

New Zealand Aviation Training and Services



India trade mission | November 2009



New Zealand supplies 'fit for purpose' pilots.

- New Zealand has quality-conscious, experienced trainers who produce safe, well rounded, world-class pilots flying for many of the world's well known airlines.
- New Zealand provides a challenging and testing environment with clear airspace over spectacular and diverse terrain with varied weather patterns. Trainers customise to client requirements, partner in overseas countries and are backed by an internationally recognised regulator, the Civil Aviation Authority of New Zealand. New Zealand-trained pilots are welcomed around the world.

New Zealand's competitive engineering MRO expertise keeps your aircraft safe and cost efficient.

- New Zealand's maintenance, repair and overhaul (MRO) companies have recognised international competence and the Christchurch Engine Centre has a master test facility for the Dart, JT8D-Std, V2500-A1 and -D5 engines.
- High quality standards, rising productivity levels and moderate OECD-level costs means New Zealand MRO companies are internationally competitive.

New Zealand provides practical, elegant and new technology applications to solve your problems.

- Service solutions developed in New Zealand in response to diverse market needs are now used in the aviation industry around the world.
- New Zealand's practical approach to problem-solving, coupled with the ability to draw expertise from a number of industries – including the world-class marine industry with its composite expertise and the flourishing information technology industry – are resulting in new solutions for customers.

India-New Zealand aviation relationships	2
Aviation New Zealand	4
Air Hawke's Bay Limited	6
Air New Zealand Limited	8
ASPEQ Limited	10
Christchurch Engine Centre	12
CTC Aviation Training (NZ) Limited	14
Glidepath	16
International Aviation Academy of NZ	18
Superstructure Group Limited	20
New Zealand Trade and Enterprise	22

India-New Zealand aviation relationships

There is a close relationship between India and New Zealand. It goes back to when the first Indians arrived in New Zealand over 120 years ago. Today, over 96,000 people of Indian origin live in New Zealand out of a population of just over four million.

The aviation relationship is also strong. At present, 15 flight training schools have about 100 trainees from India. This is a big increase on the numbers that came to New Zealand in the 1990s. New Zealand-trained pilots now fly with several Indian airlines.



A few years ago, several JET Airways pilots received Boeing 777 training with Air New Zealand Airline Training. The company also has an extensive range of flight simulators.

The Christchurch Engine Centre has been providing full maintenance, repair and overhaul services on turboprop and turbofan engines (DART, JT8D and V2500) to Indian airlines for a number of years.

Airways New Zealand helped the Airports Authority of India install a Future Navigation System at Kolkata Airport.

The Superstructure Group, which has developed an aviation safety and risk management software system, called AQD, has over 90 customers worldwide including some in India. The company is now an IATA strategic partner.

Glidepath has provided baggage handling systems to the New Delhi Airport, and secured similar work at the Kolkata Domestic Airport and the international airports at Cochin and Indore.

Rishworth Aviation has supplied pilots and first officers to a number of the airlines in India.



New Zealand has a history of innovation in the aviation industry. The first pilot training school was established in Auckland in 1916. New Zealand quickly recognised the potential of aviation in the agriculture, horticulture, forestry and tourism industries. Commercial

air services began in 1935 and, a year later, New Zealander Jean Batten made the first ever direct flight from England to Australia.

Innovative solutions abound in New Zealand. Paxflow has developed a world-first track and trace system for checked-in passengers. It helps ensure that aircraft leave on time!

Admark has developed a printed graphics system to be applied to aircraft. It weighs less than painted graphics so saves weight and fuel. It is also easy to apply and repair.

Cessna chose SpiderTracks as the aircraft tracking solution they will distribute internationally. Many flight training schools now use the tracking systems developed in New Zealand to monitor the whereabouts of their aircraft – improving student safety.

While certification from the Civil Aviation Authority of New Zealand is 'a given', many companies are going further. FAA and EASA approvals will become increasingly common. Several companies now hold AS9100 certification.

New Zealand's world-class aviation technology is ideally suited to the growing and dynamic aviation market in India. We can work together, to mutual advantage.

Contact: www.aviationnz.co.nz

Aviation New Zealand

Connecting customers to New Zealand aviation solutions



COMPANY OVERVIEW

Aviation New Zealand is a wholly owned subsidiary of the Aviation Industry Association. It champions New Zealand companies, and their product and service solutions, to international audiences.

Aviation New Zealand was formed by the aviation industry to deliver on its vision to be 'a specialised, globally connected, high value, growing and sustainable service and manufacturing industry based on 21st century technologies'. It encourages the development of scale through collaboration between New Zealand companies.

Aviation New Zealand is a one-stop solution which introduces prospective purchasers to product and service solutions developed in New Zealand.

PRODUCTS AND SERVICES

Aviation New Zealand is a facilitator and networker. It connects customers to New Zealand capabilities in:

- general aviation
- maintenance, repair and overhaul (MRO)
- training (pilot, cabin crew, engineering)
- airport fit-outs
- services.

New Zealand's aviation industry is compact, but capable and well positioned to add value to customers with interests in the Asia-Pacific region.

The industry maintains high standards, but delivers at low OECD-level costs. New Zealand's aviation companies have a range of niche expertise that enables them to:

- support the interests of both aircraft and engine OEMs
- provide high quality training
- supply world-class airport fit-outs and
- deliver internationally competitive aviation services.

CUSTOMERS AND PROJECTS

Aviation New Zealand is working on:

- improving the knowledge and awareness of New Zealand capability in selected international markets through a website and specific market development programmes which include relationships with key customers
- developing scale for flight training initiatives – a consortium has formed to target airline pilot training opportunities in India and other markets
- building understanding of the unique MRO capabilities in New Zealand – a database has been developed for the website and potential customer identification has begun.



Key contact

John Nicholson
 Chief Executive
 Aviation New Zealand
 PO Box 2096
 Wellington 6140
 New Zealand

T: +64 4 472 2707
 F: +64 4 471 1314
 E: john.nicholson@aviationnz.co.nz
www.aviationnz.co.nz



Air Hawke's Bay Limited

High quality trainer with a proven safety record

COMPANY OVERVIEW

Air Hawke's Bay Ltd (AHB) is the wholly-owned Company of the Hawke's Bay & East Coast Aero Club Inc.

AHB specialises in providing full-time integrated pilot training for both domestic and international students and air charter services.

Established in 1928, AHB was the first New Zealand training provider to be accredited with CAA Part 141. Its training courses have New Zealand Qualification Authority approval and AHB is a Signatory to the Code of Practice for International Students.

AHB's graduates have a high success rate of obtaining aviation employment, which is achieved through having proficient instructor to staff ratios and quality systems. There are 15 instructors in its staff of 20.

PRODUCTS AND SERVICES

Hawke's Bay skies are well suited to train pilots because of a lower air traffic density and good climate. These features provide students with improved training fluency.

As AHB owns the aerodrome, there are no landing or tower fees.

New C172 aircraft and a simulator with a Garmin 1000 glass cockpit are provided.

Accommodation is available at the aerodrome with transport provided.

CUSTOMERS AND PROJECTS

AHB has recently trained Indian students who successfully obtained instructor ratings and are actively training our domestic students in New Zealand. Fifteen students from India have also recently completed their training.

The following graduates have been successful with employment in India:

Varun Krochhar – Air India

Adarsh Ajaykumar – Air India

Aashraya Lath – Air India

Gaurav Rao – Coast Guard Dorniers
Turbo Prop

Ishit Kumar – Air India

Deepak Nalla – Air India, flying B737-800s.

Key contact

Kevin England
Chief Executive
Air Hawke's Bay Limited
PO Box 2199
Hastings
New Zealand

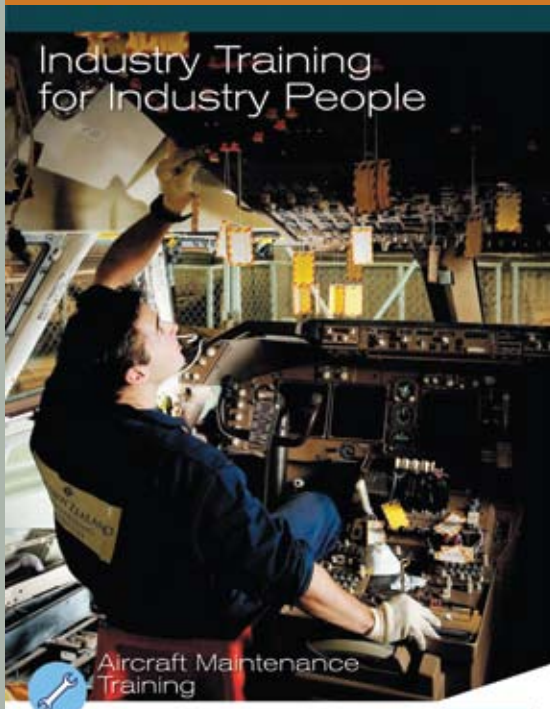
T: +64 6 879 8466
M: +64 274 472 732
E: kengland@airhb.co.nz
www.airhb.co.nz
www.aerohb.co.nz



Industry Training
for Industry People

Pilot Training

www.plane-training.com



Industry Training
for Industry People

Aircraft Maintenance
Training

www.plane-training.com



Air New Zealand Limited

Effective and flexible global aviation training solutions

COMPANY OVERVIEW

Air New Zealand Airline Training is a division of Air New Zealand responsible for the training and development of the airline's staff. Primarily this relates to the training of pilots, maintenance engineers, flight attendants and other ground-based staff. The division employs 140 people out of the airline's 11,000 total staff.

Since 1940, these services have been provided to support the airline but have also been offered to third party airlines, operators and MROs across the globe.

Air New Zealand's position as an operator and a full suite training provider is unique and brings with it benefits not available from a standalone training organisation.

Customers that source training from an aircraft operator and maintainer know that it understands their business. Air New Zealand can tailor a unique effective training solution that works for them.

PRODUCTS AND SERVICES

Air New Zealand provides flight and maintenance type training services for Airbus A320 Family, ATR 42/72 Series and Boeing 777 aircraft. Flight training activities are based out of Auckland while maintenance type training programmes are transportable to a customer's location.

CUSTOMERS AND PROJECTS

During the last year, Air New Zealand has assisted new and current operators of Boeing 777, Airbus A320 and ATR42/72 aircraft to meet their flight crew and maintenance engineer training requirements, through the provision of excess simulator capacity, flight crew type ratings and offshore maintenance courses.

Key contact

Jennifer Lund
Flight Crew Training Sales
Air New Zealand Airline Training
Private Bag 92007
Auckland
New Zealand

T: +64 9 255 5760
M: +64 21 747 718
E: jennifer.lund@airnz.co.nz
www.plane-training.com

ASPEQ Limited

Professional assessment specialists



COMPANY OVERVIEW

ASPEQ is a private company established in 1992 that specialises in regulatory assessment services. It develops and delivers computer-based examination services for issuing licences and ratings to pilots and aircraft maintenance engineers. It has 40 employees.

ASPEQ provides the entire assessment service, from developing the question banks through to computer exam delivery and provision of results. Bookings and exam results are provided over the internet, with exams delivered in secure computer centres.

ASPEQ provides tailored aviation assessment solutions to meet the needs of National Aviation Authorities or aviation organisations.

PRODUCTS AND SERVICES

The company offers the following aviation assessment services:

- flight crew and aircraft maintenance engineer examination online booking and payment services
- online management systems for computer exam services
- computer exam centre development and management
- aviation question bank development for flight crew and aircraft maintenance engineer exams to EASA and other National Aviation Authority requirements
- aviation English language testing services, using semi-automated questioning and internet-based rating systems.

CUSTOMERS AND PROJECTS

During the last 12 months, ASPEQ has worked with the:

- Civil Aviation Authority of New Zealand on computer exam services
- Civil Aviation Safety of Australia on flight crew computer exam services
- Macao Civil Aviation Authority on aircraft maintenance engineer computer exam services
- Mauritius Directorate of Civil Aviation on aircraft maintenance engineer computer exam services
- Civil Aviation Authority Singapore and the UAE General Civil Aviation Authority on computer exam services.

Key contact

Mike Lynskey
Director Business Development
ASPEQ Ltd
PO Box 30343
Lower Hutt, Wellington 5040
New Zealand

T: +64 4 916 2059
M: +64 274 359 309
E: mike.lynskey@aspeq.com
www: www.aspeq.com



Christchurch Engine Centre

Reliable V2500, JT8D and Dart maintenance worldwide

COMPANY OVERVIEW

The Christchurch Engine Centre (CHCEC) is a joint venture partnership between Pratt & Whitney and Air New Zealand Ltd, based in Christchurch.

CHCEC does heavy maintenance for one turbo prop and two turbofan engine types. It offers OEM-supported overhaul, and has the master test cell for the Dart, JT8D-Std, V2500-A1 and -D5.

CHCEC has full access to OEM data, extensive and approved repair capability from a capable engineering section and experienced field service for customers. It has a reputation for excellent customer service.

PRODUCTS AND SERVICES

CHCEC has full heavy maintenance capability for:

- Rolls-Royce DART
- Pratt & Whitney JT8D and
- IAE V2500 aero engines.

CHCEC offers OEM supported overhaul of these engine types, and is a master test facility for the Dart, JT8D-Std and V2500-A1 and -D5.

CUSTOMERS AND PROJECTS

CHCEC has worked on V2500 engine heavy maintenance for Indian A320 operators since 2007. It is taking steps to increase this work.

CHCEC performs V2500 overhauls for customers in the Asia-Pacific area across to the Middle East and services JT8D and Dart engines for customers world-wide.

Key contact

Steve Robinson
Manager Sales & Customer Service
Christchurch Engine Centre
PO Box 14005
Christchurch International Airport 8544
New Zealand

T: +64 3 374 7316
M: +64 21 226 9748
E: Steve.robinson@pw.utc.com
www: www.pwnz.com

CTC Aviation Training (NZ) Limited

Global leaders in innovative airline pilot training



COMPANY OVERVIEW

CTC Aviation Training (NZ) Limited is part of CTC Aviation Group plc providing professional pilot training and resourcing solutions for airlines worldwide. The Hamilton company was established in 2004 and employs 83 people.

CTC offers and delivers the highest quality full pilot training services – from initial pilot selection, ab initio and bridge training through to jet-type rating training.

The company's training philosophy is a comprehensive, vertically integrated programme. It focuses on introducing the disciplines found within airline operations, from first flight to airline placement.

CTC's cadets have excellent command potential and its selection process ensures they are capable of becoming aircraft managers, as well as pilots.

PRODUCTS AND SERVICES

CTC is working to:

- expand its list of client airlines and grow its business, providing a highly focused professional pilot training service to airlines based in a number of markets
- deliver basic airline training, on time, using the airport and training facilities, aircraft fleet, flight simulators, maintenance and trainee accommodation available at CTC's facilities at Hamilton Airport
- provide innovative solutions for training pilots and instructors for the Indian flight training industry
- explore opportunities to enhance airline profitability by using CTC's bespoke selection systems and sponsored airline training programmes.

CUSTOMERS AND PROJECTS

- placing pilots with Eagle Airways and Aer Lingus
- cadet training programme for Jetstar Pacific
- CTC FlexiCrew – providing 100 pilots to clients including EasyJet on flexible terms
- installing next generation B737-800W NG FFS.

Key contact

Ian Calvert
Acting CEO and Director
CTC Aviation Training (NZ) Limited
Crew Training Centre – Hamilton
131 Boyd Road, Hamilton Airport
RD2 Hamilton 3282, New Zealand

T: +64 7 843 1822
M: +64 21 427714
E: ian.calvert@ctcaviation.com
www.ctcwings.com



Glidepath

Glidepath provide intelligent, secure baggage/cargo movement systems

COMPANY OVERVIEW

Specialising in airport baggage and air cargo handling systems, Glidepath has completed over 500 projects in more than 60 countries.

With over 35 years' experience ranging from low-cost carrier terminals to major gateway hubs, Glidepath are experts in the challenging environment of airport baggage security.

The company has worked with many national security authorities to develop comprehensive integrated security screening systems.

Glidepath understands that airport growth is ongoing and plans its systems with a value-engineered approach, and a focus on future-proofing to allow for ongoing development.

Glidepath's expert staff work face to face with clients in developing customised solutions using advanced modular systems.

PRODUCTS AND SERVICES

Baggage handling and air cargo handling systems including consulting services, design, manufacture, project managed installation, commissioning, in-line security screening, advanced sortation and baggage reconciliation software control systems, and operations and maintenance services. Glidepath provides a full service to its customers and aims to create long-term support relationships.

CUSTOMERS AND PROJECTS

In addition to many other global contracts, Glidepath has recently completed baggage handling projects in Mumbai, Chennai and Kolkata and is currently working on projects in Cochin and Indore.



Key contact

Rajesh Kaira
Regional Sales Manager – India
Glidepath
30 Cartwright Rd
Glen Eden, Auckland 0602
New Zealand

T: + 64 9 818 3354
M: + 64 21 335 064
E: rajesh.kaira@
glidepathgroup.com
www.glidepathgroup.com

India office

Glidepath Limited
T: +91 97688 41169, +91 98696 51470
#309, Gateway Plaza
Hiranandani Gardens, Powai
Mumbai- 400076



International Aviation Academy of NZ

Professional flight training in a professional airline environment

COMPANY OVERVIEW

IAANZ is a flight training organisation specialising in quality, professional flight training. It trains commercial pilots from New Zealand and abroad.

A long-established company set up in 1928, IAANZ also has the advantage of operating from an international airport. This professional operating environment gives its trainees an edge.

IAANZ operates in a spectacular but demanding training environment of mountains and lakes in the South Island of New Zealand. On return to their home country, pilot graduates have received highly favourable comments from employers on their skill levels compared with pilots from other training organisations.

PRODUCTS AND SERVICES

IAANZ offers the following training courses:

- Commercial Pilot Licence
- Multi Engine Instrument Rating
- Multi Engine Training
- Multi crew Cooperation (MCC) courses.

CUSTOMERS AND PROJECTS

IAANZ is committed to developing new quality training programmes for foreign students. It has purchased a large number of new 'state of the art' training aircraft and increased the number of flight simulators.



Key contact

Chris English
CEO
International Aviation Academy of NZ
P.O. Box 14006
Christchurch
New Zealand

T: +64 3 358 0477
M: +64 21 194 4455
E: ceo@cac.co.nz
www.flighttraining.co.nz



Integrated Safety and Risk Management Software



taking safety to a higher plane



Superstructure Group Limited

Setting the standard for SMS software solutions

COMPANY OVERVIEW

Superstructure Group specialises in developing and marketing safety and risk management software for the global aviation industry. The Group was established in 1999.

The Group delivers a fully integrated system for managing all aspects of risk and regulatory compliance across a business enterprise. That includes safety, security and environmental management, quality assurance and occupational safety.

The Group's integrated approach and unified view of data provides information that is easily turned into actions, and enables our customers to focus on financial and operational improvement.

In an industry where safety is essential, our customers value the automated and consistent approach to data management that leads to:

- enhanced operational efficiencies and
- the adoption of best practice as mandated by regulators.

With over 90 customers in 35 countries, the Group regards itself as the market leader in aviation safety and risk management systems.

PRODUCTS AND SERVICES

The Group's flagship product, AQD, supports the key elements of a Safety Management System (SMS) as defined by ICAO. The product covers all functions – from accident/incident reporting, risk assessment, compliance, analysis and investigation through to auditing and corrective action tracking.

AQD is a flexible, robust and reliable web-based application. It integrates seamlessly with other technologies and can be adapted to meet the unique cultural and processing needs of customers. The Group's continuous investment in innovation provides greater benefit to customers over time.

The Group offers a full range of services and global support from a dedicated, trustworthy and professional team.

CUSTOMERS AND PROJECTS

AQD has experienced strong growth in the past four years with a broad base of customers from international, regional and low cost airlines to corporate, cargo and helicopter operators.

Ground handlers, airports, air traffic service providers and maintenance organisations also use AQD to support their operations.

Customers benefit from the Group's deep understanding of how the industry operates, and over 10 years of proven software delivery.

Key contact

Ted Thomas
Chief Executive
Superstructure Group Limited
PO Box 19127
Wellington 6149
New Zealand

T: +64 4 385 0001
M: +64 21 150 0582
E: ted.thomas@superstructuregroup.com
www.superstructuregroup.com

New Zealand Trade and Enterprise Your Gateway to New Zealand Business Opportunities

New Zealand Trade and Enterprise (NZTE) is the New Zealand government's national economic development agency.

In 2008 NZTE was judged the world's best trade promotion agency at the World Trade Promotion Organization Awards.

Our role is to lift New Zealand's economic performance and improve living standards for all New Zealanders by helping businesses to grow and compete internationally.

Through our global network of offices, NZTE works with international businesses and investors, connecting them to New Zealand business opportunities.

New Zealand encourages direct investment and trade from international companies and business people, particularly those that result in the creation of new ventures, the relocation of existing operations to New Zealand, and strategic partnerships and joint ventures with New Zealand companies.

Our focus is on New Zealand businesses and industry sectors with high potential for growth.

As your partner to conducting business or seeking investment opportunities in New Zealand we will:

- help with introductions to businesses and opportunities
- provide information on quality products and services that might be of interest to you
- provide information on the New Zealand business environment and compliance issues
- provide market analysis, research and information
- act as your main government point of contact and advise you of any financial assistance that might be available.

NZTE has two offices in India.

Mumbai

1007, 10th Floor, Dalamal House, Nariman Point
Mumbai-400 021, India

Phone: +91 22 6615 1155 – 57

Fax: +91 22 6615 1158

Key contact: Sreedhar V

Acting Trade Commissioner

Email: Sreedhar.V@nzte.govt.nz

New Delhi

c/- New Zealand High Commission
50N Sir Edmund Hilary Marg, Chanakyapuri
New Delhi 110 021, India

Phone: +91 11 2688 3170

Fax: +91 11 2687 6554

Key contact: Cliff Fuller

Trade Commissioner

Email: Cliff.Fuller@nzte.govt.nz

Visit www.nzte.govt.nz for more information about NZTE's activities.

Visit www.newzealand.com or www.investmentnz.govt.nz to find out about business and investment opportunities in New Zealand.



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