

Why belong to AIA?

The AIA's business mission is to help members achieve business goals on a sustainable basis. In reality this means ensuring members gain from AIA's activities, which are directed toward:

- Growing aviation's share of the "transport pie" and ensuring our members get more of the "transport pie" than non-members.
- Reducing regulatory drag by improving the efficiency of our Industry Regulators.
- Actively managing this Industry's reputation.
- Enhancing both the mix and quality of human resources.
- Improving operating margins.

Over the last year we have:

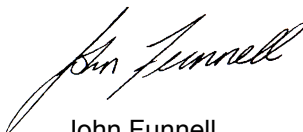
- Increased acceptance of accreditation in Agricultural Aviation and Flight Training.
- Gained acceptance by the Minister for Conservation for an access plan to national parks.
- Challenged the direction of the Board of CAA.
- Advocated for rule change, exemption, or interpretations consistent with an efficient industry.
- Responded to the challenge to align pilot training funding with careers.
- Secured a \$100,000 grant to develop an integrated export strategy.
- Positioned *AIRCARE* as the safety strategy for general aviation.
- Turned AIA around from incurring operating losses to alignment of capabilities, culture, and direction with our new business philosophy.
- Increased communication to members via the web site and "Wellington Why's" .

However, more importantly, there is much unfinished work and you will see in the next year:

- Launch of the full export strategy and a new international brand for New Zealand's aviation industry in international markets.
- Launch of a fully integrated service providing accurate information on careers, recruitment, and placement within the aviation industry.
- Preferential opportunities for AIA members providing services to Government in a number of key activities – two of these projects are already underway.
- A major strategic initiative with Airways to fully integrate the provision of Airways equipment, CAA rules, and the purchase of new technology-equipped aircraft/products and services.
- Continued emphasis on reducing compliance costs and improving the regulatory efficiency of the government (central and local), particularly by increasing self-regulation of the industry.
- Increasing technology uptake to make flying safer.
- Running seminars to address important industry issues e.g. flight planning/flight following; wire strike avoidance.

By the end of 2006 AIA will be a very different business focusing on initiatives that will create wealth for its members, improve safety outcomes, and position aviation as the preferred form of transport.

However, we do need to retain a strong and vibrant membership base. With so many initiatives about to take off we will ensure that the interests of existing members are first and foremost protected. Members of the aviation industry who do not currently belong to AIA will be encouraged to join – this is particularly critical, as we need to speak with one voice. Conversely, it is no longer acceptable to freeload on the backs of others and AIA will no longer work to support such businesses.



John Funnell
President