

Tough Times Don't Have To Be Tough

Enstrom's Performance, Safety & Support Meets the Challenge

By Dennis Martin, Sales/Program Manager, Enstrom Helicopter Corp.

Keeping eyes in the sky to protect those on the ground, that's the job. And there is no one better at it than the professionals who make up the thousands of airborne law enforcement units around the world. But there's no doubt about it, these are tough times for airborne law enforcement units. Volatile fuel prices, spiraling maintenance costs and ever shrinking budgets are putting the squeeze on departments, and the result is reduced flying, or worse, a shutdown of the entire unit. Fortunately, Enstrom Helicopter Corp. can help.

It all starts with low acquisition costs. The Enstrom 480B Guardian is one of the lowest priced turbine helicopters on the market today, and the piston powered F28F Sentinel provides phenomenal bang for the buck. The 480B and F28F allow units to save precious budget for extra aircraft, extra equipment or increased operations. Believe it or not, it is still possible to buy a new turbine helicopter for under \$1 million. High quality, high performance and high capability do not have to mean high cost.

But we all know that acquisition costs are really only one component to pricing an aircraft. The big driver of budgets is operating costs. This is where Enstrom really shines. The 480B Guardian is typically 20 percent less expensive to operate per hour than the average turbine law enforcement helicopter. The F28F is 10 percent less expensive than a comparable piston ship. With only nine life-limited parts and no airframe or blade limits, these savings can be banked on well into the future. Factor in a two-year warranty on new aircraft, and the savings become even greater.

Of course, no savings are worth a dime if the helicopter doesn't perform, and no environment is more demanding than law enforcement. Enstrom is up to the challenge. Enstrom helicopters are the most stable in the market, allowing pilots to concentrate on the mission at hand, and not on flying the aircraft. The large unblocked tail rotor allows the pilots to fly in high winds from any direction, ensuring your unit won't be grounded when the weather picks up. The ability to land on slopes as high as 15 degrees and a relatively small 32-foot rotor diameter means that pilots can set down just about anywhere when the need arises. Enstrom builds helicopters that are intuitive and easy to fly. Smooth mechanical controls with fast and powerful electric trim give the pilot quick response, direct feedback and excellent feel on the stick. Finally, solid cruise speeds, excellent useful load, high endurance and the ability to carry a variety of cameras, lights and other external equipment without affecting the flying qualities mean that Enstrom helicopters have the ability to get wherever they are needed, when they are needed, with the equipment to get the job done.

The protection of your community is your job. The protection of your aircrews is ours. Enstrom helicopters simply have the best safety record of any rotorcraft in production today. With over four million flight hours without a catastrophic failure, the three-bladed, high inertia, fully articulated rotor head is great for autorotations, and there are no concerns about mast bumping or low G maneuvers. Heavy-duty, oleo strut landing gear with fore and side drag braces gives that extra margin of safety during hard or run-on landings. The chromoly steel pylon structure, saddle-type fuel tanks and crushable keel beam floor further enhance the safety of every Enstrom built.

Of course, it's better to just avoid accidents in the first place, so Enstroms are easy to fly, with wide performance windows and generous safety margins. But perhaps the best testament to Enstrom's safety is the numbers themselves. Since its introduction in 1993, no person has lost his or her life in a 480 series aircraft. Not one. Your aircrews deserve the best.

You'll never have to worry about finding replacement parts with Enstrom. We still build over 90 percent of the aircraft right here in our factory in Michigan. This gives us total control over parts and quality. If you need a part and we don't have it in stock, we'll either pull it from the production line or make it. We've even been known to pull a set-up down and retool for another part right in the middle of a production run, just to get an AOG aircraft back in the air.

Just how good is our support? Last year, we shipped 94 percent of AOG orders within one day and 98 percent within one week. Our parts prices are low and, depending on fleet size, we'll even allow you to set up your own facility as a factory service center, increasing your savings and giving you access to factory resources and training.

Airborne law enforcement will never go away, but it is changing. You require the latest technology, but you can't gamble on anything but a proven history of performance. Enstrom has been in business for 50 years and has sold more than 1,100 aircraft in over 50 countries around the world. Over the years, we've placed countless F28Fs and nearly 20 percent of the 480 fleet into law enforcement service. Our state-of-the-art aircraft can be factory equipped with your choice of cameras, lights, PAs, radios, paint, interior, avionics and much more. We understand the demands placed on the aircraft, how they must perform and how we must perform in support of our customers.

You've got problems. We've got solutions. Whether you're starting a new unit from scratch or trying to breathe new life into an existing one, Enstrom can help. We have the experience and resources to help you find the equipment, training and financing to get – and keep – your eyes in the sky. Feel free to contact us with any questions you might have. Come visit our dealers or factory and meet our people. And most importantly, take the opportunity to fly our helicopters. We are more than happy to provide your department a demonstration of what our helicopters can do for you.