

Lockheed Martin Continues its India Success



Phil Shaw

After taking over as the Lockheed Martin chief in India, what is your assessment of India's defence needs and capabilities from your company's point-of-view?

There are a significant number of needs across the board in the Air Force, Army and Navy. We've been successful in satisfying these needs to some extent like in the case of the Air Force with the C-130J which we're very pleased about and think the use of our platform is very good. The Air Force has indicated great confidence by using it at high altitude in some austere conditions and in humanitarian missions as well.

In the industrial landscape we have a joint venture with the Tata group in Hyderabad which was built in record time of 10 months. Eighteen months after the contract signature we were pushing parts out of its doors. It's a really impressive timescale for anywhere in the world. We build centre-wing boxes and tail-end component for the C-130J platform not just for India but for the worldwide fleet. It satisfies the global supply chain demand for those elements and the quality is excellent. We delivered the first huge tail empennage section several weeks ago in Hyderabad to Lockheed. Future C-130J's rolling out of the door in Marietta, Georgia, will have significant parts made in India.

Now that we've seen the quality and capability we will look to see how we can expand that.



Hercules C130J

Lockheed Martin India is upbeat about its presence in India on the back of its success with the C-130J programme for the Indian Air Force. Show Daily speaks to Phil Shaw, Chief Executive, Lockheed Martin India, about the company's present agenda and its association with various programmes in the country.

What is the status of the follow-on order for six more of the C-130J?

It is imminent. We're hopeful that within a few days we should get word that hopefully the final approvals will be in place.

Are there any developments in the Indian Coast Guard's interest in the Sea Hercules?

We provide a mission system for our C-130 in the US where the Coast Guard uses it. There continues to be discussions with the Indian Coast Guard. They don't yet have a formal procurement on the street and when they do then we'll look at what their requirement is to determine whether or not we respond. Certainly there's been dialogue and we think the platform is very well suited not just for maritime patrol but also when there is a humanitarian need we can rapidly reconfigure the aircraft to meet that.

Regarding the IAF's landing of the C-130J at above 16,000 feet-is this the highest landing recorded for the aircraft?

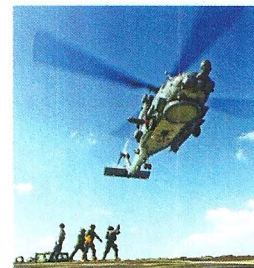
Yes, this is the highest landing and the IAF has done us a favour by carrying out that mission and creating a world record.

Which are the other products which you will be pitching to India?

We have a very large range of capabilities we could offer and there are several which we are keenly looking at right now. One is the Javelin-the anti-tank guided missile system where we're partnered with Raytheon and the US Government in offering that to the Indian Army if they are interested to meet their current and future needs. The US government will also offer a future co-development of the system to meet not just the Indian Army needs but also that of the US Army. If it's of interest, there will be a good joint programme. We're

still waiting to see if that's the case. We also have some vehicle technologies which we're in discussion with Indian industries to determine whether that will be of interest. We also provide the mission system integration and cockpit integration on a maritime multi-role helicopter being used in the US Navy which is the MH-60 Romeo. Having spoken with the Indian Navy on several occasions we think that this platform would readily meet their needs as they look to the kind of capability that they want. The mission system that we provide on an anti-submarine, anti-surface warfare helicopter is probably the most complex airborne mini mission system anywhere because there are a number of sensors that feed into it. We've provided this kind of capability for the last 50 years or so to the US and other countries. It's taken us a long time to develop and mature the capability we've got. We have all that experience embedded in the Romeo which is billions of dollars worth of investment over the years and we'd be very keen as part of the defence trade and technology initiative to be able to bring that to India and help to indigenise it to bring capability if India is interested. Currently, in terms of the scope of interests and potential, for the air force we have the C-130, unmanned air vehicles which apply across all three services, lighter than air platforms which we've provided to the US Army and which the Indian Air Force is looking at procuring for the three services and there's been dialogue regarding that. Our interests of course are quite huge but I wouldn't presume to say that we expect the following orders but we are in continuing dialogue and if there is any interest shown then we will respond.

Apart from products, what programmes are you involved in?



MH-60 Romeo

We are committed to our investment with the joint venture in Hyderabad with Tata and an additional joint venture here in Delhi providing civil aviation pilot training for Boeing 737 and Airbus A 320 pilots. We want to see India succeed and want to be able to facilitate some of this transfer of technology that India wants and what the defence training initiative offers.

Another big area for us is the India Innovation Growth Programme which is a joint initiative of the Department of Science and Technology, Govt. of India; Lockheed Martin Corporation; Indo-US Science and Technology Forum, Federation of Indian Chambers of Commerce and Industry; Stanford Graduate School of Business and the IC2 Institute at the University of Texas. The aim of this programme is to accelerate innovative Indian technologies into the global markets. The India Innovation Growth Program is the only program of its kind, because of its focus on teaching using world-class commercialization strategies and the business development assistance provided. We strongly support this programme.

Apart from India, are you making any initiatives in its neighbouring countries?

We are predominantly operating in India. If there's a requirement in locations such as Sri Lanka, Bangladesh and Nepal we will support it. ■

Amitabh Joshi