

Lockheed Martin And KAI Initiate T-50 Joint Marketing Effort

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Lockheed Martin Aeronautics Company and Korea Aerospace Industry (KAI) signed a joint marketing agreement on the T-50 advanced jet trainer on Nov. 10.

The agreement defines roles and responsibilities in combining the resources of the two aerospace companies to conduct worldwide market development activities for the program. Each company will lead marketing efforts in their respective home countries, and marketing activity elsewhere will be conducted as a joint effort under the name "T-50 International" that will be co-managed by the partners.

"This agreement strengthens the strong relationship between our two companies that has been growing for almost two decades," said Ted Samples, vice president of Strategic Alliance Programs at Lockheed Martin Aeronautics. "It takes advantage of the expertise of the two companies and sets the stage for more cooperation in the future."

The relationship between the two companies goes back to the mid 1980s with coproduction of components for the first Korean F-16 buy. This relationship expanded with the Korea Fighter Program (KFP), where Samsung Aerospace (one of predecessors of KAI), built KF-16s under license. The companies are currently working together on a follow-on buy of F-16s and development of the KTX-2, now redesignated the T-50 by the Republic of Korea Air Force (ROKAF).

The T-50 is an advanced supersonic jet trainer that will prepare pilots for modern jet fighters. A derivative, known as the A-50, is a fighter-lead-in trainer and light attack aircraft.

"The T-50 is to be equipped with the most modern subsystems and will be an ideal trainer for the KF-16s and other modern fighter aircraft," said M.K. Chang, senior vice president of KAI and T-50/A-50 program director. "With the T-50's advancements in reliability and maintainability, it will have very low operating and support costs that should make it a highly sought-after advanced trainer worldwide."

The T-50 program is currently in full-scale development with Lockheed Martin as a subcontractor to KAI for development and production. Lockheed Martin Aeronautics' responsibilities include the wings, flight controls and avionics integration. The first test aircraft is scheduled for roll out late next year with first flight in June 2002.

The ROKAF plans to replace its T-38, F-5 and A-37 fleets with the T-50/A-50. The initial production order is expected to be approximately 100 aircraft with first delivery in 2005.

"The T-50/A-50 will provide a good balance between modern capability and affordability that can serve the needs of air forces which operate combat aircraft," said Mac Stevenson, vice president of Business Development at Lockheed Martin Aeronautics. "This agreement effectively expands the Lockheed Martin product line to include strong contenders in the trainer and light attack aircraft markets."

Korea Aerospace Industries, Ltd. is the Republic of Korea's national aerospace company established in 1999 with the consolidation of Samsung Aerospace, Daewoo Heavy Industries and Hyundai Space and Aircraft Company. KAI lines of business include fixed-wing aircraft, helicopter aircraft and satellites. Its major products are KF-16, KT-1 basic trainer, T-50/A-50, SB427 helicopters, aerostructures and KOMPSAT satellite program.

Lockheed Martin Aeronautics Company is a leader in the design, development, systems integration, production and support of advanced military aircraft and related technologies. Its customers include the military services of the United States and allied countries throughout the world. Products include the F-22, F-16, F-117, C-5, C-27J, C-130, P-3, U-2, X-33 and Joint Strike Fighter, among other renowned aircraft. LM Aeronautics is a unit of Lockheed Martin Corporation, headquartered in Bethesda, Md. Lockheed Martin is a global enterprise principally engaged in the research, design,

development, manufacture and integration of advanced-technology systems, products and services. The corporation's core businesses are systems integration, space, aeronautics and technology services.

For information on Korea Aerospace Industries, visit: <http://www.koreaaero.com/>

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