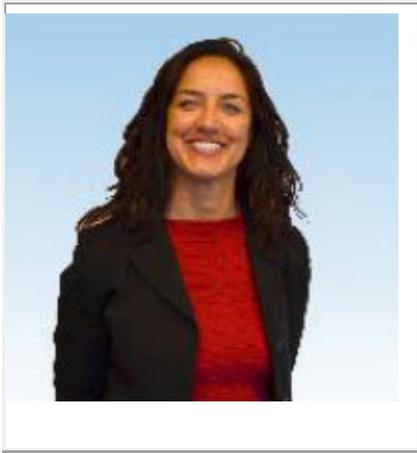


31 October 2014

CEO Update



Dear Colleagues

This week we are saddened to hear of the fatal helicopter accident in Wanganui which claimed the life of Peter Robb, the CEO of Hill Country Helicopters. Our thoughts are with his family at this time. This has been a difficult few weeks for our industry. This weekend the Dominion Post will be running a feature article on the NZ industry, its challenges and opportunities, so I encourage you to read it. We are always open to ideas as to how we can do things better, so please feel free to get in touch.

Picking up on Minister Joyce's comments last weekend on opportunity for NZ to significantly grow our international students [here](#) we met with government agencies in the training sector, including TEC, NZQA this week to collaborate on how we can attract more international students to NZ [more here](#).

We are also working with the Tourism Industry Association to progress the aviation growth and partnerships agenda. With our PM as the Minister of Tourism and tourism set to regain its place as NZ's primary revenue earner, there's a real opportunity to leverage this relationship for NZ Inc.

We look forward to seeing you at our end of year stakeholder function [here](#) and don't miss the opportunity to buy one of our unique Christmas gifts [here](#)

Index

Internal News

[NZQA Consistency Review](#) **New**

[Unique Christmas Gifts](#) **New**

[Christmas Presents](#) **New**

[Council and Divisional Meetings](#) **New**

[Aviation NZ - Member Forum](#)

[Women Leaders in Aviation](#)

[NZ AAA Fatigue Risk Management Programme](#)

[Aviation NZ office - Available for Sublease](#)

Domestic News

[Airports NZ Annual Conference](#) **New**

[New Casa Director Appointed](#) **New**

[Aerospace features in NZ Innovation Awards](#)

[New Defence report aims to strengthen industry relationships](#)

[N3 Savings](#)

[Wings over Wairarapa](#)

[2015 Royal Aeronautical Society \(RAeS\) Symposium](#)
[Cricket World Cup Updated](#)

International News

[NZ Aerospace Company to list on Stock Exchange New](#)
[Promoting New Zealand internationally](#)
[Australian International Airshow and Aerospace and Defence Exposition](#)

Internal News

NZQA Consistency Review **New**

Many trainers will have been invited to participate in a review in Wellington on 24 November. Following a meeting Gordon Alexander and John Nicholson had this week with NZQA and ServiceIQ, we were delighted to get very quick email feedback to the effect that as a result of the info exchange, the review is unlikely to proceed. Trainers affected will have already received advice from NZQA with more definitive feedback expected next week. That should save a lot of unnecessary effort!



Unique Christmas Gifts – Limited Edition Metal Art **New**

We are very excited to offer 5 of these limited edition DC-3 Art Deco Key Tag holders for auction. These are ideal and unique Christmas gifts! Please email your bid to [Andrew](#) by Friday 7 November. Reserve price is \$50 per item (plus freight).

Our thanks to Flight GSE for providing these. Flight GSE Ltd have recently invested in a state of the art Plasma Cutting system which can effortlessly cut metals from 1mm to 22mm thick, including steel, aluminium, brass and copper.

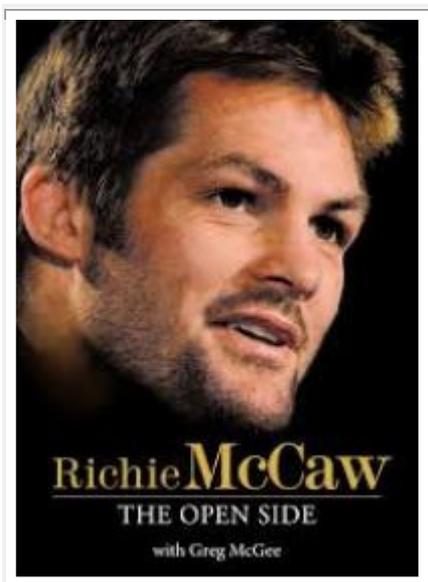
Unique metal art, branding items, lettering, logos and large-scale hangar signage can all be produced. For queries, please contact Alan Peacock at alan@flightgse.co.nz or + 64 3 3478 690.

Christmas orders must be received by end of November please.

[More photos here](#) and [here](#)

Christmas Presents **New**

We have a few autographed copies of 'Richie McCaw, the Open Side', written with Greg McGee, in the office for sale. Great for Christmas. They are available at \$20 each plus postage (\$5 for one book, \$6.50 for two). Let us know if you'd like some! admin1@aia.org.nz





Aviation NZ Council and Divisional Meetings **New**

We look forward to seeing you at our November meetings, as scheduled below.

26 November AAA Divisional meeting all day

27 November NZHA all day

27 November T&D Exec Committee afternoon

Fri 28 Nov Council meeting morning

Aviation NZ Annual Stakeholder Function

We look forward to seeing you at our annual stakeholder function. It's been a big year for all of us! Catch up on industry developments and take the opportunity to mix and mingle with your industry colleagues.

27 November 4.30 – 6.30pm Kindly hosted by CAA, Level 15 Asteron Centre.
Register [here](#)



Aviation NZ – Member Forum

As part of our value add for members we have relaunched our member forum, which provides a unique opportunity for our members to share their views on all things aviation related. We have heard from you recently that you would like to see this service exist, so we are very happy to be able to respond so quickly. Looking forward to our conversations [here](#)



Women Leaders in Aviation

As we all know, as our societies become more diverse, we are challenged to reflect that in the make-up of our workforce. Historically, it would be fair to say that aviation has not been a strong performer when it comes to diversity. This is a problem. As we know, there is a tough global market for talent. We want to encourage good people into aviation as a career. Happily, many of today's NZ aviation leaders recognise the need to be actively doing something about this issue – Aviation NZ included. So, I am really happy to announce our new seminar series - Women Leaders in Aviation. – first meeting around 3 December – mark your diaries now! More details soon.



NZ AAA Fatigue Risk Management Programme

NZAAA has developed a Fatigue Risk Management Programme Example that has been accepted by CAA's HSE Unit. The document can be found in the Members Area of the NZAAA website. The Fatigue Risk Management Programme has been developed with small operators in mind and has been tailored to account for the differences between individuals and the subjectivity that surrounds fatigue.



Aviation NZ Office – Available for Sublease

We are moving and are looking for a tenant to sublease our central CBD Office space. Interested? [link](#)

Domestic News

NZ Airports Annual Conference **New**

The Annual Conference of the New Zealand Airports Association is the premier event for the airport sector, and for stakeholders wishing to keep abreast of changes in the New Zealand aviation scene.



The theme for this year's conference is "The Airport Influence" and explores three themes:

- Regional Economies & Growth
- Productivity and Efficiency
- Customer Service and Community

The current draft programme is [attached](#).

This year the conference is taking place at the Heritage Hotel in Auckland. It runs from midday Wednesday 5th November to lunch on Friday 7th November.

The conference web page and online registration can be found [here](#). For online registration click the 'Registration Here' box.



New CASA Director Appointed New

Mr. Mark Skidmore AM has been appointed as the new Director of Aviation Safety at the Civil Aviation Safety Authority (CASA). [Read more](#)



Aerospace features in NZ Innovation Awards

Great to see aerospace feature strongly in last week's awards. Rocket Lab won the Innovation in Design and Engineering Award for its carbon-composite electron launch vehicle (allows businesses to launch satellites into orbit more cost effectively than anywhere else in the world) and company CEO, Peter Beck, won the Most Inspiring Individual Award. The Gallagher Group won the Sustained Innovation Excellence award for its Ring Top Post and T20 Access Control Reader (the reader is used in airports around the World) and the BCS Group won the Export Innovator of the year Award for its BAGgate Self Service Bag Drop. Other aviation related finalists included Pacific Aerospace for the P-750 XSTOL MkIII – World's most versatile utility aircraft, Spider Tracks for its light aircraft tracking system and STQRY NZ which, among other things, put together the New Zealand Aviation Story that was used as part of the business programme at the America's Cup challenge in San Francisco (we provided content for this).



New Defence Report aims to strengthen industry relationships

Defence spends about NZ\$800m each year on military assets. The percentage committed to New Zealand has increased from 50% seven years ago to 66% last year. The report has identified ways, within the government's overall purchasing policy, to adapt and improve processes at Defence so that New Zealand businesses have a better chance to supply it with products and services. The full report is here: <http://www.defence.govt.nz/reports-publications/evaluation-report-optimising-nz-industry-involvement/contents.html>



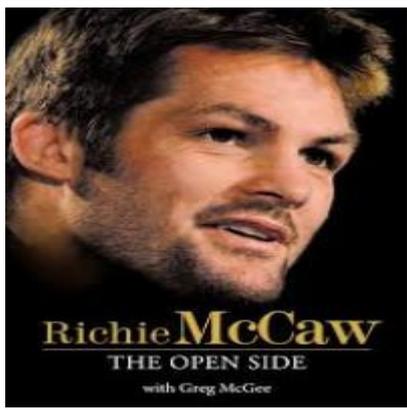
N3 Savings

As you know, Aviation NZ membership includes access to the N3 Group Buying Scheme. In the 12 months ended September 2014, Aviation NZ members have spent \$1.54m with N3 suppliers and achieved total savings (against retail, list or trade prices) of just under \$250,000. The biggest spends are with BP Oil, OfficeMax, Chevron and NZ Couriers with the biggest savings being achieved in purchases from NZ Safety, BOC Gases, Ecolab (washroom hygiene) Fonterra, Bridgestone and Packaging House. If you are not using N3 and would like to learn more, [here](#).



Wings over Wairarapa

Experience 100 years of Aviation at Wings Over Wairarapa in 2015. Wings 2015 will be a 4 day aviation event combining 3 flying display days, an adventure aviation rides day, a tradeshow featuring a national RPAS symposium and two-day RPAS trade exhibition by the New Zealand RPAS industry. For more and to register: <http://www.wings.org.nz/>



2015 Royal Aeronautical Society (RAeS) Symposium

Aviation NZ will be supporting the RAeS RPAS seminar on Friday 16 January 2015 in Masterton. The seminar is Shared Skies and the intention is for manned operators to have an open dialogue with the growing RPAS community about how we want to share the skies together going forward. In partnership with Callaghan Innovation, UAVNZ, and Aviation NZ the 2015 symposium will be a forum for the RPAS industry, RAeS members and associates to:

- learn about RPAS regulations and policy
- engage with the wider aviation community
- share knowledge about industry best practice network with technology and business partners

The symposium will be held at the Copthorne Hotel and Resort (Solway Park) Wairarapa on Friday 16th January in conjunction with the Wings Over Wairarapa air show. An industry tradeshow and demonstrations will be held at the air show (Hood Aerodrome) on the 17th and 18th January. Wings Over Wairarapa are offering a 15% discount to symposium attendees who purchase tickets as a package deal.

Details of the seminar speakers are below and the registration form is [attached](#).

- Minister of Transport (invited)
- CAA and RPAS Policy Development – Graeme Harris CAA Director
- Manned aviation perspectives – John Sinclair - (NZAAA and NZHA Executive Officer)
- RPAS integration and the NAP - Mike Haines (Airways)
- Project ResQU (sense and avoid technology development) - Duncan Campbell (ARCAA)
- UAV Insurance and liability – Arden Jennings Boston Marks
- Panel session – Industry perspectives
- The future of RPAS in NZ – Samantha Sharif CEO Aviation NZ

Cricket World Cup Updated

In recent newsletters, we've brought you info on the ICC Cricket World Cup which opens in Christchurch on 14 February 2015. We are starting to explore the possibility of a workshop in Auckland, probably coinciding with one of the India games (therefore the week starting 9 March) provided we can attract an appropriate Indian company to New Zealand for the game. Ministerial meetings are occurring next week in India and we've put the aviation case to officials participating in that visit. We hope to get feedback in the next couple of weeks.

If any of you are targeting potential overseas customers and encouraging them to visit New Zealand during Cricket World Cup, and would like to expose them to more of New Zealand aviation, let us know. Are you thinking about what kind of charter packages you could offer to these high net worth and other visitors? There's a great business opportunity here. Over 1 million expected attendees and 1 billion TV viewers. This is the biggest event in NZ since the Rugby World Cup in 2011 – let's make the most of it. <http://www.icc-cricket.com/cricket-world-cup> To see where people will be and when <http://www.icc-cricket.com/cricket-world-cup/fixtures>.

The FIFA Under 20 World Cup will be held in New Zealand from 30 May to 20 June next year. This is not expected to attract the same number of international visitors as the Cricket World Cup, but it is a MAJOR World event, there will still be good numbers of well heeled visitors. More info:

<http://www.fifa.com/u20worldcup/index.html>

International News

NZ aerospace company to list on Australian Stock Exchange **New**

Christchurch-based Martin Aircraft, the creators of the Martin Jetpack, will launch an IPO next week in Australia and New Zealand, with the aim of raising \$25 million to fund prototype development. The commercial model, designed primarily for rapid response type use – bush rescues, disaster recovery and emergency services, will be launched in 2016. The recreational model will be released in 2017. Publicity associated with the IPO is likely to draw attention to the remainder of the New Zealand aviation industry.

Promoting New Zealand internationally

As you know, we have a monthly column with Airwaves in Australia. We've just agreed with them that a New Zealand supplement will be produced as part of their March edition, and this will appear in Aviation Trader too. So, information on the New Zealand aviation sector will be circulated to its readership in Australia, the Pacific and Southeast Asia. We are also getting additional hard copies of the supplement which companies can send to their customers. Information on the supplement will soon be available but let us know if you'd like to be in it (editorial and advertising will be available).

We also give the columns we prepare to a journalist at NZTE. This, with other info we've developed (usually with NZTE) is re-purposed and appears in other publications organised by NZTE. For example, an article under the name of Tony Robinson, NZ Trade Commissioner Singapore has just appeared in the October edition of Asian Airlines and Airports [here](#). We are looking to get the Aviation New Zealand name mentioned in other articles!



Australian International Airshow and Aerospace and Defence Exposition 2015



Generally known as 'Avalon', and scheduled for 24 February to 1 March next year, this is the largest aviation event in Australia. We've already been talking to the organisers about an 'ANZAC' theme for 2015, especially given the centenary since the Gallipoli landings. We're also talking to the Defence Industry Association about sharing a stand. The latest development is that the Australian Helicopter Industry Association is looking to arrange a "Helicopter Showcase" and would welcome New Zealand participation. Let us know if you are interested in being at Avalon.



Get an edge over
your competitors



[Compare Us NOW](#)

NZFOREX
Foreign Exchange Services

Great exchange rates | Lower Fees | Open 24 hours