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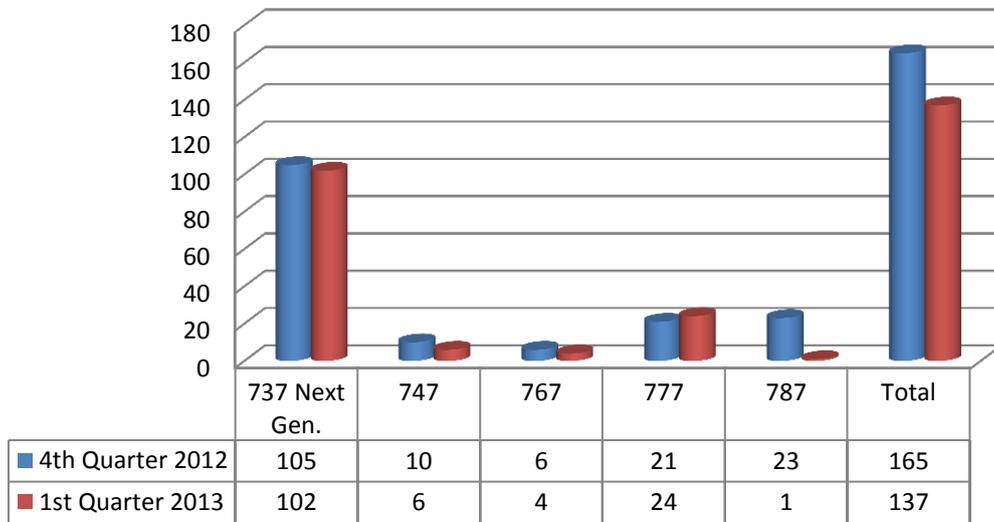
Boeing: Deliveries for the 1<sup>st</sup> Quarter of 2013



The Boeing Company delivered (137) airplanes in total during the 1<sup>th</sup> quarter of 2013. The aircraft with the most deliveries for this quarter was the 737 with (102) deliveries and was followed by the 777 and 747 with (24) and (6) deliveries respectively. The 767 followed with (4) aircraft and the 787 with (1) aircraft delivered.

Compared with the deliveries the company completed during the last quarter of 2012 these of the first quarter were slightly weakened. The Boeing Company delivered (165) airplanes in total during the 4<sup>th</sup> quarter of 2012. The aircraft with the most deliveries for that quarter was the 737 with (105) deliveries, followed by the 777 and 787 with (21) and (23) deliveries respectively. The 747 came after with (10) aircrafts and finally, the 767 shows (6) aircraft delivered.

**Deliveries 4th Quarter 2012 Vs 1st Quarter 2013**



One of the deliveries Boeing made during the 1<sup>st</sup> quarter of 2013 marked the supply of the 7,500<sup>th</sup> 737 type aircraft. The delivery was made to the Malaysia-based Malindo Air. Malindo Air is a joint venture by Jakarta, Indonesia-based Lion Air and Malaysia's National Aerospace and Defence Industries. Malindo Air is using the Next-Generation 737-900ER to launch their low-fare service.

Regarding the defence operation of the company, during the 1<sup>st</sup> quarter of 2013 Boeing delivered (15) Apache, (9) Chinook, (3) C-17, (12) F/A-18E/F and EA-18G, (2) P-8 and (1) Satellite.

The deliveries regarding the 4<sup>th</sup> quarter of 2012 were as follows: (1) early warning and control (AEW&C) system, (6) Apache, (11) Chinook, (2) C-17, (12) F/A-18E/F and EA-18G, (2) P-8 and (1) Satellite.

	4 <sup>th</sup> Quarter 2012	1 <sup>st</sup> Quarter 2013
AEW&C	1	-
Apache	6	15
Chinook	11	9
C-17	2	3
F-15	-	3
F/A-18E/F and EA-18G	12	12
P-8	2	2
Satellites (Government & Commercial)	1	1

In the beginning of February Boeing supplied the sixth production P-8A Poseidon aircraft to the U.S. Navy. The delivery is the final aircraft from a contract awarded in January 2011. Boeing is on schedule to build 24 P-8A maritime patrol aircraft as part of contracts awarded in 2011 and 2012.

Kyriazis Vasileios,  
Epicos Newsletter Head Editor

## Airbus Sales for March



March, was a rather active month for Airbus regarding the sales and delivery pace of commercial aircraft. It is indicative that the European company delivered (64) jetliners during this month to international customers. Additionally, there were (250) orders in total made for March. This activity brought Airbus' overall backlog to 4,948 as of 31 March, ensuring more than seven years of production for the manufacturer.

Total orders booked for the single-aisle A320 Family, reached 9,405 orders, while combined deliveries for the product line exceeded 5,500 (with 5,516 aircraft provided to customers).

The Lion Air ordered 234 A320 family aircraft. The deal sees the carrier become a new customer for Airbus. The order comprised 109 A320neo, 65 A321neo and 60 A320neo. Another customer for the A320 Family aircraft during March was Hawaiian Airlines of the U.S., with a contract for 16 A321neo jetliners. The order marked the first single-aisle order of Airbus airplanes for the carrier and followed the signing of a memorandum of understanding (MoU) in January.

As it is already mentioned, Airbus supplied 64 aircraft to customers and operators in March, bringing the number of deliveries in the year's first three months to 144. This actually depicts a 10% increase comparing to the 3 first months of 2012. Deliveries included the delivery of Airbus' 100<sup>th</sup> A380 – which was received by Malaysia Airlines. The 101<sup>st</sup> A380 was delivered eight days later to Thai Airways International. In six years of commercial service, the A380 is flying with nine world class airlines. To date, the worldwide fleet has carried some 36 million passengers in 100,000 flights.

	Total
<b>Total Orders</b>	12722
<b>Total Deliveries</b>	7774
<b>Aircraft in Operation</b>	7206

Currently the worldwide Airbus orders totals (12,722) whereas there are (7,206) aircrafts in operation.

Kyriazis Vasileios,  
Epicos Newsletter Head Editor

**Epicos “Industrial Cooperation and Offset Projects”**

Epicos “Industrial Cooperation and Offset Projects” provides a unique set of online tools enabling the structure, identification and implementation of comprehensive Offsets programs, through a searchable database. By introducing different offset projects and ideas proposed by local A&D industry it ensures the optimum cost for Prime Contractors and reassures that the priorities of local industry are fully met...

[For Further Information Press Here](#)

**Development of an integrated parts’ codification system complying with NATO standards**

A company providing solutions for corporate and/or governmental organizations critical information systems is proposing the development of an Integrated Parts Codification System according to NATO Supply System standards. This system will provide supply items codification functions for the Armed Forces or other organizations where proper parts codification according to NATO standards and related information

exchange is crucial for the organization operations. An option is provided for integration with an existing life-cycle support product.

[For Further Information Contact our ICO Department](#)

Mail at: [g-menexis@epicos.com](mailto:g-menexis@epicos.com)

**Development of helicopter mounted advanced Hyper Spectral System to be used on various civil & military applications**

A company focusing on hyper-spectral remote sensing technology is proposing the design and development of a unique electro-optical system to be mounted on helicopters to be used as automated cueing targeting system for attack helicopter as well as in Search and Rescue (SaR) missions.

[For Further Information Contact our ICO Department](#)

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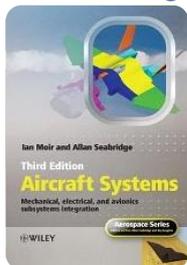


### Commercial Aircraft Projects, by Hans-Henrich Altfeld



Commercial aircrafts are by their nature extremely complex products and their development equally complex and challenging. This should require the highest level of project management sophistication but in reality it cannot be afforded. However, cost reductions can be achieved by concentrating on the essential elements of such disciplines, to maintain their principal strengths, and combining them in an intelligent and pragmatic way. This is why the management of commercial aircraft must be performed on the basis of affordable essentials taken from state-of-the-art management disciplines as well as through an integrated architecture. Where this book goes beyond management essentials found elsewhere is its treatment of architecture integration, necessary to interlink product, process and resources data.

### Aircraft Systems: Mechanical, Electrical and Avionics Subsystems Integration, by Ian Moir, Allan Seabridge



This third edition of Aircraft Systems represents a timely update of the Aerospace Series' successful and widely acclaimed flagship title. Moir and Seabridge present an in-depth study of the general systems of an aircraft – electronics, hydraulics, pneumatics, emergency systems and flight control to name but a few - that transform an aircraft shell into a living, functioning and communicating flying machine. Advances in systems technology continue to alloy systems and avionics, with aircraft support and flight systems increasingly controlled and monitored by electronics; the authors handle the complexities of these overlaps and interactions in a straightforward and accessible manner that also enhances synergy with the book's two sister volumes, Civil Avionics Systems and Military Avionics Systems.



### Turkish Airlines to buy 95 more planes from Boeing

The Turkish national carrier Turkish Airlines (THY) said on Tuesday that it would buy 95 more planes from US aerospace giant Boeing as the airline pursues a shopping spree launched in December.

"Our board of directors has decided to buy 20 planes in 2016, 20 in 2018, 15 in 2019, 30 in 2020 and 10 in 2021 from Boeing to meet the need for narrow-body planes," a THY statement said, adding that 70 of the orders were firm ones, and 25 were options.

A breakdown of the aircraft on order showed that 20 were B737-800, 65 were B737-8 MAX and 10 were B737-9 MAX.

Financial details were not provided, but a Boeing official told AFP that the firm order for 75 planes would cost \$6.9 billion at catalogue prices, while the options added \$2.5 billion to the bill.

Discounts are common for aircraft orders however, especially when large numbers are involved.

"At the moment it is a commitment order," the official told AFP on condition of anonymity. "We look to finalise the deal in the coming weeks," he said.

The announcement came less than a month after the airline said it would buy up to 117 planes from Boeing's main rival, the European manufacturer Airbus, with those deliveries scheduled between 2015 and 2020.

In December, THY passed orders for 15 long-haul A330 planes from Airbus and 15 777-300ER from Boeing. In February the airline followed up with a firm order for two more A330-300s.

With the latest purchases, the Turkish Airlines is planning to double its current fleet of 215 Airbus and Boeing planes and expanding the destinations it serves by 50 percent.

The airline, twice selected as the best European airline, posted a 20-percent rise in passengers last year to 39 million.

It aims to reach 46 million passengers in 2013, generating a turnover of \$9.7 billion (7.2 bn euros).

Unlike many European carriers which are suffering from a downturn in their market, Turkish Airlines is in an aggressive push to become a global airline player, putting itself in direct competition with Middle Eastern rivals Emirates and Qatar Airways.

To boost the expansion in the Turkish aviation industry, the government last year moved to ban strikes in the sector, resulting in massive demonstrations by the THY workers and the dismissal of 305 of them, who are still waiting to be rehired.

Turkey's aviation union Hava-Is said on Tuesday it was planning to stage another strike and refuse any settlement proposals from the giant carrier "that do not involve the reinstatement of the 305 workers," in a statement.

The government was quick to respond to the plans although Hava-Is is yet to announce a date for the strike that is likely to involve thousands of THY workers who are signed up with the union.

"We will do what is necessary to prevent any initiative that would interrupt the operations," Finance Minister Mehmet Simsek was quoted as saying by the Anatolia news agency. "I say it loud and clear, THY is not alone."

**Source:** 2013 AFP, Agence France-Presse (AFP)

### Lagardere says to sell 7.5% stake in EADS by end of July

French media group Lagardere said Friday it plans to sell its 7.5 percent stake in the European defence and aerospace company EADS by the end of July, which would raise roughly 2.5 billion euros (\$3.2 bn) at the current share price.

"As previously indicated to the market, a significant portion of the proceeds generated by this disposal would be distributed to Lagardere shareholders," the company said in a statement.

The company said the sale may or may not fall within the scope of the share buyback programme implemented by EADS, and that it had priority to dispose of the shares given its status as having been one of the main investors in the company.

Lagardere is in the midst of a restructuring process that will see it sell off the stake in EADS, which owns passenger aircraft manufacturer Airbus, as it seeks to reduce debt and improve the market value of its main media assets.

The media company holds magazine titles including Elle and Paris Match, sold off its foreign magazine stable to US media company Hearst in 2011 to 651 million euros.

Earlier this week it announced the sale of its 25 percent stake in Amaury, the publisher of the Le Parisien newspaper and sports daily L'Equipe, for 91.4 million euros.

Lagardere is also looking for a solution for its 20 percent in pay-TV operator Canal+ France and a 42 percent stake in women's magazine Marie-Claire.

The company suffered a 700 million euro loss in 2011 due to the poor performance of its sports assets, but rebounded in 2012 with a profit of 89 million.

**Source:** 2013 AFP, Agence France-Presse (AFP)

### India-France giant fighter jet deal stalled: report

India's negotiations with France's Dassault Aviation on a \$12-billion deal for Rafale fighter jets have stalled due to disagreements over the production of the planes in India, a report said Friday.

The defence deal, one of the biggest ever, was to see the manufacture of the first 18 of the jets in France with the remainder to be produced under licence by Hindustan Aeronautics Limited (HAL), a state-run Indian aerospace behemoth.

The Indian Express newspaper, citing anonymous sources in its report, said that Dassault had refused to take responsibility for the 108 jets to be manufactured by HAL, sparking a row with New Delhi.

The French firm reportedly told Indian officials that New Delhi would have to negotiate two contracts, one with Dassault for 18 fighters and the other with HAL for the remaining 108 aircraft.

The defence ministry "completely rejected this suggestion and made it clear to Dassault that it (the French company) will be solely responsible for the sale and delivery of all 126 aircraft," the newspaper reported, citing sources.

Dassault is thought to have reservations about the ability of HAL, a firm renowned for its inefficiencies, to handle the complex manufacturing and technology transfers which are a crucial part of the deal.

The Rafale beat off stiff competition from six rivals from Russia, the US and Europe last year when India selected the French fighter to replace its ageing fleet.

Its main rival, the Eurofighter made by European group EADS, has remained in India and is still hoping to bag the deal in case Dassault is unable to conclude the negotiations successfully.

A Dassault spokeswoman said she was unable to comment immediately on the report when contacted by AFP.

The Rafale has carried out bombing missions in Afghanistan, Libya and most recently in Mali, where it is currently flying sorties targeting Islamist militants.

India's air force chief said in February that the country hopes to sign the deal with Dassault Aviation by the middle of the year.

**Source:** 2013 AFP, Agence France-Presse (AFP)

### Sikorsky Teams with Brazilian Air Force Academics to Teach Rotorcraft Technology

RIO DE JANEIRO, April 9, 2013 /PRNewswire/ -- Sikorsky Aircraft Corp., a subsidiary of United Technologies Corp. (NYSE: UTX), today announced that it has signed a Letter of Interest (LOI) with the Brazilian Instituto Tecnológico de Aeronáutica (ITA) to establish a Rotorcraft Innovation Team. Rated as one of the top universities in Brazil in engineering and related fields, ITA is a federal government institution dedicated to provide high level education and research in the fields of Aerospace, Science and Technology.

(Logo: <http://photos.prnewswire.com/prnh/20060403/SIKORSKYLOGO>)

Sikorsky made the announcement during the LAAD Defense and Security Exhibition in Rio de Janeiro.

The collaboration will accelerate the development of rotorcraft technologists in Brazil, whose military already flies both BLACK HAWK and SEAHAWK<sup>®</sup> helicopters, and will increase student and faculty exposure to rotorcraft. Sikorsky will provide mentoring to assist with these classes at the graduate and undergraduate levels. It also will support the procurement of relevant hardware and software to enable rotorcraft research.

As part of the collaboration, ITA will augment its already robust aerospace engineering program to provide curriculum related to rotorcraft, including experienced staff to instruct this new material, and provide faculty and student support for research related to rotorcraft.

"We are very pleased to collaborate with Brazil's Instituto Tecnológico de Aeronáutica and to assist in the training of the next generation of aerospace leaders. As Sikorsky celebrates its 90(th) Anniversary of aviation innovation, we are excited to further encourage and enable rotorcraft innovation growth with a recognized academic leader in Brazil," said Sikorsky President Mick Maurer.

"We welcome Sikorsky's participation to work with us in growing our education curriculum to include rotorcraft design," said ITA Rector Carlos Americo Pacheco. "We look forward to working with one of the world's top helicopter companies to educate our outstanding engineering students."

Sikorsky Aircraft Corp., based in Stratford, Conn., USA, is a world leader in helicopter design, manufacture, and service. United Technologies Corp., based in Hartford, Conn., USA, provides a broad range of high technology products and support services to the aerospace and building systems industries.

[www.sikorsky.com](http://www.sikorsky.com)

**Source:** Sikorsky Aircraft Corp., PR Newswire Association LLC

### easyJet airline says to halve interim losses

British no-frills carrier easyJet forecast on Friday that it would halve its first-half pre-tax losses, but would remain in the red due the adverse impact of currency movements and changes in fuel prices.

The low-cost airline said in a trading update that pre-tax losses would stand at between £60 million and 65 million (\$91-99 million, 71-77 million euros) for the six months to March 31, compared with £112 million in the same period of its previous fiscal year.

The new estimate compared with the group's prior guidance for a first-half loss of between £50 million and £75 million.

"It is expected that the weakening of sterling against the euro, US dollar and Swiss franc will have had a £30 million to £35 million adverse impact in the first half of this financial year, with an additional £5.0 million adverse impact from changes in the fuel price," it said in the statement.

Chief executive Carolyn McCall added however that the carrier reduced its losses due to a variety of other factors.

"First half losses have been halved year on year through our disciplined approach to capacity deployment and a focus on cost management over winter," said McCall in the statement.

"We have also benefited from rival airlines taking winter capacity out of the market, the earlier timing of Easter compared to last year and the poor weather across the UK and northern Europe which stimulated strong bookings in the last few weeks of the first half of the financial year."

In reaction to the news, the group's share price slumped 3.92 percent to 1,054 pence in Friday morning deals on the FTSE 100 index of leading companies, which was 0.40 percent lower at 6,318.54 points.

The group, which will publish its half-year results on May 15, was promoted to the FTSE 100 index last month.

**Source:** 2013 AFP, Agence France-Presse (AFP)