



# NEWSLETTER



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### New Distributor Agreement

Sloane is delighted to have renewed its UK and Ireland Leonardo Distributorship Agreement for a further three years. The agreement covers the AW109SP GrandNew and has been extended to include the new generation AW169 light intermediate 4.6 tonne helicopter. Sloane has been a Leonardo Distributor for over 21 years and to date has delivered over 75 new AgustaWestland / Leonardo helicopters. Leonardo states that the new agreement "allows customers continued benefits by leveraging Sloane Helicopters' product and market expertise whilst also reducing delivery times, helping Leonardo maintain its position as the leader in the executive/private market in the UK and Ireland".



### Value Added Services

Sloane has secured delivery positions for both the AW109SP and AW169 in early 2017.

We provide comprehensive, customised sales proposals and pride ourselves on working closely with customers to offer expert advice and guidance. Our tailored proposals include:

- Aircraft selection and options optimised for customer requirements
- New or a large range of pre-owned helicopter options

- Advice on financing, insurance, leases and maximising residual values
- Bespoke maintenance packages
- Full range of after sales support

Sloane operates its own fleet of AW109 aircraft, with access to AW169s, and can offer demonstration flights at short notice.

Please contact our sales team today for more information or to arrange a demonstration flight.



### SaxonAir Orders a GrandNew

UK operator SaxonAir Charter has purchased a new AW109SP VIP GrandNew helicopter from Sloane Helicopters Limited. This sale includes a comprehensive support package and maintenance for the first three years. The VIP aircraft will target the charter market and support SaxonAir's requirements in East Anglia. Delivery is due next month.

### AW169 Demo Tour

Sloane and Leonardo embarked upon a UK VIP tour in May. The AW169 made a number of successful demonstration flights for potential customers.

Whilst the AW169 was in the UK, Sloane held the inaugural AW169 Pilot Briefing Day inviting Corporate/VIP industry pilots to attend a unique demonstration day for the AW169 VIP aircraft. The event took place at the British Racing Drivers' Club (BRDC) at Silverstone Circuit.



### DATES FOR YOUR DIARY



Sloane will be exhibiting at the prestigious Salon Privé supercar event at Blenheim Palace in Oxfordshire from **1 – 3 September 2016**. Salon Privé is a leading global automotive event and a jewel in the British social calendar

Sloane will also be exhibiting at the bi-annual Gama Aviation (formerly Aviation Beauport) VIP Open Evening in Jersey. This renowned aviation event is taking place on **Friday 23rd September 2016**.





## Director of Sales & Marketing

In February 2016, Sloane welcomed John Parnell on board as the Director of Sales and Marketing. John has had a wide-ranging 17-year aviation career starting as a UK military helicopter pilot. More recently he has held senior executive helicopter sales and leasing positions. John was formerly the UK and Ireland Head of Region for Leonardo where he led all commercial activity in the region. He has considerable expertise in Leonardo products and aviation sales.

## AW169 Engineering

As a Leonardo Helicopter Service Centre for over 21 years, we are pleased to be expanding our engineering capabilities with the addition of the AW169. Two of our engineers have completed the AW169 maintenance course at the Leonardo facility in Italy and we have completed the process of applying for the AW169 to be added to our approvals. We are awaiting the final sign off from the CAA which is expected within the next few days.



## Apprentice Qualifies for Licence

Yasar Oral, a Sloane engineer, has successfully passed his licence examinations and is now a licensed engineer. Yasar joined Sloane on an engineering apprenticeship in 2009.

We recognise that the number of high quality aircraft engineers in the UK is diminishing and we operate an apprenticeship scheme to ensure that we develop the highest standard of next-generation qualified engineers. Two more apprentices are expected to gain their qualifications next year.



## BRDC Rising Star Patronage

Sloane has recently become a Patron of the British Racing Drivers' Club (BRDC) Rising Star Programme. The BRDC is most exclusive club in motor racing and is both the owner and operator of Silverstone Circuit.



David George, Chairman of Sloane Helicopters, said "There is a natural fit between the British Racing Drivers' Club and Sloane Helicopters as many of the attributes associated with helicopter flying are similar to those associated with racing cars. Some of the BRDC members are already flying helicopters and we look forward to encouraging many more to learn to fly with us in the future. Our improvements to helicopter operations at Silverstone ensure that it will be regarded as a first class flying facility in the future".

## AW109SP Training Courses

We have an unrivaled capability to provide customised flight training courses utilising our highly qualified and experienced instructors.

Sloane offers flexibility to provide AW109 training courses with only four weeks' notice, and with a course duration that is significantly shorter and more cost-effective than the manufacturer's courses in Italy. The AW109SP type rating course comprises twenty-four hours of ground school and eight hours' flying over a minimum of seven working days. The AW109SP Differences Course comprises nine hours of ground school and five hours' flying over a minimum of three working days.

We are the only training school in the UK to provide the AW109SP Differences Course. Our training courses range from PPL(H) to IR(H).



## Website Launch

Sloane has recently launched a new website which is available for viewing at [www.sloanehelicopters.com](http://www.sloanehelicopters.com). The website provides information on all of the products and services we offer including detailed information on the Leonardo range of helicopters.

We also have a dedicated Flying School website at [www.flyingschool.sloanehelicopters.com](http://www.flyingschool.sloanehelicopters.com)

This launch marks another step forward for the company as we continue to expand our market presence and aircraft services.

