

Published by New Zealand Trade and Enterprise.

New Zealand Trade and Enterprise (NZTE) is the New Zealand government's national economic development agency. Through our global network of offices NZTE works with international businesses and investors, connecting them to New Zealand business opportunities.

Visit www.nzte.govt.nz for more information including contact details for your nearest NZTE office

WWW.NEWZEALAND.COM



MISSION MEMBERS' HANDBOOK

Beijing and Shanghai **7-11. 06. 2010**

NEW ZEALAND AVIATION TRADE MISSION TO CHINA
HON. GERRY BROWNLEE, MINISTER FOR ECONOMIC DEVELOPMENT

新西兰航空产业访华团简介





CONTENTS

2	FOREWORD
4	AIR NEW ZEALAND AIRLINE TRAINING
6	ATRAX GROUP NZ LTD
8	AVIATION NEW ZEALAND
10	CHRISTCHURCH ENGINE CENTRE
12	CTC AVIATION TRAINING
14	GALLAGHER GROUP LTD
16	GLIDEPATH LIMITED
18	PEET AVIATION LIMITED
20	UFL GROUP LIMITED
22	NEW ZEALAND TRADE AND ENTERPRISE

目录

3	前言
5	新西兰航空公司航空培训部
7	ATRAX GROUP NZ LTD
9	新西兰航空协会
11	基督城发动机中心
13	CTC 航空培训（新西兰）有限公司
15	盖力格集团公司
17	格莱德有限公司
19	PEET 航空有限公司
21	UFL 集团有限公司
23	新西兰贸易发展局



FOREWORD



IT is my pleasure to be leading a New Zealand Aviation Sector trade mission to China in June 2010. China is one of New Zealand's most important and fastest growing trading partners, particularly since the signing of our bilateral Free Trade Agreement in April 2008.

Annual trade in goods between our two countries now exceeds NZD 10 billion, with exports from New Zealand reaching NZD 3.5 billion and imports from China reaching NZD 6.5 billion. The strength of our relationship has been particularly evident during the global financial crisis where, despite a serious downturn in international trade activity, our bilateral trade levels have continued to grow.

The aviation sector is an increasingly important contributor to China's economy as it caters to burgeoning demand driven by massive upgrading of airport infrastructure and significant growth in numbers of both business and leisure travellers.

New Zealand has world class aviation technology a result of a history of innovation in the sector that has developed from New Zealand's early recognition of the potential of aviation in the agriculture, horticulture, forestry and tourism industries. As a result of this, New Zealand aviation companies offer their services and products in many offshore markets and across a range of products and services including "fit for purpose" pilot training, airport design and project management, airport equipment, competitive engineering, Maintenance Repair and Overhaul (MRO) expertise and service solutions.

The June trade mission will bring to China some of New Zealand's leading companies in the aviation sector and their senior management. The mission's primary objective is to develop long term relationships with key Chinese agencies and counterpart companies operating in the aviation sector in China, particularly in Beijing, Tianjin and Shanghai where the delegation will visit from 7-11 June 2010.

Hon Gerry Brownlee
Minister for Economic Development



前言

我很荣幸能够率领新西兰航空贸易使团于2010年6月访华。双方在2008年4月签署了双边自由贸易协定之后，中国成为了新西兰最重要的、双边贸易增长速度最快的贸易伙伴之一。

现在，两国每年的商品贸易往来已经超过了100亿新西兰元，新西兰出口到中国的商品创汇35亿新西兰元，进口的中国商品额为65亿新西兰元。双方合作的优势在全球金融危机爆发时尤其明显，期间，尽管国际上的贸易活动大幅度减少，但我们的双边贸易仍然保持增长态势。

在中国，机场的基础架构不断升级，乘坐飞机进行商务旅行或休闲度假的人数大幅度增加，推动航空业日益成为中国经济发展的重要生力军。

新西兰在很久以前便意识到了航空业在农业、园艺、林业及旅游业中具有极大的发展潜力，从而不断进行创新，借此成为世界一流的航空技术领先国家。新西兰的航空企业在多个海外市场提供广泛的产品和服务，包括“量身定做”(fit for purpose) 驾驶培训，机场设计与项目管理，机场装备，工程竞争，维护维修及大修(MRO) 服务解决方案等。

本次访华的贸易使团由新西兰航空业的一些主要的公司及其高层领导组成，访华的主要目标是与中国的航空产业的主要政府机构及公司建立长期合作关系，使团会在2010年6月7-11日访问北京、天津和上海地区。

Hon Gerry Brownlee
经济发展部长



AIR NEW ZEALAND AIRLINE TRAINING

Key contact:

John Alexander Ogilvie
Business Development Manager
Air New Zealand,
7-13 Rennie Drive,
Mangere,
Auckland
New Zealand

T: +64 9 255 5703
M: +64 21 677 380
E: john.ogilvie@airnz.co.nz
Website: www.airnz.co.nz

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.

Airlines from China have been regular visitors to New Zealand for the last 2 decades conducting recurrent and transition training in Air New Zealand's CAAC approved B747-400, Airbus A320 and B737-300/400/500 flight simulators. In 2008 these approvals were expanded to include CCAR142 approval for Airbus A320 training.

Later this year Air New Zealand will launch its Aviation Academy with an increased range of aviation training products, including a First Officer programme, expanded engineering training capabilities, a suite of airline leadership modules and a dedicated airline customer service programme for Flight Attendants and Airport based staff.



新西兰航空公司航空培训部

联系人：

John Alexander Ogilvie
Business Development Manager
Air New Zealand,
7-13 Rennie Drive,
Mangere,
Auckland
New Zealand

电话：+64 9 255 5703
手机：+64 21 677 380
电邮：john.ogilvie@airnz.co.nz
网页：www.airnz.co.nz

新西兰航空公司航空培训部 (Air New Zealand Airline Training) 是新西兰航空公司 (Air New Zealand) 的一个部门, 主要负责本公司员工的培训与职业发展事务, 特别是飞行员、飞机维护工程师、航班服务员和其他地勤员工的培训。公司已共有 11,000 名员工, 其中有 140 人在该部门工作。自 1940 年以来, 该部门通过提供上述服务为新西兰航空公司的发展提供支援, 同时也向全球范围内的第三方航空公司、经营者及 MRO (航空维修) 业者提供服务。作为经营者及全套培训服务的提供商, 新西兰航空公司的地位独一无二, 并给它带来了独立培训机构所无法获得的优势。向航空经营者及维修业者寻求培训服务的客户们知道新西兰航空公司了解他们的业务, 可以为他们定制有效的培训解决方案。

过去二十年间, 中国的多家航空公司定期来到新西兰, 使用具有中国民航总局 (CAAC) 批准的飞行训练中心合格证的新西兰航空公司波音 747-400、空客 A320 及波音 737-300/400/500 飞行模拟机开展复训或转岗培训。2008 年, 新西兰航空公司还获得了符合 CCAR-142 部要求的 (即中国民航规章第 142 部:《飞行训练中心合格审定规则》) 从事针对空客 A320 飞行训练的合格证。

在今年晚些时候新西兰航空公司的航空学院 (Aviation Academy) 将投入运作, 扩大了航空培训服务的范围, 包括副驾驶 (First Officer) 课程、扩充了工程培训能力、一套航空领导能力培训课程模组、以及专门针对航班服务员及航机场地勤员工的航空客户服务培训课程。



ATRAX GROUP NZ LTD

Key contact:**Kevin Maurice**

Managing Director
PO Box 11087, Ellerslie, Auckland,
New Zealand

T: +64 9 634 5337

M: +64 21 956 781

E: k.maurice@atraxgroup.com

Website: www.atraxgroup.com

ATRAX Group NZ Ltd is the world leader in the Design, Manufacture, Integration and Support of a full range of Industrial Weighing, Measurement, and Control systems, for the Airport and Logistics industries.

Atrax are specialists in airport baggage and cargo weighing equipment, and material handling control systems. Unlike most other suppliers who simply modify industrial scales, our products are designed and manufactured specifically for the application they are intended.

As a result, Atrax has been successful in winning many of the airport contracts up for tender, including 10 separate projects for Hong Kong's Chek Lap Kok development, one of the largest and most prestigious airports in the world.

Developing our own electronic design and manufacturing services has enabled us to be very price competitive. We are delighted that many leading baggage handling companies such as Vanderlande Industries from Holland, Siemens of Germany, BCS of Australia, FKI and Jervis Webb of America and Glidpath of New Zealand are now preferring to install Atrax equipment as opposed to product available locally from some of the world's oldest and largest weighing companies.

Our insistence on such high standards in design, manufacturing and support, is the main reason for our high international standing - we are very proud of our global reputation and our successful installations in over 95 countries around the world - from USA, Russia, China and India to Asia, Indonesia, South America and the South Pacific, and Atrax weighing equipment is used almost exclusively throughout Australian and New Zealand airports.

Within China, Atrax has installed baggage/cargo scales or controls at the following locations:

Changsha, Chengdu, Chongqing, FedEx Pudong, Fuzhou, Guangzhou, Hangzhou, Qingdao, Sanya, Shenzhen, Ulumuqi, X'ian, Xiamen, Xin Jiang, Yanji and others.



ATRAX GROUP NZ LTD

联系人：**Kevin Maurice**

Managing Director
PO Box 11087, Ellerslie, Auckland,
New Zealand

电话：+64 9 634 5337

手机：+64 21 956 781

电邮：k.maurice@atraxgroup.com

网页：www.atraxgroup.com

ATRAX Group NZ Ltd 是为机场和物流行业提供全套工业称重系统、测量系统和控制系统的设计、制造、集成和支援服务的世界领先企业。

Atrax 是机场行李和货运称重设备以及物流处理控制系统领域的专家。与其他只是对工业磅秤进行简单设计改动的大多数供应商不同，我们的产品是专为其特定用途而设计和制造的。

因此，Atrax 成功地获得了许多机场合同，包括世界上最大和最著名的机场之一香港赤邇角国际机场的10个单独项目。

我们自己的电子设计和制造服务使我们在价格上具有很大的竞争优势。我们很高兴许多主要的行李处理公司——如荷兰的范德兰德 (Vanderlande)、德国的西门子、澳大利亚的 BCS、美国的 FKI 和 Jervis Webb 以及新西兰的格莱德 (Glidepath) ——现在都愿意选择 Atrax 设备而非当地一些世界上最古老和最大型磅秤公司的产品。

我们在设计、制造和支援服务领域坚持高标准是我们在国际上享有高声望的主要原因，我们非常自豪于我们在国际上的声誉和我们在全球超过 95 个国家 / 地区的成功专案——从美国、俄罗斯、中国和印度到亚洲、印尼、南美和南太平洋地区，而在澳大利亚和新西兰的机场则几乎清一色地使用 Atrax 称重设备。

在以下的中国城市和地区都安装了 Atrax 的行李 / 货运台秤：
长沙、成都、重庆、浦东（联邦快递）、福州、广州、杭州、青岛、三亚、深圳、乌鲁木齐、西安、厦门、新疆、延吉等等。



AVIATION NEW ZEALAND

Key contact:

John Nicholson

Chief Executive
PO Box 2096
Wellington 6140
New Zealand

T: +64 4 472 2707

F: +64 4 471 1314

M: +64 27 600 9156

E: john.nicholson@aviationnz.co.nz

Website: www.aviationnz.co.nz

Connecting customers to New Zealand aviation solutions

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 provides a one-stop service 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 capability in:

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

Customers and projects

Aviation New Zealand is

- developing business opportunities through overseas client relationships which require a collaborative response
- integrating New Zealand companies into global supply chains
- growing international knowledge of the New Zealand aviation industry and its capabilities



新西兰航空协会

联系人：

John Nicholson

Chief Executive
PO Box 2096
Wellington 6140
New Zealand

电话：+64 4 472 2707

传真：+64 4 471 1314

手机：+64 27 600 9156

电邮：john.nicholson@aviationnz.co.nz

网页：www.aviationnz.co.nz

把新西兰航空解决方案介绍给客户

新西兰航空协会 (Aviation New Zealand) 是新西兰航空工业协会 (Aviation Industry Association) 的全资子公司。它致力于将新西兰公司及产品与解决方案介绍给国际客户。

新西兰航空业成立新西兰航空协会的目的是想让新西兰航空业成为一个基于 21 世纪技术的专业化、与全球接轨、高价值、不断成长和可持续的服务及制造行业。它鼓励新西兰公司通过合作实现规模发展。

新西兰航空协会提供一站式服务，将在新西兰开发的产品与解决方案介绍给潜在购买者。

产品与服务

新西兰航空协会是一个推动者和牵线搭桥者。它向客户介绍新西兰在以下领域的专业能力：

- 通用航空
- 维护、修理和大修
- 培训（飞行员、航班空服员、工程人员）
- 机场装备
- 其他服务

客户和专案

新西兰航空协会

- 通过建立海外客户关系来拓展商机
- 将新西兰公司整合进全球供应链
- 增进国际社会对新西兰航空业及其能力的了解



CHRISTCHURCH ENGINE CENTRE

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

Website: www.pwnz.com

Reliable V2500, JT8D and Dart maintenance worldwide

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 Chinese, Indian A320 and MD90 operators since 2006. 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.



基督城发动机中心

联系人：

Steve Robinson

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

电话：+64 3 374 7316

手机：+64 21 226 9748

电邮：steve.robinson@pw.utc.com

网页：www.pwnz.com

全球范围内可靠的 V2500、JT8D 和 Dart 发动机维护

位于新西兰基督城市的基督城发动机中心 (CHCEC) 是普惠发动机公司 (Pratt & Whitney) 和新西兰航空有限公司共同成立的一个合资公司。

CHCEC 提供单涡轮螺旋桨发动机和双涡轮风扇发动机大修维护服务。它在原始设备制造商 (OEM) 的支援下提供对 Dart、JT8D-Std、V2500-A1 和 -D5 发动机的大修服务, 并拥有针对这些发动机的主测试平台。

CHCEC 能够方便地获得 OEM 资料, 其技术精湛的工程组具有广博和公认的修理能力, 并可向客户提供丰富经验的现场服务。它以卓越的客户服务而享有盛誉。

产品与服务

CHCEC 具备针对以下航空发动机的全面大修能力：

- 罗尔斯罗伊斯 DART
- 普惠 JT8D, 和
- IAE V2500 航空发动机

CHCEC 在 OEM 的支援下提供对这些发动机的大修服务, 并拥有针对 Dart、JT8D-Std、V2500-A1 和 -D5 发动机的主测试平台。

客户和专案

CHCEC 自 2006 年以来为中国和印度 A320 和 MD90 飞机经营者提供 V2500 发动机大修维护, 并且正在采取措施来增加这方面的工作量。CHCEC 为亚太、中东地区的客户提供 V2500 发动机大修维护, 并面向全球客户提供 JT8D 和 Dart 发动机维修服务。



CTC AVIATION TRAINING

Key contact:

Ian Stuart CALVERT
131 Boyd Road RD2
Hamilton Airport
Hamilton
New Zealand

T: +64 7 843 3304
E: ian.calvert@ctcaviation.com
Website: www.ctcaviation.com

CTC Aviation Training – based in Hamilton, New Zealand – is part of CTC Aviation Group plc providing professional pilot training and resourcing solutions for airlines worldwide. We offer and deliver the highest quality full pilot training services for airlines from initial pilot selection, ab initio training, bridge training to jet type rating training.

Our training philosophy is a comprehensive, vertically integrated programme – we focus on introducing the disciplines found within airline operations from first flight to airline placement.

Our cadets have excellent command potential and our selection process ensures they are capable of becoming aircraft managers as well as pilots.

Products / Services available in China

- Seeking to expand our list of client airlines and grow our 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 intensive infrastructure of airport and training facilities, aircraft fleet, flight simulators, maintenance and trainee accommodation available at our facilities at Hamilton Airport
- Provide innovative solutions for training pilots and instructors for the Chinese flight training industry
- To explore opportunities to enhance airline profitability by the use of CTC bespoke selection systems and sponsored airline training programmes.

Key projects and customers in the past 12 months

- Placement of pilots with Eagle Airways
- Cadet Training programme for Jetstar Pacific
- CTC FlexiCrew – provision of 100 pilots to clients including easyJet on flexible terms
- Preferred supplier of easyJet for the next 5 years
- Placement of pilots with Aer Lingus
- Next generation B737-800W NG FFS installed



CTC 航空培训（新西兰）有限公司

联系人：

Ian Stuart CALVERT
131 Boyd Road RD2
Hamilton Airport
Hamilton
New Zealand

电话：+64 7 843 3304
电邮：ian.calvert@ctcaviation.com
网页：www.ctcaviation.com

CTC 航空培训中心 – 坐落在新西兰的汉密尔顿 – 隶属于为全世界的航空公司提供专业性驾驶培训及资源解决方案的 CTC 航空集团。为航空公司提供最高品质的、全面的驾驶培训服务，从最初的试驾选择、入门培训、过渡培训直到小型商用飞机驾驶资格培训。

我们的培训方法是全面的、垂直集成的系统 – 我们注重介绍各种机场运营的实践经验，内容包括了从第一次飞行到机场布局。我们培训的学生具备出色的指挥能力，我们的选择流程可确保他们能够成为机长和飞行员。

我们在中国的产品 / 服务清单

- 我们希望壮大航空公司客户群并且增长业务，我们为多个市场中的航空公司提供极具针对性的专业化驾驶培训服务
- 利用我们在汉密尔顿机场部署的密集基础架构（机场及培训设施、机队、飞行模拟器、维修设施及新生住宿设施）按时提供基本的航空培训
- 提供创新解决方案，以便为中国的飞行培训行业培训飞行员和导师
- 通过使用 CTC 预订选择系统来帮助航空公司发掘提高收益率的机会，并且为航空培训计划提供赞助。

过去 12 个月实施的主要专案及合作的主要客户

- 鹰联航空有限公司 (Eagle Airways) 的飞行员部署项目
- 捷星太平洋航空公司 (Jetstar Pacific) 的学员培训专案
- CTC FlexiCrew – 采用灵活条款，为包括易航航空公司 (easyJet) 在内的客户提供了共 100 名飞行员
- 成为易航今后 5 年的首选供应商
- 爱尔兰航空公司 (Aer Lingus) 的驾驶员部署专案
- 安装了下一代 B737-800W NG FFS



GALLAGHER GROUP LTD

Key contact:

Peter Francis

Regional Manager
Gallagher Group
181 Kahikatea Drive,
Private Bag 3026,
Waikato Mail Centre,
Hamilton 3204
New Zealand

T: +64 7 838 9800

M: +64 21 795 996

E: peterf@gallaghersms.com

Website: www.cardax.com

Gallagher Group Ltd is a privately held company that has been in business since 1938. Today the Group's exports include animal and security management systems to more than 130 countries. The Group employs 1000 people (650 in NZ, 350 off-shore) and continues to lead the market by delivering excellent and innovative technological solutions.

Gallagher's Security business unit - designs, manufactures and markets internationally Cardax and PowerFence™ systems as well as complementary third party products. GSMS also provides Professional Services.

Cardax electronic access control and intruder alarms systems act as a platform for integration. Cardax FT enables organisations to achieve resource management efficiencies and improved data integrity, and meet their OH&S obligations.

PowerFence™ electric perimeter security systems can be designed to meet the needs of any business. They actively deter and detect any would-be intruder or escapee, utilising the latest electric fence technology.

Gallagher's security division markets its systems and services through an established and expansive network of distribution Channels Partners worldwide. For many vertical markets, customer requirements often extend beyond a basic security need. One of these vertical markets includes both ports and airports, a sector that the company has significant expertise in.

Gallagher's security division has been active in the Chinese market since 1998.

The Gallagher Group vision is to be recognised and respected throughout the world for providing innovative products and solutions that anticipate and meet the current and emerging needs of end-users, and that deliver high customer ROI and fierce brand loyalty.



盖力格集团公司

联系人：

Peter Francis

Regional Manager
Gallagher Group
181 Kahikatea Drive,
Private Bag 3026,
Waikato Mail Centre,
Hamilton 3204
New Zealand

电话：+64 7 838 9800

手机：+64 21 795 996

电邮：peterf@gallaghersms.com

网页：www.cardax.com

盖力格集团公司 (Gallagher Group Ltd) 是一家创始于1938年的新西兰私人控股公司。如今,该集团的动物管理系统及安全管理系统已出口到全球130多个国家和地区。该集团拥有1000名员工(其中650人在新西兰,350人在国外)并通过提供卓越和创新的技术解决方案持续引领市场。盖力格的安全业务部门从事设计、制造和面向国际销售 Cardax 及 PowerFence™ 系统以及来自第三方的互补产品。盖力格安全管理系统 (GSMS) 还提供专业服务版的安全管理系统。

Cardax 电子门禁系统和入侵报警系统可用作集成的平台。Cardax FT 可帮助企业提高管理效率、改进资料完整性和履行其 OH&S (职业、健康和安) 义务。

PowerFence™ 电围栏保安系统可根据企业的任何需求来进行设计。这些系统使用最新的电围栏技术主动检测和制止任何潜在入侵者或逃跑者。

盖力格的安全部门通过其业已发展完善的全球性分销管道伙伴网路销售其系统和服务。对于许多垂直市场,客户要求常常会超出基本的安全需求。这些垂直市场的其中之一包括港口和机场,盖力格在此领域拥有雄厚的专业实力。

盖力格的安全部门自1998年起就活跃于中国市场。

盖力格集团的愿景是通过满足最终用户的当前及未来需求,以及提供高客户投资回报率和坚定品牌忠诚度的创新产品与解决方案成为全球的知名及受尊敬企业。



GLIDEPATH LIMITED

Key contact:

Sir Ken Stevens

Managing Director /
Executive Chairman
Glidepath Limited
30 Cartwright Road
Glen Eden
Auckland 0602
New Zealand

T: +64 9 818 3354

M: +64 21 980 670

E: ken.stevens@glidepathgroup.com

Website: www.glidepathgroup.com

Specialising in Airport baggage and air cargo handling systems, Glidepath has completed 550+ 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 and have worked with many national security authorities to develop comprehensive integrated security screening systems. Glidepath understands that airport growth is ongoing and we plan our systems with a value engineered approach and a focus on future proofing to allow for future development.

Our expert staff work face to face with our clients in developing customised solutions using our advanced modular systems. Additional to providing tailored baggage and cargo solutions, Glidepath offer services in consulting and design, manufacture the majority of our finished product and offer after sales operations and maintenance support. We have also developed a state of the art range of high level control software including an integrated package for sortation allocation control, supervisory control and data acquisition and baggage reconciliation, all available with mobile functionality.



格莱德有限公司

联系人：

Sir Ken Stevens

Managing Director /
Executive Chairman
Glidepath Limited
30 Cartwright Rd
Glen Eden
Auckland 0602
New Zealand

电话：+64 9 818 3354

手机：+64 21 980 670

电邮：ken.stevens@glidepathgroup.com

网页：www.glidepathgroup.com

格莱德（Glidepath）公司专业从事机场行李及航空货运处理系统的研发及安装服务，迄今已在60多个国家/地区完成了550多个专案。从廉价航站楼到大型门户枢纽，格莱德积累了超过35年的丰富经验，是充满挑战的机场行李安全领域的专家，曾与许多国家级安全机构合作研发综合性的集成式安检系统。格莱德明白机场总在不断发展当中，所以我们的系统采用价值工程学设计方案并注重证明其未来价值，以适应机场的未来发展。

在使用我们的先进模块化系统为客户开发定制解决方案的过程中，我们的专家与客户开展面对面的合作。除了提供定制的机场行李与航空货运解决方案以外，格莱德还提供咨询与设计服务，生产我们的大多数成品以及提供售后运维支援。我们还开发了一系列先进的高级控制软体，包括一个用于分拣控制、监控和资料获取与行李确认的集成套装软体，并且可以应用于各种便携设备。



PEET AVIATION LIMITED

Key contact:

Brian Whelan

Peet Aviation
38 Marellen Drive,
Red Beach 0932
New Zealand

M: +64 21 2481080

E: brian@peetaviation.biz

Website: www.peetaviation.biz

Providing you with superior all-round outcomes working across cultural and sovereign nation States

Peet Aviation is an international aviation consultancy providing corporate-level strategic advice and consulting services in the field of civil aviation.

Peet specialises in strategic orientation and business planning services. It undertakes leadership of major policy reforms, projects and strategy development.

Peet also provides financial services and assessments in a variety of areas including build, operate and transfer (BOT), major projects, and mergers and acquisitions.

The company employs a global network of seasoned aviation advisors.

Products and services

Peet is experienced in the privatisation and commercialisation of aviation services and national airlines.

It has worked in the areas of airline operations and strategy, airport strategy, business planning and management, infrastructure development and investment partnerships.

Peet provides strategic advice to aviation organisations experiencing major performance difficulties.



Peet 航空有限公司

联系人：

Brian Whelan

Peet Aviation
38 Marellen Drive,
Red Beach 0932
New Zealand

手机： +64 21 2481080

电邮： brian@peetaviation.biz

网页： www.peetaviation.biz

为您提供跨越文化及国家界限的全面的卓越成果

Peet 航空 (Peet Aviation) 是一家国际航空顾问公司, 致力于为民航领域的公司提供战略建议和谘询服务。

Peet 的专门为企业提供战略方向和业务规划服务, 承担重大政策改革、专案和战略发展的领导工作。

Peet 还在许多领域提供财务及估价服务, 涉及的领域包括建造、经营与转让 (BOT), 大型专案以及合并与收购等。

Peet 有一支经验丰富的国际航空顾问团队。

产品与服务

Peet 在航空服务及国家航空公司的私有化和商业化方面拥有丰富的经验。

工作领域包括航空公司经营与策略、机场战略规划、业务规划与管理、基础设施发展以及投资合作。

Peet 为面临重大经营困难的航空机构提供战略性建议。



UFL GROUP LIMITED

Key contact:

Shaun Storck

UFL
308 Rosebank Road,
Avondale,
Auckland,
New Zealand

T: +64 9 8281000

M: +64 21 190 5456

E: shaun@ufl.co.nz

Website: www.uflairports.com

UFL Group is a New Zealand-based design and manufacturing group with offices in Australia, India and the UK specialising in the partial and complete fit-out of airport terminal buildings.

As well as being recognised for over forty years as a leading solutions company, UFL has developed a number of ranges, which can be customised to suit the style and appearance of any terminal project.

UFL undertakes projects worldwide and provides specialist solutions to commercial market sectors including: All Passenger terminals, Waiting and Lounge areas, Hospitality, Offices, Theatres, Auditoriums, Courthouses, Cruise ships and Ferry terminals.

The company has completed projects throughout New Zealand, Australia, Pacific Islands, Asia, South East Asia, India and the Middle East. References are available from various international projects completed, including project management and fit-out of airport terminals, cruise ships, VIP and lounge areas.

Products

UFL are experienced professionals in providing long-lasting quality terminal furniture. With continuous product development and custom-made designs, the current range includes:

- Seating
- Counters
- Tape Barriers and Public Guidance Systems
- Accessories

Services

UFL utilises the experience and expertise of their design, planning, engineering and manufacturing departments to enable the creation of functional and customised solutions to suit the specific requirements of their customers.

UFL designers have worked closely with various airport stakeholders particularly during the last decade in the development of specialised inspection systems furniture to better cope with greater volumes of passengers and more exacting inspection requirements.

Services include:

- Planning
- Detailing
- Design
- Supply & Installation
- Servicing of all interior furnishing elements
- Project Management
- Services for Small Airports

Please contact UFL for further information on the company, products and how UFL can assist with your specific requirements.



UFL 集团有限公司

联系人：

Shaun Storck

UFL
308 Rosebank Road,
Avondale,
Auckland,
New Zealand

电话：+64 9 8281000

手机：+64 21 190 5456

电邮：shaun@ufl.co.nz

网页：www.uflairports.com

UFL 集团是新西兰的一家设计和制造集团公司，在澳大利亚、印度和英国设有办事处，专长领域是机场航站楼的局部和完整装备。

UFL 四十多年来一直是业内公认的最成功的公司，开发了大量解决方案，这些量身定制的解决方案能够适合任何航站楼专案的式样与外观。

UFL 在全球范围内承接专案和向众多商业市场提供专业解决方案，这些市场领域包括：各种航站楼、候机室和休息室、酒店、办公楼、剧场、礼堂、法庭大楼、旅游客轮和渡轮码头。

UFL 已完成的项目遍及新西兰、澳大利亚、太平洋岛屿、亚洲、东南亚、印度和中东，可提供来自各种已完成国际专案的参考案例，包括专案管理以及航站楼、旅游客轮、贵宾室及休息区域的装备等内容。

产品

UFL 在提供耐用的高品质航站楼家俱及装备方面拥有丰富的专业经验。通过持续的产品开发与定制设计，其目前的产品范围包括：

- 座椅
- 柜台
- 拦带和公共指引系统
- 配件

服务

UFL 利用其设计、规划、工程和制造部门的经验与专业知识来开发适合其客户特定功能要求的解决方案。

特别是在过去十年中，UFL 设计师与许多机场的各利益相关方密切配合，帮助它们开发专业检验系统装置，以应对旅客流量的增加和更严格的检验要求。

UFL 提供的服务包括：

- 规划
- 详细计画
- 设计
- 供应与安装
- 所有室内陈设物的维护
- 专案管理
- 面向小机场的服务

欲详细了解该公司及其产品与服务方面的资讯，请与 UFL 联系。



NEW ZEALAND TRADE AND ENTERPRISE

BEIJING OFFICE

New Zealand Embassy,
No 1 Ritan Dongerjie,
Chaoyang District, Beijing 100600,
China

Alan Young
(Trade Commissioner)
T: +86 10 85327088
E: alan.young@nzte.govt.nz

Guoying Shen
(Trade Development Executive)
T: +86 10 85327084
E: guoying.shen@nzte.govt.nz

GUANGZHOU OFFICE

Room 1055, China Hotel Office Tower,
Lihua Road, Guangzhou 510015,
China

Pat English
(Consul-General and
Trade Commissioner)
T: +86 20 86670253 ext 501
E: pat.english@nzte.govt.nz

Veronica Chan
(Trade Development Executive)
T: +86 20 86266503
E: veronica.chan@nzte.govt.nz

SHANGHAI OFFICE

1607B-1607A, The Centre,
989 Chang Le Road,
Shanghai 200031,
China

Jeff Shepherd
(Trade Commissioner)
T: +86 21 54075258
E: jeff.shepherd@nzte.govt.nz

Catherine Liu
(Trade Development Executive)
T: +86 21 54075218
E: catherine.liu@nzte.govt.nz

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

Visit www.nzte.govt.nz for more information, including contact details for your nearest NZTE office.

Visit www.marketnewzealand.com to gain access to our online services for importers and buyers.

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



新西兰贸易发展局

北京代表处

北京市朝阳区日坛东二街一号
新西兰大使馆
(邮政编码100600)

Alan Young
(商务参赞)
电话: +86 10 85327088
电邮: alan.young@nzte.govt.nz

沈国瑛
(商务官员)
电话: +86 10 85327084
电邮: guoying.shen@nzte.govt.nz

广州代表处

广州市越秀区流花路
中国大酒店商业大厦1055室
(邮政编码510015)

Pat English
(总领事、商务参赞)
电话: +86 20 86670253 ext 501
电邮: pat.english@nzte.govt.nz

陈莉嘉
(商务官员)
电话: +86 20 86266503
电邮: veronica.chan@nzte.govt.nz

上海代表处

上海市长乐路989号
世纪商贸广场1607B-1607A室
(邮政编码200031)

Jeff Shepherd
(商务参赞)
电话: +86 21 54075258
电邮: jeff.shepherd@nzte.govt.nz

刘莉
(商务官员)
电话: +86 21 54075218
电邮: catherine.liu@nzte.govt.nz

新西兰贸易发展局 (NZTE) 是新西兰政府促进国家经济发展的管理部门。通过遍布全球的机构网路, 新西兰贸易发展局与国际企业和投资者广泛合作, 为他们与新西兰的贸易发展提供商机。

新西兰鼓励跨国企业和外商直接投资, 开展贸易活动, 特别是建立新企业, 将现有业务机构迁至新西兰, 与新西兰企业建立战略合作伙伴关系和开办合资企业。

我们的重点是充分发挥新西兰企业和行业的巨大增长潜力。

作为您在新西兰从事业务活动, 寻找投资机遇的合作伙伴, 我们愿意:

- 帮助推介企业和商机
- 提供您感兴趣的优质产品和服务信息
- 提供新西兰企业运营环境和监管制度方面的信息
- 提高市场分析、调查及相关信息
- 作为您的主要政府联系点, 提供财政支持方面的建议

更多信息, 请访问 www.nzte.govt.nz, 包括距您最近的 NZTE 机构的详细联系信息。

请访问 www.marketnewzealand.com, 获取我们为进口商和采购商提供的线上服务。

请访问 www.newzealand.com 或 www.investmentnz.govt.nz, 了解新西兰企业和投资机遇。



BOEING 747-400