



# NEWSLETTER

AMERICAN HELICOPTER SOCIETY Inc.

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## Rotary Wing Progress at Hughes

by



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Several years ago, the Aircraft Division of the HUGHES TOOL COMPANY realigned its extensive technical and production capabilities in order to concentrate more completely in the field of rotary wing vehicles. This new program was divided into two important development areas: light helicopters and heavy-lift VTOL transports.

Solid technical facts and equally solid marketing trends backed the company's decision to undertake this realignment. Foremost was HUGHES TOOL COMPANY's history of rotary wing design and development which dated back to 1948 with the XH-17 flying crane. A more recent accomplishment was the successful development of the HO-2 Army light helicopter.



XH-17 PRESSURE JET FLYING CRANE

Following the development of the HO-2, the company considered the potential of modifying the HO-2 into a commercial vehicle by undertaking an extensive market research program during the period 1954 through 1960. Results of this survey revealed a demand for a variety of specific

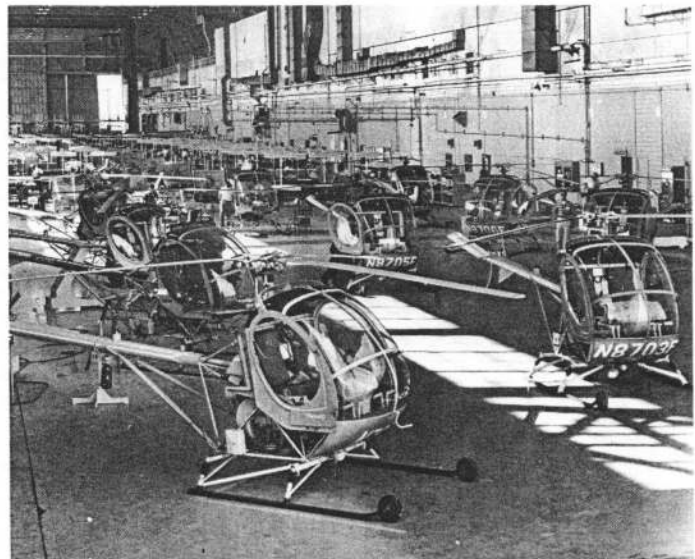
helicopter designs - both commercial and military. This was the key the company was looking for - specific design requirements.



HO-2 ARMY LIGHT TWO-PLACE HELICOPTER DEVELOPED BY HUGHES

Based on this philosophy, two of our light helicopter designs have moved ahead rapidly into the development phase and, in the case of the HO-2, into the manufacture of the HUGHES 269A.

In volume production since October, 1961, the two-place 269A is being marketed throughout the United States and the free world.



HUGHES TOOL CO. - AIRCRAFT DIVISION UTILIZES 178,000 SQ. FT. OF SPACE FOR MANUFACTURING AND ASSEMBLY OF THE 269A HELICOPTER.

Final assembly is accomplished in a 725-foot bay which is flanked on either side by ten subassembly areas. The

facilities are located in Culver City, California. The helicopter is marketed through a growing world-wide network of HUGHES dealers offering sales, service and flight training.

The outstanding HO-2 performance features which were acclaimed by the Army after exhaustive testing at Fort Rucker and Edwards Air Force Base were the same features which made this compact sized helicopter attractive to the commercial market with its low cost, high performance, and ease of maintenance. The HUGHES 269A was type certificated by the Federal Aviation Agency in April, 1959.

The decision to produce the 269A in volume was made in July of 1960, based upon our company objective to actively participate in the impressive continuous growth of general aviation. In further substantiation of this company decision is a November 1960 report by the Stanford Research Institute which forecasted a 2.2 billion dollar commercial helicopter market in the next ten years. Thirteen months later, the first production model 269A earned its production certification. First deliveries were made on October 25th, 1961. Presently, we are nearing a one-per-day production level and are programming for two-a-day at the end of this year.



ANOTHER MILESTONE OF PROGRESS WAS RECORDED ON OCTOBER 25TH, 1961, WHEN SEVERAL 269As WERE DELIVERED IN A GROUP. ON THE FOLLOWING DAY, THESE HELICOPTERS WERE FLOWN TO THEIR RESPECTIVE DESTINATIONS. SHOWN SHARING MUTUAL CONGRATULATIONS ARE: AL BAYER, HUGHES' VICE PRESIDENT (L.): HARRY BARR, CROSSTOWN HELICOPTERS, OMAHA; RALPH FLOYD, UNITED AIRPLANE SALES, WICHITA; BILL CUTTER, CUTTER AVIATION, PHOENIX; SID CUTTER, CUTTER CARR, ALBUQUERQUE; BILL FERGUSSON, HUGHES' COMMERCIAL HELICOPTER SALES MANAGER.

Our distribution plan is as customer oriented as the helicopter itself. We will establish approximately 75 domestic

and 60 export dealers. About 20% of this dealer organization is already set up and functioning. Each HUGHES dealer is a self-contained headquarters for sales, service, parts and flight training. Dealers are supported in the field by resident regional sales and service managers; flight and maintenance training for key dealer personnel is provided at the factory.

Applications of the HUGHES 269A retail sales to date range from a sugar cane plantation in Mexico to an oil field service business in Kansas. The pattern of sales seems to fall into broad categories of business travel, supervision of field activities, patrol and survey work, flight training, and agriculture. The latter market should take a big leap forward with the recent development of a lightweight, high capacity spray unit for the 269A.

Export sales show excellent promise, and we are accelerating European distribution by attending the German Air Fair in Hannover in early May, followed by a flying tour of the continent.

The other HUGHES light helicopter that is in the news is our Model 369, Army designated HO-6, winner of a development contract in the Army's Light Observation Helicopter (LOH) program. Several prototypes will be delivered to the Army for evaluation in 1963. The LOH program will result in the eventual procurement of several thousand machines by the Army alone.



NEW HUGHES MODEL 369 (ARMY DESIGNATION HO-6) HELICOPTER. PHOTO SHOWS HELICOPTER WITHOUT REAR DOOR INSTALLED.