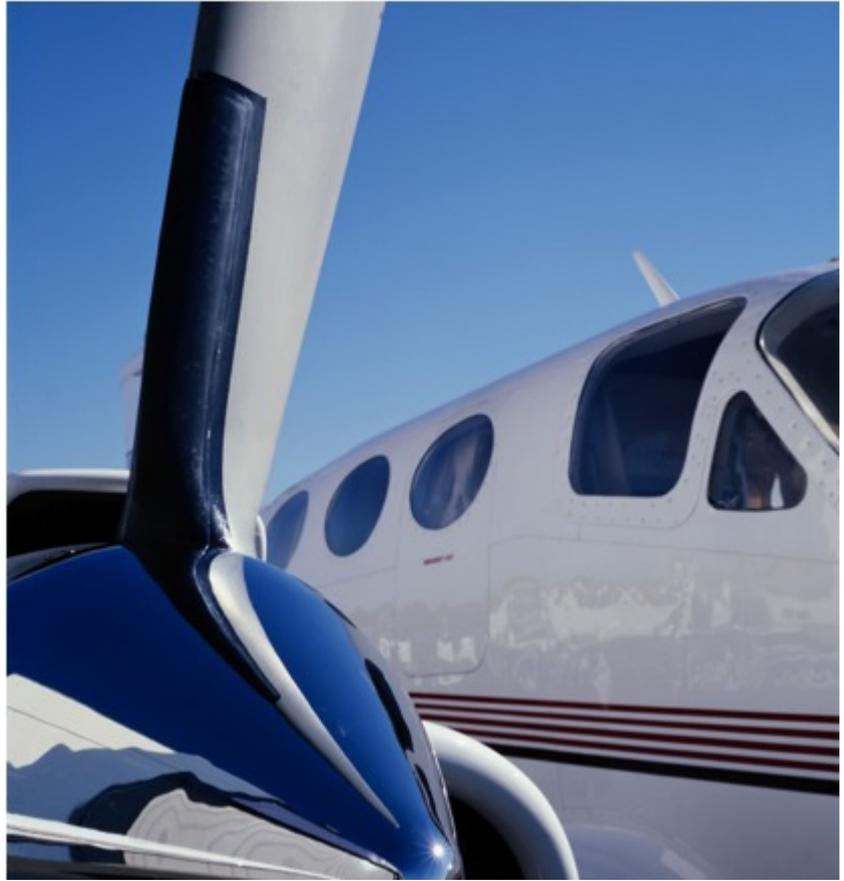




AVIATION/
AEROSPACE
AUSTRALIA



AIR
MAIL

OCTOBER EDITION

AIRnet

Helping members soar into Asia and beyond

Following successful Trade Missions to China and India, and a series of significant international engagements, Aviation/Aerospace Australia has launched a new service to help members engage with opportunities in Asia, a market which will account for more than two thirds of the world's industry growth in the next decade.

The Aviation Industry Resources Network (AIRnet) is a free member resource, designed to share opportunities, collaborations, market intelligence and news among members looking to build international markets. It will help members prepare for trade missions and delegations

and facilitate valuable resources and advice on issues such as Intellectual Property, International Markets, Business and Cultural Practices and Trade and Investment Regulations.

The network will help strengthen government trade missions, as well as undertake its own international activities to target specific sectors that match member capability, such as airport development, the booming general aviation sector in China, and safety and regulatory opportunities in South-East Asia.

For more information on the network and how to get involved, contact Jim or Tamara at A/AA.

HORIZONS - Queensland

On Wednesday, 7 November, A/AA will hold the Queensland Horizons forum focusing on key aspects of the industry in the state. Presenters from CASA, Virgin Australia, Brisbane Airport Corporation, Norton-Rose, QUT, Griffith University, Aviation Australia, the Queensland Resources Council, Tourism Queensland and the Queensland Government Department of State Development, Infrastructure and Planning will provide updates for the Industry across Safety, Skills, Sustainability and Market Growth.

To attend please contact Tamara Bell on 1300 889 459 or tamara@aviationaerospace.org.au.

China mission reveals opportunity for Australia

A/AA signed a major Memorandum of Collaboration with one of the country's largest State Owned Enterprises, witnessed by the Victorian Minister Responsible for the Aviation Industry, the Hon Gordon Rich-Phillips, in Beijing, and meetings were held in Beijing, Tianjin, Nanjing, Shanghai, Guangzhou and Chengdu with senior representatives of a range of organisations, including industry regulators, universities, training colleges, legacy airlines, start-up airlines and low cost airlines, helicopter manufacturers, aircraft manufacturers, airport operators, original equipment manufacturers, unmanned aviation vehicle manufacturers and general aviation operators.

Delegates on the Mission have returned with an extensive list of business opportunities, but more importantly the beginnings of long-term relationships and an understanding of the unique market that China represents. Simply witnessing the scale of development, the size of the market, the achievements and the ambitions for the aviation and aerospace sector opened many eyes to the opportunities.

It was clear that Australia's reputation for quality, safety, training, education, regulatory robustness and commercialisation is highly regarded in China, and these represent our best opportunities to take a share of the fastest growing aviation and aerospace market in the world.

The Mission represented an excellent cross-section of the Australian aviation and aerospace capability, and was warmly received by our gracious, generous and accommodating hosts.

Individual Missioners are already following up on relationships and opportunities established on the Mission, and invitations are being exchanged for follow-up meetings, including reciprocal visits to Australia and Melbourne in 2013 to coincide with the International Air Show.

Given the enormous success of the Super Trade Mission more generally, plans are also already underway for the second Super Trade Mission to China next year, and Aviation/Aerospace Australia will once again be deeply involved.

To ensure you don't miss the opportunity to engage in Asia with the valuable backing of your industry association, get involved in the Association's new AIRnet initiative, or talk to Tamara and Jim about the exciting events ahead.

A/AA welcomes ACS Aviation Solutions

Aviation Solutions is the latest leading Australian company to join A/AA.

Located in Port Melbourne, and with offices in three countries, ACS is a solutions-focused company specialising in Safety, Quality and Operational Compliance – expertise that is proving highly sought after in new and emerging markets.

The three main areas to the ACS business model are: auditing (IOSA, ISAGO, BARS); consulting and training, and recruitment solutions.

ACS are one of eight IATA Accredited Organisations (AO) for IOSA and ISAGO audits globally, and the only one in the southern hemisphere and Asia Pacific region and are also ISO 9001:2008 quality compliant company in their own right.

ACS is also registered with the Flight Safety Foundation for Basic Aviation Risk Standard (BARS) audits for Mining and general aviation, for auditing (IOSA, ISAGO).

ACS have been ranked No.1 in quality from IATA for past three years.

With over 1,000 years of collective experience ACS are expanding into new regions of the aviation industry globally with a clear vision: *“To be the world's leading professional services firm delivering aviation solutions that increase the safety, compliance and operational excellence of our clients' operations.”*

Welcome aboard!

A/AA CEO Jim Carden introduces Matt Miller, Business Development Manager to Premier Ted Baillieu. Dongguan, China September 2012.



UPCOMING EVENTS

AVALON INTERNATIONAL AIRSHOW - Geelong, Victoria
26 Feb - 3 March 2013
www.airshow.net.au

AERO INDIA 2013 - Airforce Station Yelahanka, Bengaluru
6 - 10 Feb 2013
www.aeroindia.in

IDEX 2013 - Abu Dhabi, United Arab Emirates
17 - 21 Feb 2013
www.idexuae.ae



www.aviationaerospace.org.au

Aviation/Aerospace Australia is the national association of the aviation and aerospace industries. An independent, not-for-profit membership based organisation whose primary aim is to contribute to the long-term health of the sector.