

UNIVERSAL HELICOPTERS NEWFOUNDLAND LIMITED

**P.O. Box 9025, Station B
St. John's, Newfoundland
A1A 2X3**

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Keywords: Service, Operate, Maintain, Utilize a fleet of 13 helicopters (Bell 206 L/R, 206 B and Enstrom F 28). We do charter work and operate a flight school for Eastern Canada. We also instruct International Students on VFR charter operations from five base locations across the province.

History: Operations began in 1963 operating across Canada - mainly in Eastern Canada.

Capability/Products: Helicopter charter operations including executive transport, aerial photography, wildlife conservation, mineral exploration, forestry work, fire fighting, medical evacuations, air ambulance, search and rescue, geological survey, slinging external loads, offshore support, hunting and fishing, tourism, sightseeing, aerial spraying, law enforcement, transportation to remote areas and flight training and accredited flight school programs.

Experience: Pilot staff with average hours in excess 4000 (14 pilots). Only Canadian operator with 10 Bell 206 L with C20R Engines, Aerial spraying of Herbicide and Insecticide. International flight school and pilot training.

Current Market Activity: We offer safe reliable service to existing customers and we are experienced in all types of seasonal and year round charter helicopter operations.

We make contacts with potential customers at trade shows and seminars and on marketing trips and customer visits. We have a local preference market and follow up on winter and summer leads for our services. We market out flight school through magazines, general advertising and word of mouth.

Market Strategy: To seek out and obtain customers for our services across Canada or wherever we can be of service. Provide good safe reliable service to all customers.

Plant Size: Five hangers average size 2,000 - 2,500 square feet with office, crew rooms.

Average Work Force: Engineers 12, Pilots 14, Admin. 5, Office 2.

Qualifications: MOT

Date: September 3, 1992