7/10/08	48.8	N00019-08-C-0057	Six C-12 replacement aircraft for the Navy.
9/30/08	10.5	FA8620-07-C-4010	Five King Air 350 Extended Range (ER) ISR aircraft; one King Air 350 Light Transport Aircraft; spares & contractor logistics support.
11/14/08	5.8	F33657-99-C-0017	Services to include program office support, engineering, data updates, and material & other direct costs.
11/18/08	171.5	FA8620-09-C-3020	23 Beechcraft King Air 350ERs, with an option for six additional aircraft.
12/24/08	12.7	W58RGZ-09-C-0087	Two Hawker Beechcraft Super King Air Model 350s.
<b>2009</b>			
5/18/09	123.8	FA8617-09-C-6166	Provide for 20 T6A trainer aircraft, training devices & technical publications.
7/28/09	21.6	W58RGZ-09-C-0087	One Beechcraft King Air B350 aircraft, two Beechcraft King Air B350C with cargo door option in the air ambulance/medical evacuation configuration & six one-month options for storage of the aircraft.
8/12/09	170.4	FA8617-09-C-6175	Seven T-6A, Texan II training aircraft, including GBTS, aircraft spare parts, technical publications, and two years of contractor logistics, for the Iraqi Air Force.
8/17/09	86.6	FA8617-09-C-6175	Eight T-6A, Texan II training aircraft, including GBTS, aircraft spare parts, technical publications, and two years of contractor logistics, for the Iraqi Air Force.
9/21/09	37.0	FA8617-09-C-6170	24 T6-C trainer aircraft, spares, program support, operational flight trainers, ground support, on-site support, & technical publications. FMS to Morocco.
9/30/09	83.4	FA8617-09-C-6175	Seven T-6A, Texan II training aircraft.
<b>2010</b>			
5/10/10	6.2	W58RGZ-09-C-0087	One Beechcraft King Air B350 aircraft.
10/22/10	37.6	FA8620-11-C-4011	Five Hawker Beechcraft King Air 350 ERs.
12/2/10	15.2	FA8620-11-C-4008	Two Hawker Beechcraft King Air 350 ERs.

Beechcraft

Date	Award (USD millions)	Contract #	Description
<b>2011</b>			
6/16/11	15.4	W58RGZ-11-C-0133	Two Hawker Beechcraft King Air 350 ERs.
<b>2012</b>			
2/29/12	6.8	FA8617-09-C-6166	T6A trainer aircraft & technical publication.
3/27/12	8.5	FA8620-11-C-3000	Six months of contractor logistics services. Effort includes total maintenance, logistics for ISR aircraft & associated ground support equipment.
7/20/12	7.5	W58RGZ-12-C-0117	One Hawker Beechcraft King Air 350 ER aircraft with program support.

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