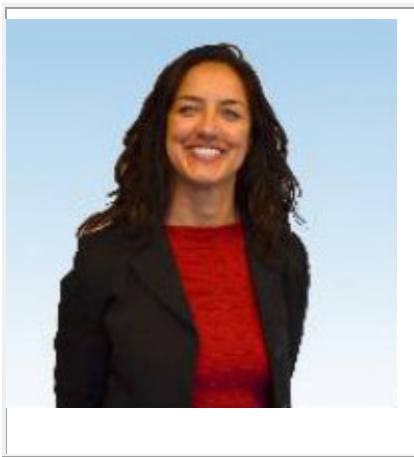


17 July 2015

CEO Update



Dear #Customer.FirstName#,

This week Business NZ hosted a meeting on the Challenges of Running a Member Organisation – this topic hit a chord with many, with at least 50 CEOs of industry bodies as diverse as the Brewers' Association, Seafood NZ, Employers and Manufacturers Association, and Aviation NZ represented. What did I learn?

- World Leading – we must aim to be the best we can be
- Grow or die – if you are not growing, you will soon no longer exist
- Offer your members something new every year – you have to keep adding tangible value
- Look for partnership/collaboration cost-saving and value adding initiatives with other member associations

These are just some of the key take-outs from the 2 hour session. Happily they resonate well with where we are already trying to take Aviation NZ. This meeting was perfect timing for me as I work on finalizing the Aviation NZ Strategic and Business Plan for Council. This will be signed off in August and I'll share it with you then.

On the subject of offering your members something new every year – I'm delighted to confirm some of our keynote speakers for our new Women Leaders in Aviation Summit 20-21 October 2015 in Wellington [more](#). Keynote speakers include:

- Michelle Guthrie, Auckland Airport Board Member and Director Google APAC
- Maureen Dougherty, Head of Boeing Australasia and South Pacific
- Celia Wade-Brown, Mayor of Wellington and Wellington Airport Board Member
- Pauline Lamb, Chief Operating Officer Airways NZ
- Dean Minchington, CEO Service IQ

Finally, we encourage you to provide feedback on the Leadership Summit if you haven't already done so – so we can make sure we are delivering what you our

members and stakeholders want. The questionnaire should only take around 5 minutes to complete. We will share the results with you next week
<https://www.surveymonkey.com/r/MYBVKNZ>

Index

Internal News

[Aviation NZ in the News](#) **New**
[Council and Divisional Meetings](#)
[N3 update](#)
[Want to advertise](#)

Domestic News

[ServiceIQ National Business Breakfasts](#) **New**
[Management insights: future business structures](#)
New
[Fatigue Risk Management](#) **New**
[Aviation Safety Coordinator Course, Queenstown, September](#) **New**
[Fit and Proper Person](#) **New**
[CAA Flight Instructor Seminars – teaching MET Colour Vision Deficiency](#)
[Aviation Training Organisation Certification](#)
[Fatigue Risk Management](#)
[Unmanned Aerial Systems for Biosecurity Purposes](#)

International News

[GST exemptions on B2B Training Contracts](#)
[Rotary Companies focusing on South East Asia?](#)
[Samoa Aviation Investment Programme](#)

Internal News

Aviation NZ in the News **New**

There has been some media/internet exposure as a result of the conference in Queenstown:

<http://www.odt.co.nz/news/queenstown-lakes/347432/aviation-sector-takes-centre-stage>

<http://www.x-craft.co.nz/news.html>

<https://redbaronalse.com.au/home/latest-news/30-aaaa-aaa-anzac-conference-attendance-queenstown-nz.html>

Well done to Choppy and OTT Helicopters. In the lead up to the Aviation Conference, the company received advice that CNN had rated it as providing ‘one



of the eight hottest luxury travel experiences on the planet'.
<http://www.scene.co.nz/323568a1.page>

We mentioned our presentation to a group of ASEAN journalists back in May. The journalists also met [CTC Aviation](#) and [Pacific Aerospace](#). We're now seeing a number of aviation stories from the visit appearing in Malaysia, Vietnam, Thailand and Indonesia - on TV, radio and in hard copy. Aviation capabilities are being portrayed as part of a much larger NZ capability.



Council and Divisional Meetings

Council will meet by teleconference on 21 July and then in person on 26 August.

NZAAA 24 August

NZHA 25 August

AESS 25 August

Council 26 August



N3 Update

The latest report from N3 shows that in the 12 months ended May, 114 members saved a total of \$254,095 (average \$2230) through the procurement programme.

N3 had a trade stand at the Queenstown conference. We know several companies not using the programme, were exposed to its benefits. Seven members are now using 10 or more suppliers through N3. Membership of Aviation NZ automatically entitles you to membership of N3. Let us know (admin1@aia.org.nz) if you'd like to learn more.



Want to advertise?

Would you like to promote your products and services to over 1500 aviation industry contacts in the only NZ weekly aviation industry newsletter?

Advertising \$100 per month (+ GST) or \$25 a week (+GST). 10% discount for Aviation NZ members. this will also give you a similar listing on our website advertisements page. Interested? Contact admin1@aia.org

NB New members are entitled to two weeks advertising free of charge.

Domestic News

ServiceIQ National Business Breakfasts New

Free for Aviation NZ Members to Attend

ServiceIQ is hosting a series of business breakfasts across the country in August with the theme of *delivering skills for industry*. Attendance at the breakfasts is by invitation, and the first tranche of invitations was sent out yesterday.



ServiceIQ has invited the key decision-makers from its membership base, such as business leaders and major employers and industry associations. Media from service industry publications will also be invited.

Each breakfast will follow a similar format: I will cover our work to date, particularly the themes generated from our Service Sector Workforce Development work; our Sector Managers will give updates on their sectors; and, a guest speaker will give a keynote address on the theme *delivering skills for industry*.

As we are keen to ensure there is good attendance across all of the breakfasts, we seek your assistance, as a member of our Industry Advisory Group, with ensuring the regional breakfasts are well attended.

Further information on the breakfasts, including links for booking a seat, is available on the website here: <http://www.serviceiq.org.nz/businesses/breakfast/>. You can use this link to book a place to whichever event you are interested in attending this **free** event.



Management insights: future business structures New

Salim Ismail, author of *Exponential Organisations*, Founding Executive Director of Singularity University, sought-after business strategist and entrepreneur is holding workshops in Auckland (sold out but a waiting list exists), Wellington and Christchurch, to provide insights into how businesses will be structured in future. His visit and programme is being sponsored by Callaghan Innovation. [More:](#)



Fatigue Risk Management New

CAA has added details of FAA fatigue information that applies to aviation maintenance personnel: [more here](#)



Aviation Safety Coordinator Course, Queenstown, September New

CAA is providing one safety coordinator course in the South Island this year – in Queenstown on 3 and 4 September. [More:](#)



Fit and Proper Person New

A policy document and handbook have been added to the fit and proper person information. This is to make the process transparent and fair for participants. The documents will help in understanding the process, and the steps carried out during an assessment. More: https://www.caa.govt.nz/Forms/FPP_Process.htm



CAA Flight Instructor Seminars – teaching MET

CAA is holding 2 days Seminars in Masterton (4 & 5 August), Ashburton (11 & 12 August) and Auckland (18 & 19 August) targeting new C-Category (Aeroplane/Helicopter), and microlight, flight instructors, although other instructors are welcome to attend.

[More:](#)



Colour Vision Deficiency

Submissions on the proposed CAA changes, which we challenged, closed on 1 July. Our submission is [here](#).



Aviation Training Organisation Certification

Revision 3 removes section 141.15 to align with the removal of that rule in amendment 1 of Part 141. [More](#)



Fatigue Risk Management

Information has been added to the CAA site: the information page to provide UK operators with the regulations, guidance, Q&A, and audit requirements for the new EASA FTL regulations. [More](#)



Unmanned Aerial Systems for Biosecurity Purposes

GETS RFx Id: 7705392. The Ministry for Primary Industries has again delayed the date for publishing the outcome of the ROI process - to 31 July. It has further advised that this date is indicative only, and may be subject to further delays.

International News



GST exemptions on B2B Training Contracts

As many will know, GST was lifted on B2B training contracts effective 1 April 2014. Reports from some of you suggest that the registration conditions for the overseas parties to secure the exemption can be onerous. We've been talking to MFAT and NZTE about this. Last week, in a meeting with the Whole of Government Aviation Committee in Queenstown, we agreed to try to do something. We'd like a better understanding of the issues you are facing. If you've already communicated this at length to either MFAT or NZTE, just email us to say so. If you haven't, please give us some detail so that we can help build the case. Replies by 24 July please (john.nicholson@aviationnz.co.nz).



Rotary Companies focusing on South East Asia?

Singapore is launching Rotorcraft Asia, to be held in Singapore 6 to 8 September 2016. They aim to develop this show for Asia as Heli Expo has been developed for the Americas and Helitech for Europe. We are starting to look at a programme for ASEAN that may include Rotorcraft. Rotorcraft will have a conference and trade fair. We'll approach a number of you directly but don't hesitate in letting us know of any interest you may have (john.nicholson@aviationnz.co.nz)



Samoa Aviation Investment Programme

EOIs are sought from individual consultants to undertake a peer review of the training needs analysis for the Samoan Airport Authority and the Civil Aviation Division of the Ministry of Works, Transport and Infrastructure which each organisation has developed; and to develop a fully integrated needs assessment for each organisation. More [info](#).



Get an edge over your competitors



Compare Us NOW

NZFOREX
Foreign Exchange Services

Great exchange rates | Lower Fees | Open 24 hours