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Viking Adds Liftec to Expanding Twin Otter Series 400 Sales Network

Liftec’s Territory to Include Eastern Europe, Commonwealth of Independent States (excluding Russia), and the Baltic States

Paris, France, June 15th, 2015: Viking Air Limited of Victoria, British Columbia, has added UK-based Liftec Limited as the Twin Otter Series 400 sales representative for Eastern Europe, CIS (excluding Russia), and the Baltic States. Liftec will be responsible for all new commercial and military sales of the Series 400 Twin Otter aircraft throughout the region.

Under the leadership of Nick Grey, Managing Director, Liftec brings over 20 years of combined global aviation expertise to the Series 400 Twin Otter sales network. Considered a market entry specialist, Liftec will be an asset when introducing the Viking Twin Otter Series 400 to the emerging markets of Eastern Europe, while having the added benefit of established contacts within the commercial and special missions’ industry market segments.

“We’re happy to welcome Liftec to Viking’s expanding Series 400 sales network, and feel their strength in establishing qualified leads in emerging markets will be critical for familiarizing potential customers with the Twin Otter’s proven capabilities,” commented Evan McCorry, Viking’s vice president of International Sales & Marketing. He added, “Liftec’s focus on value-added customer relationships complements Viking’s proven customer service, translating into a win-win for new operators of the Twin Otter Series 400.”

About Liftec:

Liftec is a UK-based company founded in 1992 providing aviation sales & marketing consulting services in Switzerland, Monaco, the UK, Central & Eastern Europe, Africa, & China. With a specialty in emerging markets, Liftec builds customer relationships that endure throughout the aircraft’s lifecycle, working directly with OEMs to alleviate customer’s concerns while satisfying their needs.

About Viking:

The Series 400 Twin Otter is the best-selling next generation turbo-prop aircraft in its class, with Viking aircraft sold and delivered to 26 countries worldwide. Viking provides OEM support for the global fleet of de Havilland legacy aircraft (DHC-1 through DHC-7) and forms part of Westerkirk Capital Inc, a Canadian private investment firm with substantial holdings in the hospitality, aviation, and real estate sectors.

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VIKING is the manufacturer of the Twin Otter Series 400 aircraft, and provides complete support for the de Havilland legacy fleet.

