



# NEW ZEALAND AVIATION PRODUCTS AND SERVICES

Singapore Airshow • 2-7 February • 2010





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

High quality standards, rising productivity levels and moderate OECD-level costs mean New Zealand MRO companies are internationally competitive.

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

New Zealand's practical approach to problem solving, and its ability to draw expertise from world-class marine and flourishing information technology industries, are resulting in new solutions for customers.

## **New Zealand supplies 'fit for purpose' pilots.**

New Zealand provides trainers who customise to client requirements and a challenging and testing training environment. It has clear airspace over spectacular and diverse terrain with varied weather patterns.

**VISIT THE NEW ZEALAND PAVILION AT F63**

### **CONTENTS**

Innovation in aviation	2
Aviation New Zealand	4
Air New Zealand Airline Training	6
Air New Zealand Engineering Services	8
Flightcell	12
Pacific Aerospace	14
Safeair	16
Spider Tracks	18
New Zealand Trade and Enterprise	20



**AVIATION  
NEW ZEALAND**

# INNOVATION in AVIATION

*New Zealand has a rich history of innovation in aviation.*



Richard Pearse built and flew an aircraft at about the same time as the Wright Brothers. The first pilot training school was established in Auckland in 1916. It trained pilots for the Royal Flying Corps in the United Kingdom.

In 1918, New Zealand became the first overseas customer for Boeing. Two aircraft were bought and the country's first official airmail services were commissioned in 1919. What was to become Pacific Aerospace - the country's largest aircraft manufacturer - began operations in Hamilton in the early 1940s.

New Zealand quickly recognised the potential of aviation in the agriculture, horticulture, forestry and tourism industries. The country is a leader in aerial topdressing techniques and uses helicopters frequently in its rural environment - to protect grape vines from frost damage, for example.

Local companies also quickly appreciated that aviation provided a cost-effective way of maintaining electric transmission lines and building houses in remote locations. Today, these services are also provided outside of New Zealand.

The country has developed a comprehensive range of innovative aviation solutions. 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.

Airways New Zealand has developed and sold its Flight Yield automated billing system to the Civil Aviation Authority of China. This system automatically retrieves details of all flights from an air traffic management system, calculates the correct fee for every airline operator, and produces an invoice.

Gallagher Security Management Systems provides premium integrated security solutions to a wide range of customers globally, including airports. Its Cardax integrated access and control system and its PowerFence perimeter security systems have been installed at a number of airports.

Cessna chose SpiderTracks as the aircraft tracking solution it would 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.

Marops specialises in interactive 2D and 3D graphics, training and technical projects in the defence and commercial sectors. It adopts a partnership approach to doing business to ensure best possible outcomes for customers.

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.

Metal Tech, which achieved AS9100 certification a few years ago, now has customers in Britain, Germany and other parts of the EU - a tribute to the quality and cost-effective approach achieved in the high precision metal-working area.

New Zealand's world-class aviation technology is ideally suited to the growing and dynamic international aviation market. We work together with overseas customers to mutual advantage.

**Contact: [www.aviationnz.co.nz](http://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 21<sup>st</sup> century technologies'. It encourages the development of scale through collaboration between New Zealand companies.

Aviation New Zealand provides a one-stop service that introduces prospective purchasers to product and service solutions developed in New Zealand.

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## PRODUCTS AND SERVICES

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

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

The industry maintains high standards and 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
- 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 – forming consortia to target airline pilot training opportunities
- building understanding of the unique MRO capabilities in New Zealand – a database is on the website and targeted potential customer identification has begun.



# Air New Zealand Airline Training

*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.

## KEY CONTACTS

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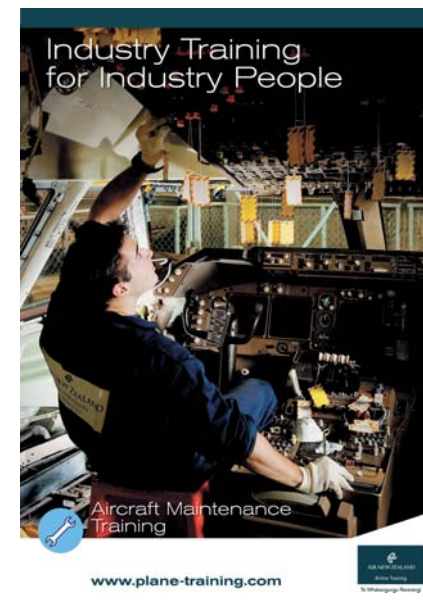
[www.plane-training.com](http://www.plane-training.com)

## PRODUCTS AND SERVICES

Air New Zealand provides flight and maintenance training services for Airbus A320 Family, ATR 42/72 Series, Bombardier Q300 and Boeing 777, 767, 747 and 737 aircraft. Flight training activities are based out of Auckland and basic maintenance training based out of Christchurch. 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 Airbus and ATR aircraft to meet their flight crew type ratings, flight attendant training facilities, and both on and offshore maintenance courses.



AIR NEW ZEALAND   
AIRLINE TRAINING



# Air New Zealand Engineering Services

*Our business is to keep yours flying*

## COMPANY OVERVIEW

Air New Zealand Engineering Services is a division of Air New Zealand Limited supplying aircraft, component and APU maintenance to commercial and military customers throughout New Zealand, Australia, Asia and the Pacific Rim. The division employs 1,860 staff out of the airline's 11,000 total staff.

Air New Zealand Engineering Services offers comprehensive technical competencies for component repairs, composite structural repairs and APU overhaul from its Auckland and Christchurch facilities.

Our Air New Zealand Group capability also includes Safe Air and TAE in Australia, together we provide a complementary range of repair and overhaul solutions.

## PRODUCTS AND SERVICES

Air New Zealand provides engineering services for the following:

Airbus A320 Family, ATR 42/72 Series, Bombardier Q300 and Boeing 737, 767, 747, 777, P3 Orion, Pilatus PC9, C130H/J, GTCP85 series, GCTP331-200ER/250, PT6, TPE331, Composite Radome Repair/Test and Calibration Management Solutions.

## CUSTOMERS AND PROJECTS

Air New Zealand Engineering Services are an integral part of the Air New Zealand Airline providing comprehensive component repair and external repair cycle management support for not only Air New Zealand's fleet but a range of customers world wide. The technology utilised and skills of our people have earned us a reputation for quality service and competitive pricing.

### KEY CONTACT

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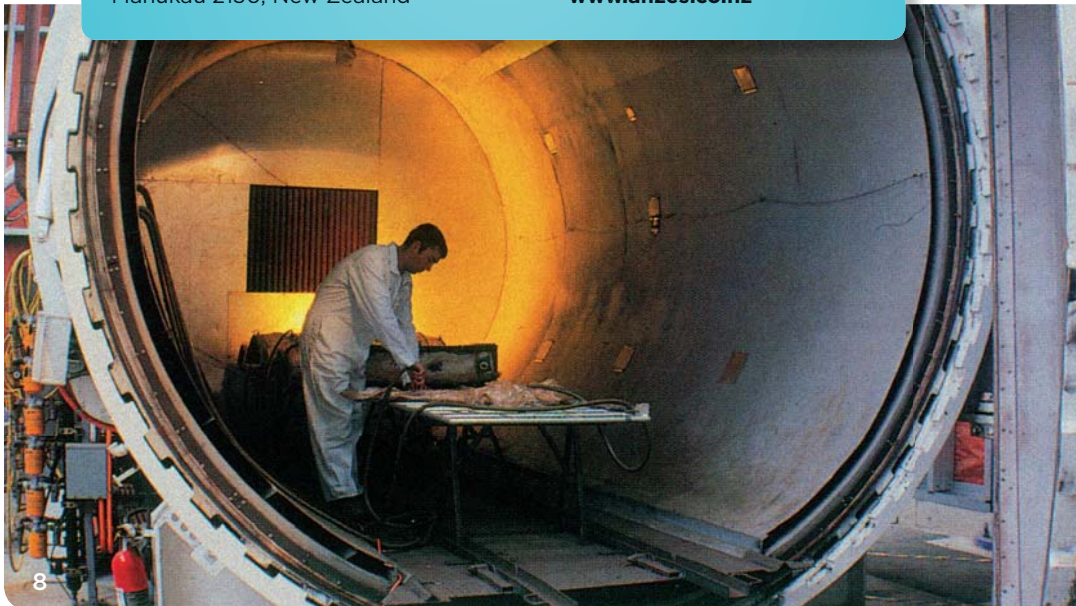
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# Flightcell International Limited

*Power to communicate, wherever you are*

## COMPANY OVERVIEW

Flightcell International specialises in integrating satellite and cellular transceivers into aircraft communications systems. In the late 1990s, Flightcell was the global innovator of portable systems for integrating hand-held audio devices (satellite and cell phones) into aircraft audio systems.

In the following decade, Flightcell International has grown into a world leader for on-board satellite voice, data and flight tracking systems. Through a series of high level and time-pressured customer requirements, Flightcell's responsive and comprehensive government-backed development programme enabled a range of products to be created. These suit a wide range of needs in the military, government, law enforcement, air medical and corporate aviation markets. Flightcell's products now provide satellite (and cellular) voice, data and flight tracking solutions globally.

## KEY CONTACT

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## PRODUCTS AND SERVICES

The Flightcell DZM Range provides the ultimate in solid state, installed voice data and aircraft tracking, while retaining the full versatility of a removable satellite phone handset for use off the aircraft.

Compact, lightweight and hermetically sealed, the Flightcell DZM systems are easily installed, rugged and reliable. DZM systems integrate an Iridium satellite phone and a cellular modem into the on-board audio systems. Tracking services are provided with GPS data from the aircraft via the DZM. Flightcell has partnered with TracPlus Global, Guardian Mobility and Sabre Flight explorer to allow a full range of software and mapping options.

NEW Product Flightcell DZM2 offers encrypted voice and data, as well as on-board wired and cordless cabin phone options.

Flightcell Iridium Mounts include cradles, docking stations and vehicle kits for both the 9505A and 9555 phones.

## CUSTOMERS AND PROJECTS

Flightcell International has provided solutions to the governments of USA, New Zealand, Colombia, Australia, Austria, Norway, UK and Canada. Flightcell International products are sold to commercial customers throughout Africa, Europe and Asia.

Current customer groups include: US Department of State - Afghanistan; US Marine Corps - H46 programme; US SOCOM - H60; US Air mobility command KC10 Tanker fleet; NYANG C130 Antarctic programme; and the Colombian Air Force.



# Flightcell®

# Pacific Aerospace Limited

*Our aircraft perform where others can't*

## COMPANY OVERVIEW

Pacific Aerospace is a New Zealand-owned and operated designer and manufacturer of light aircraft that are market leaders in their categories.

The company designs and manufactures the P-750 XSTOL turboprop utility aircraft and the CT-4 Airtrainer military ab-initio trainer aircraft.

The aircraft have evolved over 50 years and reflect experience gained in some of the toughest environments in the world, from the jungle of Papua New Guinea to the mountains of Nepal and the desert of Sudan.

The aircraft are all 'tools of the trade' built to do a job and make the operators money. Every effort is made to ensure they are optimised to do so - from ease and reliability of operation, to low maintenance costs and 150-hour maintenance intervals meaning increased aircraft availability.

## KEY CONTACT

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## PRODUCTS AND SERVICES

The P-750 XSTOL turboprop utility aircraft has STOL and load carrying performance that is unmatched by any other aircraft. It can carry heavy loads out of short semi-prepared airstrips.

The P-750 XSTOL can be used as a 10 seater passenger aircraft, for skydiving, as a freighter, to undertake aerial survey work and as an agricultural aircraft.

The CT-4 Airtrainer is a full aerobatic ab-initio military trainer aircraft with a 300 hp piston engine. It is used in Australia, New Zealand, Thailand and Singapore.

## CUSTOMERS AND PROJECTS

In 2009 Pacific Aerospace sold its first P-750 aircraft to Indonesia, Malaysia and Nepal and attained type approval in Nepal and India.

It has run demonstration tours with its P-750 XSTOL aircraft to Singapore, Malaysia, Thailand, Cambodia, Laos, Vietnam, India and Nepal.

It has also held a separate tour flying aircraft to Alaska, then across to Canada to the Oshkosh Airshow, then down through Central and South America.

# PACIFIC AEROSPACE



# Safe Air Limited

*Military aircraft engineering expertise within a single maintenance point.*

## COMPANY OVERVIEW

Safe Air is a military aircraft and component maintenance, repair and overhaul (MRO) service provider. Specific expertise includes the C130H airframe and components, the P3 Orion airframe and components, the UH1 airframe and components, the Rolls Royce T56 engine and all types of propeller systems.

Safe Air operates a completely self sufficient maintenance base which includes structural and avionic engineering design services, and a comprehensive range of support workshops.

Safe Air was established in 1950 and has 360 employees. It offers a single-point maintenance and repair solution at highly competitive rates.

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## PRODUCTS AND SERVICES

Safe Air maintains and repairs military and commercial propeller systems. Safe Air is the only OEM-approved service provider in Australia/New Zealand and the largest propeller repair and overhaul service provider in the Southern Hemisphere.

The company provides MRO services for both C130 and P3 aircraft. It offers a single maintenance point with a high degree of expertise and flexibility.

Safe Air also provides aircraft maintenance and modification programmes. It supports structural and avionic modification programmes for C130 and P3 aircraft. Safe Air's facility can provide a full service or can subcontract elements of a programme.

With its Rolls Royce T56 engine MRO work, Safe Air provides the full service - from diagnostics to overhaul through to final testing. The service can cover the whole engine, modules and accessories.

## CUSTOMERS AND PROJECTS

Safe Air is a sub contractor to L3 Communications IS within the New Zealand Ministry of Defence C130H Life Extension Programme. Safe Air is tasked with delivering the full upgrade treatment to three aircraft in the fleet of five. The upgrade includes the world's first centre-wing replacement and a full avionics suite upgrade.

Safe Air is also a sub contractor to L3 Communications IS within the New Zealand Ministry of Defence P3 Orion Systems Upgrade Programme. Safe Air is tasked with delivering the full upgrade treatment to five aircraft in the fleet of six. The upgrade includes the complete replacement of a mission system and a full avionics suite upgrade.

Safe Air has achieved Maintenance Support Network status with two of the Australian Defence Force's largest operators - Australian Aerospace and Qantas Defence Services. This status is granted in relation to maintenance support of the Royal Australian Air Force P3 and C130 fleets.

Safe Air is the primary heavy maintenance provider to the Royal New Zealand Air Force. This relationship includes heavy maintenance of the RNZAF C130, P3, UH1 and SH2G fleets and the T56 propulsion system. In addition, Safe Air is responsible for maintaining strategic maintenance capability within New Zealand.

**SAFE AIR S**  
Excellence in Aviation

# Spider Tracks Limited

*Spidertracks - we save lives*

## COMPANY OVERVIEW

Spider Tracks Limited is in the business of saving lives. Its satellite-based GPS aircraft tracking system, spidertracks, follows aircraft in real time using GPS position points, transmitted via the Iridium satellite network. The tracking, and a permanent record of each flight, can be accessed over the internet, anywhere in the world.

Spidertracks is an effective and inexpensive alternative or complement to ELTs.

Spidertracks hardware is portable - without an antenna or need for expensive installation - making this advanced safety technology available to pilots the world over.

With clients in 30 countries after only three years of operation, spidertracks is a world leader in aviation safety technology.

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## PRODUCTS AND SERVICES

Spiderwatch - a service from spidertracks that actively watches over every flight - automatically sends emergency alerts within minutes of an accident so rescue services can get to the pilot quickly. Because the alerts are generated by the system, and not by a device within the aircraft, they are sent every time. There is no time wasted waiting for an alert to be raised. Rescue services know exactly where to find the aircraft, based on its last reported position.

Spidertracks also offers Spidertxt - satellite texting via the Iridium network so pilots can communicate easily from wherever they are in the world.

As a fleet management tool, operators can monitor the movements of multiple aircraft at the same time and watch over their pilots' safety.

At only US\$2,495 (including the keypad) for the hardware, spidertracks is an affordable and effective safety system with the added management benefits of aircraft tracking.



## CUSTOMERS AND PROJECTS

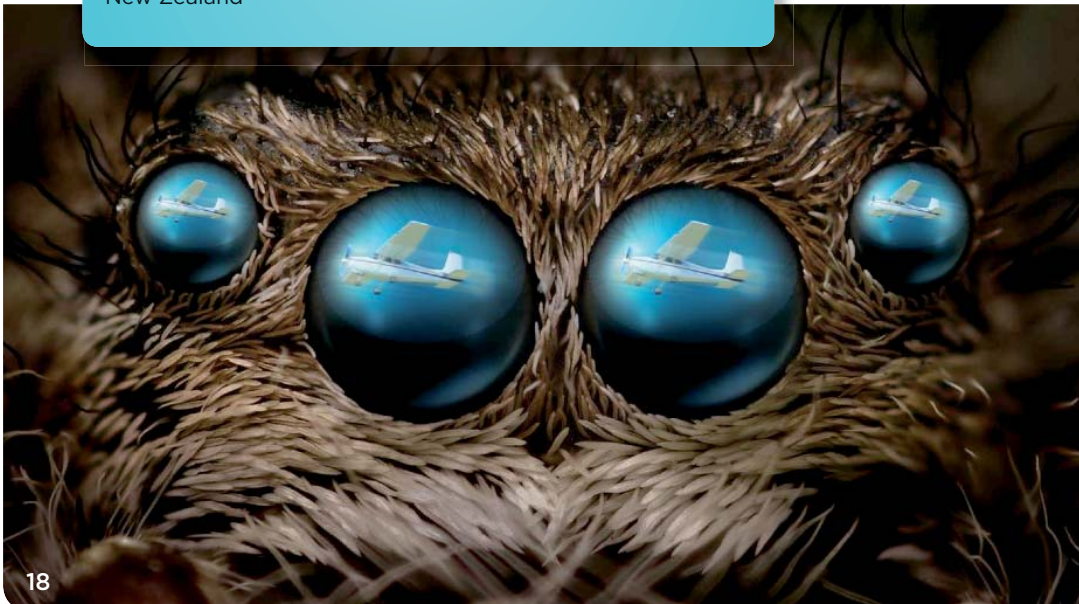
Spidertracks is sold in over 30 countries. The company has doubled its client base over the last 12 months.

The clients include the world's largest privately owned fixed wing fleet - Missionary Aviation Fellowship.

Spidertracks is endorsed by Cessna Aircraft Company.

Spiderwatch was launched in 2009 and is the first automatically activated active tracking system.

spidertracks



# 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 Organisation Awards.

Its 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 its 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 resulting in the creation of new ventures, the relocation of existing operations to New Zealand, and strategic partnerships and joint ventures with New Zealand companies.

NZTE's 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, NZTE 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.

## KEY CONTACT

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For more information on NZTE and contact details of NZTE's international offices visit [www.nzte.govt.nz](http://www.nzte.govt.nz)

For information on doing business with New Zealand visit [www.newzealand.com](http://www.newzealand.com)

To find out more about investment opportunities in New Zealand visit [www.investmentnz.govt.nz](http://www.investmentnz.govt.nz)

New Zealand  
**TRADE & ENTERPRISE** 



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