

## VOICES



**Todd Hattaway**  
Regional Sales Director, Hawker Beechcraft

Aero India has already carved a niche for itself globally as a premier aerospace exhibition and provides us a platform to explore additional business opportunities in this sector. We are looking forward to this event to highlight our offerings in the special mission segment, especially Beechcraft King 350i which is one of the proven products around the globe as a special mission aircrafts. We also believe that the Beechcraft series is the aircraft that India needs.



**Puneet Kaura**  
Executive Director, Samtel Avionics & Defence Systems

Aero India is a great opportunity for the Indian industry to showcase its strength. Samtel and its JV companies plan to exhibit our expanded range of capabilities through our booth. The visitors will be able to see how our competencies, focus and product range have multiplied over the years, and how today India stands at par with worldwide giants. India is today at the cornerstone of a major turnaround where the defence and aerospace industry is concerned. The focus of the world is at India, and we must capitalise on this opportunity to lead India on the global defence and aerospace map. Samtel is aggressively moving towards this objective, and through this Air Show, we look forward to generating larger interest from the global industry players where our products are concerned. AeroIndia has provided us with a great platform to showcase our capabilities. It is one of the largest airshows in this part of the world, and the enthusiastic participation from leading names in the international industry is a testimony to that. Samtel's growing range of products was put on display at our booth and we are glad that we have been able to generate a large amount of interest from global players.



**Kevin Cosgriff**  
Senior Vice President of International Business and Government, Textron Systems

Textron Systems is probably best known in India currently as the manufacturer of the Sensor Fuzed Weapon, or SFW, which we are delivering to the Indian Air Force for its Jaguar aircraft based on a 2010 foreign military sale. However, we expect that Aero India 2013 will continue to raise awareness and understanding of Textron Systems' comprehensive capabilities in India. Also, the show will afford us many opportunities to engage the customer base and potential technology partners to deepen our relationships and discuss how we might work together. Textron Systems, and the entire Textron enterprise, is dedicated to teaming with Indian organisations, both public and private.

## ASIA'S BIGGEST MILITARY SHOW...

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and foreign, from February 6 to 10.

Also, the AeroIndia show at Bengaluru's Yelahanka air base has grown into one of Asia's largest military air show, considering that there are numerous civilian air shows around this part of the world.

Though the business done during

AeroIndia is not maintained, an interesting feature is that business done due to the air shows in the previous years has led to about \$4 billion worth of offset being ploughed back into India and business opportunities worth nearly \$3 billion had already been generated for the private sector.

## STRENGTHENING NEIGHBOURS:

Defence Minister A. K. Antony handed over a Dornier 228 Surveillance Aircraft to the Foreign Minister of Seychelles, Jean Paul Adam, in New Delhi on January 31, 2013. The Chief of Naval Staff, Admiral D K Joshi and other dignitaries are also seen.

The biennial event is returning to Bengaluru, despite talks that the venue of the air show that happens once every two years may be shifted out to some other city, considering the congestion around Yelahanka and the logistics difficulties.

The reason for such a thought, according to some informed members of the Indian establishment, is the civilian air show that happens in Hyderabad, alternating with the Bengaluru military air show, once every two years.

But Indian Defence Ministry officials have allayed those fears for now, noting that Yelahanka is the best bet as a venue for the military air show, considering that the Indian aerospace industry is majorly concentrated in Bengaluru, the capital of the southern Indian state of Karnataka.

— GEOPOLITICS Bureau

## ★ing: Pilatus, Dhruv and more

**BENGALURU**, February 5: With at least 53 civil and military aircraft from leading manufacturers and suppliers across the globe confirming their presence, either in flying or static displays, this year's show is expected to be a major attraction as in the previous two editions held in 2009 and 2011.

The two previous editions had the lure of the Indian tender for the 'mother of all deals' to supply the Indian Air Force a total of 126 Medium Multi-Role Combat Aircraft (MMRCA) that has now been decided in favour of French firm Dassault Aviation's Rafale aircraft.

The 2009 and 2011 Aero India shows witnessed the participation of all the contenders for the MMRCA, with most of them even bringing in their aircraft for flying and static displays such as the American Boeing's F/A-18 and Lockheed Martin's F-16, Swedish Saab's Gripen, European consortium EADS Cassidian's Eurofighter Typhoon and the Russian MiG-35, apart from the ultimate winner Rafale. But this year's show will only witness participation from Rafale and F-16s combat planes, according to Defence Production Secretary R K Mathur.

Though this is a sign of the diminishing interest in the combat planes market in India, there is nothing to fret over it, as other aircraft on offer from major plane manufacturers will be Yelahanka. Of all the aircraft participating this year, 55 per cent are civilian.

Swiss Pilatus Aircraft, which won the Indian tender last year for the 75 Basic Trainer Aircraft, will come with its civilian PC-12NG plane, Brazilian Embraer will come with its Legacy 650 and the Lineage 1000 executive jets, Dassault Aviation will bring its Falcon 900LX, Falcon 2000S and Falcon 7X, all three civilian planes.

The Canadian Bombardier Aerospace will get its Global 6000 and Challenger 605 civilian planes, while the European chopper manufacture Eurocopter will get its Dauphin AS365

N3+ civil helicopter.

The Indian offering this season is likely to be the Indo-Russian joint venture Fifth General Fighter Aircraft, though a confirmation on it being made available, even for a static display, is awaited. Defence Research and Development Organisation (DRDO), India's defence R&D outfit, will get its Embraer planes that are used for the indigenous Airborne Early Warning and Control (AEW&C) systems. The indigenous Advanced Light Helicopters 'Dhruv' too, will be there as an Indian attraction on the strength of it having found some foreign military customers in the recent years including Ecuador. It will also put up on display the latest Agni-V long range ballistic missile that was successfully tested for beyond 5,000-km range last year, apart from its avionics, radars and other equipment relating to aerospace.

Defence public sector Hindustan Aeronautics Limited (HAL) will showcase its Light Combat Helicopter (LCH) this year. LCH debuted in the AeroIndia edition of 2011, but it had a technical snag resulting in its flying display disrupted for a day then, causing an embarrassment. HAL's proud offering, the Weapon Systems Integrated Dhruv, too will there. Christened as 'Rudra', this platform is all set to obtain its final clearance for induction into the Indian Army's Aviation wings later this year. As in the past, India's Light Combat Aircraft (LCA) will roar over the Bengaluru skies and so will the Intermediate Jet Trainer. Among HAL's static display will be LCA's naval variant with armament mock-ups, Rustom-1 and Nishant UAVs on its launch vehicle. Apart from these planes and helicopters, the AeroIndia this year will have all aviation related technologies and allied equipment on display, assured Mathur.

This year's attraction will be the participation of Indian Space Research Organisation (ISRO), which will not only put up a display, but also showcase aerospace offerings from its stable.



**STARS IN THEIR OWN RIGHT:** (Top to bottom) Light Combat Helicopter (LCH), Pilatus trainer, Lakshya and Nishant UAV



Light Combat Aircraft (LCA) Tejas