

24 August 2012

Irene King
Chief Executive
Aviation Industry Association
Lvl 5, 12 Johnston Street
Agricultural House
Wellington 6011

Dear Irene

You will be aware that Airways is taking strong and proactive step to position itself for growth. Much of this growth will come from international markets, particularly the Middle East, China and South East Asia.

I am pleased to inform you that one of the important steps towards this growth has been achieved with the appointment of Russell Hulstrom to the newly created role of General Manager Ventures. Russell joins Airways from Brüel & Kjær (formerly Lochard Ltd) where he was Vice President, Business Development and Chief Operating Officer. Brüel & Kjær provides aircraft noise and flight track monitoring hardware and software systems to airports around the world. Russell previously managed the air traffic control business for Era Corporation, a global supplier of multilateration and ADSB surveillance systems.

Russell brings to Airways an outstanding track record of international business development success. He has successfully competed for business all around the world, including India, China, Europe and the UK, USA, Russia and CIS states, South America and the Middle East.

Russell has some prior experience with Airways, both through the provision of surveillance systems for Auckland and Queenstown, and also as the leader of the team which supplied a complete ATM system for Fiji, where he contracted Airways to supply FlightYield and a range of consulting services.

At the same time as focussing on our growth business, Airways will continue to make savings and improvement for our customers. For example, over three years working with Air New Zealand we have saved the airline between \$30 million and \$40 million in fuel on main trunk routes and cut the average delay by three minutes to 23 seconds by streamlining operations.

I'm excited about the new leadership for our Ventures business growth which will drive the achievement of ambitious financial targets while ensuring Airways continues to maintain our very high standards of safe operation.

If you have any questions please don't hesitate to contact me,

Yours sincerely



Ed Sims
Chief Executive