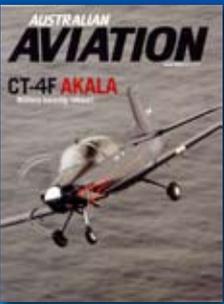


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# MARKET UPDATE



Naturelink - Africa

## UN World Food Programme

Late in 2007, two P-750XL's were set to work on the UN World Food Programme for relief operations in Africa, one in Chad and the other in Sudan. Our agents in Africa, Naturelink Aviation, are receiving excellent feedback on the aircraft and expect many more deliveries to the UNWFP.

The P-750XL is now also the only single engine aircraft, including helicopters, to be approved by all major oil companies in Africa to carry out support operations for them.

"Naturelink is extremely impressed with the ease with which the P-750XL has integrated into our North African operations. The unparalleled short field performance of the aircraft as well as ease of maintenance has quickly made it a favourite amongst the pilots.."

CHRIS BRIERS, CEO Naturelink.



## CT-4F Akala & CT-4E

Last year was a significant year for the CT-4 Air Trainer aircraft with the CT-4F "Akala" development in conjunction with Raytheon Australia and also the production of a new CT-4E. The CT-4F is a truly next generation ab initio trainer aircraft combining great performance with a fully integrated military avionics system centred around three multifunctional screens. This aircraft made its debut at the Australian Air Show and since that time has been to various locations around Australia where it has received great reviews. It has also had considerable media coverage, making the front cover of Australian Aviation Magazine, (Jun, 07 issue), and the UK's Pilot Magazine (Nov, 07 issue).

Back at PAL, we have had a dedicated team completing a new build CT-4E; working on enhancing the manufacturing drawings to further improve our production practices making the CT4 easier to build and service. CT241 will fly in June.



*"Indonesia is the worlds largest archipelago with 210m people spread across 2 million sq.km and with air transport being a critical mode of travel, it is a prime market for the P-750XL"*

## Indonesian Type Certificate Approval

In August, we had the pleasure of hosting a delegation from the Indonesian Directorate General of Civil Aviation to achieve Type Certificate validation for the P-750XL. We achieved certification with flying colours and look forward to having P-750XL's operating in Indonesia in the near future. With the aircraft's excellent performance in neighbouring Papua New Guinea, we expect that it will find an eager market in Indonesia. We also achieved type certification in PNG and San Marino in 2007.



## P-750XL Used Aircraft Sales

Because of its excellent performance, second hand P-750XL's are being snapped up by operators who can't afford to wait 2 years for a new aircraft. This buoyant second hand market is proving the P-750XL has excellent resale value, something which investors and owners of new aircraft regard as important when selecting the P-750XL over other types. Because of the strong demand we have sold both of our demonstrator aircraft to overseas clients. We plan to build a new demonstrator this year which will be out on tour early in 2009.

## Donations to Papua New Guinea

In response to the flooding which occurred in Papua New Guinea in late 2007, PAL staff donated good used clothing to the relief organisations in PNG. Many thanks to OilMin Aviation who flew the full load of clothing in XL136 on its ferry flight from New Zealand to Papua New Guinea.

## New DVD Footage

To complement our footage of the P-750XL in action for skydiving and agricultural topdressing, we have filmed the aircraft on the job in Africa and Papua New Guinea. This shows the aircraft at work carrying impressive loads off tough, short and unforgiving air strips.

This footage can be seen on our website at [www.aerospace.co.nz](http://www.aerospace.co.nz)



# OUT & ABOUT

## Dubai Air Show – November



The P-750XL made its premier at the Dubai Air Show where we set the record for the longest distance travelled by any aircraft on display; an impressive 9000nm from New Zealand to Dubai. There was a significant amount of interest in the aircraft as it was a relative unknown in the area. By viewing the aircraft first-hand people could appreciate what makes this aircraft stand out from the pack, whether it be for utility operations, skydiving or any other task requiring a reliable and efficient aircraft that can take a big load off short strips.

## Australia, Papua New Guinea, New Zealand & UAE

Because the best way to really appreciate what makes the P-750XL so special is to fly in it, we have undertaken tours around Australia and into Papua New Guinea, and then back to New Zealand where it was demonstrated to operators in the South Island and ventured into some dramatically beautiful places such as Queenstown, Milford Sound and the Southern Alps. Our other P-750XL was based in Abu Dhabi where it was demonstrated around the United Arab Emirates, and in February 2008 at the Singapore Air Show, receiving rave reviews.

Adventist Aviation took delivery of XL124 in March 2007 and have been rapt with its performance. Since then, we have delivered three more P-750XL's to Papua New Guinea and it is setting the benchmark for STOL aircraft in that region.



## Singapore, Malaysia & Thailand

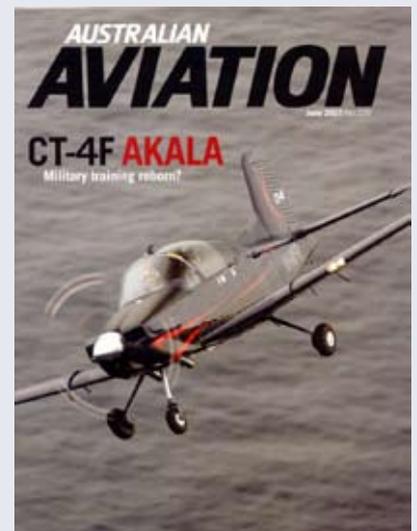
After the Dubai Airshow, Pacific Aerospace ferried its P-750XL Demonstrator across to Singapore. During the Singapore Air Show, the aircraft had a series of demonstration flights out of nearby Seletar Airport as well as one day where it could be accessed on static display. The following week the aircraft went to do demonstrations on Malaysia and Thailand where it was well received as being an aircraft that could undertake a number of roles in this region where its STOL performance and load carrying capacity would be put to good use.

## Lloyd Aviation Distributor Appointment

In February, Lloyd Aviation Singapore was appointed as the exclusive Distributor for the P-750XL in the Singapore, Malaysia, Indonesia and East Timor region. For any enquiries about the aircraft in this region, please contact Mr Ashley Nicholas on +65 6221 6422, or [sales@lloydaviation.com](mailto:sales@lloydaviation.com)

## Flight Reviews of P-750XL & CT-4F

Recently there have been flight reviews undertaken of two of our aircraft. The P-750XL was reviewed in the March issue of the Australian Flying Magazine, and the CT-4F was reviewed in the Australian Aviation Magazine in June and then the UK's Pilot Magazine in November (Click on the links below to download copies of the reviews).



[Link to CT-4F flight review \(0.5mb\)](#)



[Link to P-750XL flight review \(2mb\)](#)

# PRODUCTION UPDATE

## 600 Aircraft (and counting...)

In July we celebrated the production of our 600th aircraft with the delivery of a P-750XL aircraft to Australian Aerial Survey. This was a significant milestone for the company and makes PAL the most prolific aircraft manufacturer in this part of the world.



## PACE Programme

With the support of NZT&E we have started the Pacific Aerospace Competitive Edge (PACE) programme. Based on the principles that have been developed and refined over many years from the Toyota Production System, PACE is very much focused on lean manufacturing. The main goal of PACE is to free up manufacturing capacity by removing inefficiencies and waste from the production process – ultimately helping to lift our production rate further.

Starting with the roll out of a comprehensive 5S programme to reorganise our various work areas PACE will be an intensive but rewarding journey over the coming months and years as we strive to become more and more efficient. We have steadily improved our production rate and have been able to employ more staff, up from 107 in January 2007, to 155 now. This year, we have identified a requirement for approximately 15 more people for various roles but mostly directly

related to production staff. PAL is currently in the midst of installing a new computer system throughout the company. You may only notice some stationery changes externally, but internally this system will give us greater visibility of the 30,000 lines of stock that we control, and the 850 individual 'jobs' that go into building a P-750XL. The system will be instrumental in allowing us to lift our manufacturing production rate of the aircraft as well as improving on the delivery of aftermarket parts.



*Final assembly hall for the P-750XL*



*XL132 getting ready to roll out*



*Roll out of XL132 ready for first flight*

# PRODUCTION UPDATE cont...



## Production Manager Appointed

To help manage the increase in aircraft production rate, in May PAL appointed Colin Roycroft to be the new position of Production Manager. Colin reports to the General Manager Production and is responsible for managing the activities on both the detail and assembly parts of the company and will over time get to know the various suppliers and sub-contractors PAL use for the production of its aircraft.

Colin's come to PAL with 19 years of undertaking operations management and material flow management roles with considerable Manufacturing Resource Planning (MRP) experience. Colin's MRP exposure will be of considerable value in the PACE Programme that PAL are introducing as will his B.SC degree qualification. Prior to coming to New Zealand from the UK in 2006 Colin worked for a variety of high precision engineering companies in operations management roles. We are sure that Colin's efforts will make a significant impact on the organisation and we welcome him to the team.



## Fleet Manager Appointed

Pacific Aerospace has created a new position of Fleet Manager in the organization with Shaun Deeney being appointed to the role. The position reports directly to the CEO and is responsible for the management of the P-750XL fleet globally from the point the aircraft rolls out the factory door. This include managing the aircraft warranty and technical support programme. The reason we have created this position is in response to customer feedback for a single point of contact for owners, operators and maintainers of our aircraft and also as part of our commitment to improve our customer service levels.

## Aviation Waikato Cluster & Hamilton International Airport Development

Pacific Aerospace is a key member of the Aviation Waikato cluster which is supported by New Zealand Trade & Enterprise and Katolyst, the Waikato regions economic development agency. This Major Regional Initiative (MRI) recognises the Waikato region for its centre of excellence in aviation from flight training and aircraft maintenance.

This cluster initiative and the general growth in the aviation focus in the region has also been reflected in the Hamilton International Airport's development of "Titanium Park". This will be an 80 hectare industrial park created on airport land with a mix of industrial, commercial and service industry tenants with a strong aviation focus. This growth in aviation businesses in the vicinity of PAL will be of great benefit to the company, and we look forward to hearing of new companies setting up nearby that we can work with. With direct flights to Australia and approximately half of New Zealand's population within a two hour drive radius, Hamilton Airport is New Zealand's fourth busiest airport.