



# China Civil Aviation Report

Volume 10, Issue 9

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民航报导

## Beijing Capital International Airport Awarded ACI Director-General's Special Contribution Award

## 首都机场荣获国际机场协会 总干事特别贡献大奖

China Buys Mi-26 Heavy-Lift Helicopters

CAAC Meet FAA to Discuss Further Cooperation

BCIA Announces 4th Runway Plans

Guiyang Airport Phase II Construction to Commence

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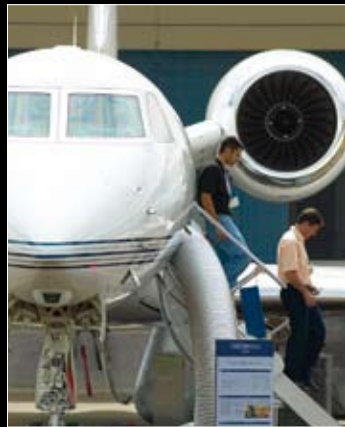
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## From the Publisher's Desk

### Salute to China's CJ-6

In this issue we, introduce the CJ-6 trainer - designed and manufactured in China more than half a century ago. This little piece of information supports our belief over here at China Civil Aviation Report that China aviation must first, "build a sound foundation to support their future growth".

While China is cheering on their decision to build large aircraft, we believe the best way to demonstrate their desire is to build up the national aviation infrastructure. By building more general aviation aircraft and letting them fly over the blue skies of China, as well as focusing on the development of skilled and technical operators, China will have a solid foundation to support the future growth of the aviation sector. Once China's GA reaches a reasonable level, the building of large aircraft then becomes the only next logical development, instead of it now being nothing more than wishful thinking and a slogan.

China needs more aircraft like the CJ-6 in China and around the world. A strong and successful general aviation sector can strengthen the overall foundation of Chinese aviation and help ensure that the dream of successfully introducing large aircraft becomes a reality.

### 向中国初教六敬礼

本期杂志我们介绍了五十多年前中国设计制造的初教六飞机在美国和国际上的光荣历程, 这证明了“民航报导”一贯的中国航空要“向下扎根, 向上发展”的观点和理念。

在全国上下为大飞机生产制造的决心喝彩和期许的同时, 我们认为向全世界宣誓我们要生产大飞机的最好方式就是加大力度发展生产通用航空小飞机, 让国产飞机能翱翔全国各地, 培养出无数航空设计生产工程师, 私人飞行员, 固定基地管理维修人员, 安全管制员和运行保障人员。当中国的通用航空发展到一定的水平, 大飞机的生产制造就成为一个合理和必要的发展趋势而不是一个愿景和口号。

中国需要更多像初教六的飞机, 需要更多这样国产的飞机在国内外的蓝天进行通航活动。成功的通用航空产业可加强中国的航空基础, 扎实的航空基础是确保大飞机项目成功的坚实后盾。



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# Aviation Headlines



## Beijing Capital International Airport Awarded Director-General's Special Contribution Award

首都机场荣获国际机场协会总干事特别贡献大奖

During the meeting of the Airports Council International (ACI) of the Asia-Pacific region on Oct. 13th, the ACI announced that the Beijing Capital International Airport (BCIA) was awarded with the Director-General's Special Contribution Award, the first honor to any Chinese airport. Director-General Angela Gittens of the ACI said there were three reasons for the honor:

First, the BCIA launched Terminal 3 this year (the world's largest standalone building) marking an outstanding achievement and setting new standards for passenger convenience. The new terminal's transition was made smoothly, exemplifying how carefully the plans had been prepared and carried out.

Second, the BCIA successfully served the Beijing Olympics Games and the Paralympics. The BCIA guaranteed 5.5 million passengers' travel needs, including more than 70,000 Olympians, their family members, and 170 heads of state. It is a significant accomplishment to assure so many important and special passengers while maintaining a general high level of customer service.

Third, the BCIA had created several outstanding programs in the past year. Several measures had been implemented such as offer training to 27 stakeholder units and more than 60,000 employees. All stakeholders implemented measures to improve customer service, with passenger satisfaction making great progress while passenger throughput increased by 5%.

在10月13日召开的国际机场协会亚太地区理事会议上，国际机场协会宣布将向首都机场颁发总干事特别贡献大奖，这也是中国机场首次获此殊荣。国际机场协会总干事Angela Gittens女士表示，首都机场此次获奖主要得益于今年取得的三大成就：

一是首都机场今年成功启用了世界上最大的单体航站楼——3号航站楼，成绩格外突出，并为乘客的舒适方便订下了新的标准。新航站楼的营运交接流畅，天衣无缝，成就非凡，尽显事前计划严谨，准备充分。

二是首都机场圆满完成了第29届北京奥运会、残奥会机场保障工作。8月份，首都机场成功保障了550万名乘客，其中包括超过7万名奥运大家庭成员和170位国家元首。能够在提供更高水平客户服务的前提下，成功保障数量巨大、身份特殊的旅客，成绩十分显著。

三是首都机场在过去1年内旅客服务工作突飞猛进。首都机场实行了多项措施，包括对27家驻场单位、超过6万名员工进行了服务准入培训。首都机场联合驻场各单位实施客户服务改善措施，实现了在旅客吞吐量上升5%的情况下，旅客满意度也取得了较大进步。



## Shanghai Airport Authority Signs MOU on Airport Alliance with DFW International Airport

上海机场集团牵手美国达拉斯机场

The Shanghai Airport Authority signed a "MOU of Airport Alliance" with the U.S. Dallas-Fort Worth (DFW) International Airport in Shanghai in October. The signed MOU was aimed at strengthening the development of the Shanghai aviation hub. Dallas-Fort Worth will bring its vast experience to streamline Shanghai's facilities as well as increase Sino-American cooperation in civil aviation.

DFW International Airport is the largest airport hub in the world, with 5 terminals and 7 runways, and a passenger throughput of over 60 million reported in 2008. It is also the home of the world's largest airline, American Airlines (AA).

上海机场集团与美国达拉斯沃斯堡国际机场在沪签署缔结友好机场备忘录。此举将有利于借鉴国际先进经验，提升上海机场的运行管理和水平，增强上海航空枢纽的吸引力，同时也有利于促进中美民航业、机场业的交流，以及两地经贸往来和人员交流。

美国达拉斯机场是国际大型枢纽机场，拥有5座航站楼和7条跑道，年旅客吞吐量达到6000万人次，是世界最大的航空公司——美国航空公司的主要基地。



## Major Gateway Hub Airport Planned for Kunming

昆明将拥有国家大型门户枢纽机场

Currently, 10 test locations for the new Kunming airport have begun with ground preparation and earthwork. After the project is completed, Kunming will be the 4th largest gateway hub in the nation after Beijing, Guangzhou, and Shanghai.

The new Kunming airport location is in the northeast of Kunming, 24.5 km from the center of the city. The total investment is 23.087 billion Yuan, with a new terminal designed to meet passenger turnover of 38 million in 2020 once the airport is completed. Special equipment and common public facilities will be constructed according to the demands of 2015. The new terminal is 548,300 sq km, with 68 of the total 84 parking bays being close-parking bays, which means that most of the passengers will have no need for a shuttle bus.

It is reported that the new Kunming airport is positioning as a gateway hub for China to enter Southeast Asia, South Asia, and the countries connected to Europe and Asia. It is the only main gateway hub airport approved for construction during the "11th Five-Year Plan." The airport is also marked as one of the 20 keystone project of the Yunnan province.

目前, 昆明新机场试验段原地地基处理与土石方工程10个标段已全部进场施工。等到新机场建成后, 昆明将成为继北京、广州、上海之后全国第四个拥有国家大型门户枢纽机场的城市。

昆明新机场选址在昆明市东北方向, 距市中心直线距离约24.5公里。昆明新机场项目总投资230.87亿元, 新机场航站楼按照满足2020年旅客吞吐量3800万人次的需求一次建成, 专用设备和公用配套设施按照2015年需要建设。新建航站楼建筑面积54.83万平方米, 84个站坪停机位中近机位有68个, 这意味着建成后的昆明新机场, 绝大部分旅客登机时都不需乘坐摆渡车。

据介绍, 昆明新机场的定位为中国面向东南亚、南亚和连接欧亚的国家门户枢纽机场, 是我国在“十一五”期间唯一批准新建的大型枢纽机场, 也是云南省“十一五”期间20个重点项目之一。

## China's RVSM High-Altitude Equipment Standards to Become International Civil Aviation Standards

我国RVSM高度层配备标准将成为国际民航标准

When Reduced Vertical Separation Minimum (RVSM) standards were used in Chinese airspace safely and smoothly for nearly a year, the ICAO discussed and adopted the metric RVSM high-altitude equipment standards used in China into the International Civil Aviation Standard Annex II. The RVSM high-altitude equipment standards will be formally incorporated into ICAO standards in November of 2009. Since 2007, the ATMB of CAAC has been consulting with ICAO, IATA, Russia, and other neighboring countries and relevant international organizations. This is the first time in the history of Chinese civil aviation air traffic control that a Chinese standard has been adopted as the international standard.

在我国空域实施缩小飞行高度层垂直间隔 (RVSM) 安全、平稳运行将近一年之际, 国际民航组织航委会于近期讨论并通过了中国提交的关于将我国米制RVSM高度层配备标准正式纳入成为国际民航公约附件二标准的提案, 我国RVSM高度层配备标准将按照原定计划于2009年11月正式生效成为国际民航标准。民航局空管局自2007年以来, 积极与国际民航组织、国际航空运输协会、俄罗斯等有关国际组织和周边国家进行协调, 经过不懈努力, 最终成功将中国民航标准, 特别是中国空管的标准上升成为国际民航组织标准, 这在中国民航空管历史上尚属首次

## China Buys Mi-26 Heavy-Lift Helicopters

中国再购俄罗斯一架米-26重型直升机

China and a Russian company signed an agreement in Zhuhai on Nov. 4 for the purchase and delivery of two Mi-26 helicopters. The Mi-26 has the largest payload capacity in the world.

"The China Flying Dragon Special Aviation Company introduced the first Mi-26 helicopter in China in 2007 through a leasing arrangement. The company has now purchased it outright. The handover of the property rights was finalized at today's ceremony," said an official of China National Aero-Technology Import & Export Corporation.

"The second Mi-26 helicopter in the agreement was purchased by Yangtze River International Leasing Company, then through a leasing arrangement, will be delivered to Qingdao Helicopter Co. Ltd., primarily (used) for forest fire protection in Northeast China," he said.

After Wenchuan in Sichuan Province was hit by a devastating earthquake this May, two Mi-26 helicopters (one offered by Russia) flew to the disaster-stricken area, where they played a pivotal role in relief efforts.

中国和俄罗斯有关单位4日下午在珠海签署了米-26型直升机交接及采购协议。至此中国将拥有两架这种世界上载重量最大的直升机。

"2007年, 第一架米-26型直升机由中国飞龙专业航空公司以租赁方式引进我国。现在这架直升机将由租赁转为购买。今天的仪式上进行的是产权交接," 负责引进工作的中国航空技术进出口总公司有关负责人向记者介绍说: "同时, 本次签约采购的第二架米-26型直升机是由扬子江国际租赁有限公司出资购买, 引进后以融资租赁的方式交由青岛直升机航空有限公司运营, 主要用于中国东北地区的森林防火任务。"

今年四川汶川大地震发生后, 两架米-26型直升机(其中一架由俄罗斯支援)赶赴灾区, 在抗震救灾中发挥了重要作用。



# First Female Captain in China Southern Airlines

南航首位女机长诞生 出生自飞行员世家

In a pilot evaluation held by China Southern Airlines' Guangzhou Flight Department on November 24th, Liu Yu Huan's outstanding performance was approved and she is now captain of its A320 fleet, becoming the airline's first female captain.

Liu Yuhuan, who was a sixth batch air-force pilot, comes from a family of pilots. She began flying in 1991, and her repertoire includes the CJ-6, AN-24, AN-26, Y-7, and several other aircraft. Her mother was a second batch air-force pilot. The mother and daughter team is unique in the history of Chinese aviation. Liu came to China Southern Airlines at the end of 2003 from an impressive air force career. With 5,500 hours on record, she passed the captain's examination, upgrade training, and simulator tests. She then got through primary and secondary inspection during the one-year probation

period, passed the pilot evaluation, and became captain.

Liu appeared serene when she found out she would become captain. After the evaluation, she said, "I am self-confident and competent to be a captain, having passed through a series of rigorous training and examinations – but this is just the beginning – there will more challenges and more responsibility in future!"



11月24日，在南航广州飞行部举行的首聘责任机长考评会上，来自A320机队的刘宇环以优异的表现获得了在场评委的一致认可，被顺利聘任为A320机队机长，成为南航首位女机长。

出生自飞行“世家”的她是中国第六批空军飞行员，从1991年开始执飞，曾经飞过初教六、安-24、安-26以及运七等机型。她的母亲曾经是中国第二批空军女飞行员，是中国唯一一对母女飞行员。2003年底，刘宇环从空军转业来到南航，现在南航广州飞行部A320机队执飞，截止目前已安全飞行超过5500小时，并通过机长升级考试、升级模拟机训练及考试、并在一年试用期里通过一、二级检查，通过首聘责任机长考评答辩正式聘用为南航的机长。

“在知道自己成为机长的那瞬间，我很平静。”刘宇环在首聘机长结束后说，“通过一系列严格的训练和考试，有自信在技术和心理上可以胜任。这只是个开始，以后面临的挑战更多，肩上的责任也更重！”

# Harbin: Eurocopter Fuselage for Z15 Delivered

首架Z15多用途直升机机身交付

The first Z15 (Eurocopter EC175) multi-purpose helicopter fuselage was delivered to the Harbin Aircraft Industry Group. The multi-purpose helicopter fuselage was a joint development by the Harbin Aircraft Industry (Group) Co., Ltd and France's Eurocopter of EADS. The fuselage will be delivered to Eurocopter for the final assembly and the Z15 is expected to begin flight testing before the end of 2009.

The Z15 is a 6-ton utility helicopter and is the third helicopter developed between the two companies. The two sides are aiming for the 6-7 ton helicopter market. The project venture is a 50/50

program aimed at developing advanced mid-sized civil helicopters.



Z15 (Eurocopter EC175) multi-purpose helicopter fuselage  
中型多用途直升机——直15 (Z15)，欧直编号为EC175

15日，由哈尔滨飞机工业集团有限责任公司与欧洲宇航防务集团下属的法国欧洲直升机公司联合研制的先进中型多用途直升机——直15 (Z15)，欧直编号为EC175，首架机身在哈飞交付，随后该机身将发往欧直进行总装和相关试验，预计2009年底前在欧直实现首飞。

Z15是一种6吨级通用直升机，该项目的合作是哈飞与欧直继Z9、EC120合作之后的第三次携手，双方瞄准全球6-7吨级直升机市场机遇，以各自承担工作份额的方式按50%对50%的投资比例联合研制先进中型多用途民用直升机，共同研制、共担风险、共享收益和市场，双方各自拥有直升机的总装线，为各自的用户生产交付直升机。

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# Cost savings through an efficiently Request Management and Change Request

## 用量身定做的需求管理和改变需求处理达到节约成本的目的

Written by Karen Dorothee Niemeyer

翻译：胡明艳

### IT Outages as a Major Cost Factor

The information technology (IT) of airports and airlines is usually comprised of a complex architecture of various systems and applications. Due to the great complexity of IT paired with a high number of parties involved – e. g. airlines, airports, providers, handling agents, ground and air traffic control centres, and regulatory authorities – outages caused by IT have an immense impact on operations. Besides the negative effect on customer services, IT outages can result in major financial losses as well.

Particularly in times of economic downturn and increasing operational costs worldwide, it is challenging for an airline or airport to compensate the financial losses.

### The Challenge of Evading Avoidable IT Outages

In order to reduce costs caused by IT Outages it is therefore necessary to analyse the genuine causes. Amongst other causes, airlines and airports need to investigate especially into avoidable causes. One of the avoidable causes is unquestionably the implementation of changes at the IT infrastructure in an insufficient, unsecured and uncontrolled way.

For the purpose of evading costs originated by avoidable IT Outages, it is essential to optimise the handling of IT-related changes including its planning and implementation.

### A Tailored Request and Change Request Handling as the Solution

A holistic management of IT-related requests and change requests is the key to saving costs in the area of IT. For that reason, an adequate handling is needed in order to plan, prepare, steer and evaluate the implementation of all major or critical changes against the existing IT infrastructure. Consequently, the required management can be divided into two significant parts: Request Management and Change Request Handling.

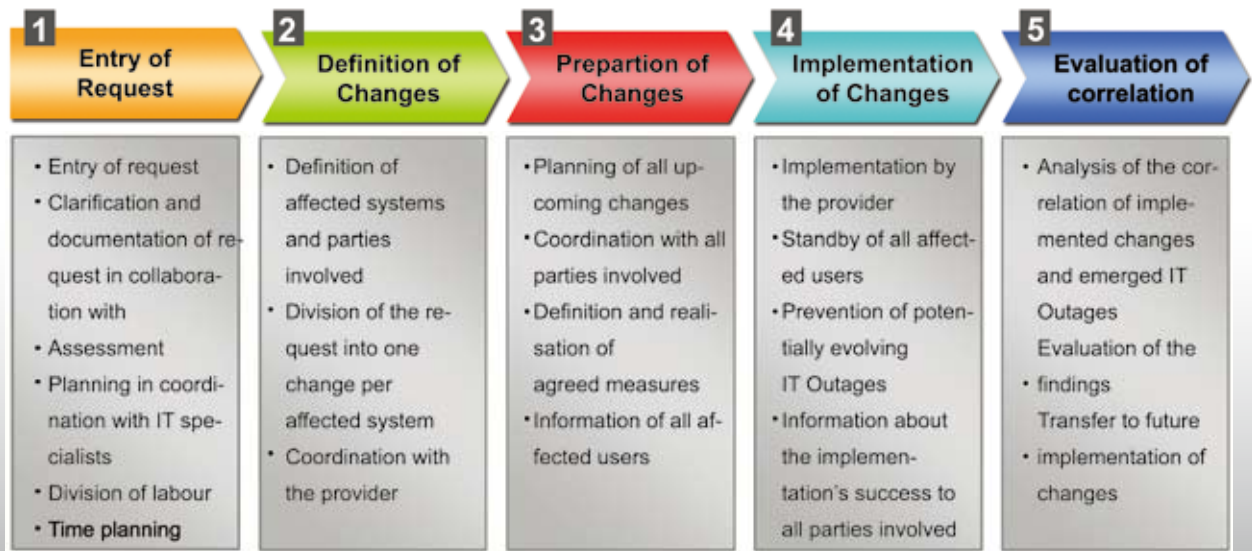
- Request Management is the management of requests which is addressed to the IT department. Typically, a request could be the global rollout of a feature at a certain check in or ground handling application. Therefore, a request can affect up to several different systems.

- Change Request Handling is the handling of various changes against the existing IT infrastructure. Each change is affecting one particular application or system. The planning of all changes including the coordination with all parties involved as well as the information of the affected locations worldwide belong to a qualified Change Request Handling.

In order to properly see these items out, a structured and proven methodology should be employed as such:

## Tailored Request and Change Management in Five Steps

-Process steps of the proposed methodology-





# tailored Request Handling

The Request Management and Change Request Handling solution can be tailored depending on the wants and needs of the client. On the one hand a holistic implementation solution can be tailored. If the customer has already a Request Management and Change Request Handling on the other hand, cost savings can be enabled by improving the efficiency of the existing processes.

## Benefits from an efficient Request Management and Change Request Handling

Through improving its Request Management and Change Request Handling, the following benefits will be realised.

- Reduced Costs from the avoidance of IT outages
- Monitoring of the providers enables cost-orientated steering
- Efficient, seamless management processes between the IT department and the providers
- Improved image of the airline/ airport from a customer's point of view
- Baseline for future cost saving initiatives

## Reference

After several projects in the area of Request Management and Change Request Handling, one of the largest German airlines is currently employing m2p Consulting in another related project again. In 2008, the Request Management has been integrated into the department of check in applications and systems. m2p has been responsible for the entire development and preparation of the Request Management process including a detailed guide for the daily usage of all parties involved. In addition, the already existing Change Request Handling has been optimised and consolidated with the newly developed Request Management in making one efficient and straightforward process.

In the beginning of 2009, the developed process will be implemented including test and training of the users concerning the software to be used and, of course, the new Request Management and Change Request Handling.

Karen Dorothee Niemeyer is Business Analyst with m2p Consulting which is a management consultancy headquartered in Frankfurt am Main, Germany, with regional offices in Dubai and New York. By combining our aviation expertise with in-depth process knowledge, we help our clients within the Travel and Transport industries understand the need to identify requirements to improve productivity and increase efficiency. Thereby, our consulting focus lies in the business areas of management consulting, professional services and outsourcing/ Integration.



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# 量身定做的需求管理和改变需求处理 达到节约成本的目的

## 信息技术停宕是主要的成本因素之一

机场和航空公司的信息技术通常是一个复杂的多方面的系统结构和应用。由于极为复杂的信息技术搭配了大量的有关当事方，例如航空公司，机场，供应商，代理商，地面和空中交通控制中心以及监管当局，信息技术造成的停宕对业务有巨大的影响。此外，在客户服务的负面影响上，信息技术的停宕也可以导致重大经济损失。

特别是在经济低迷和世界范围内增加运行成本时期，对于航空公司或机场，补偿财政损失那都是一个挑战。

## 规避信息技术停宕的挑战

为了降低信息技术停宕引起的成本，分析真正的原因是必要的。在其他的原因中，航空公司和机场需要进行调查特别是对那些可避免的原因。一种可避免的因素是进行改变信息技术构造不足的不安全和未受控制的运行方式，由于目的是规避由信息技术停宕所引起成本，必须优化处理与信息技术相关的变化包括它的计划和执行。

## 量身定制的需求管理和改变需求处理方式作为解决方案

整体考量与信息科技有关的要求和变化要求是节省信息科技成本的关键，正因为这个原因，适当的处理是被需要的，为了计划，准备，指导和评估现有的IT基础设施实施的所有重大或关键的变化。所以，需求的管理可以分成两个重要的部分：需求管理和变更需求的处理。

- 需求管理是将管理的要求下达给IT部门。典型的例子，请求可能是在全球性首次推出一项功能在某些登机或地面服务处理的申请方面。因此，请求可能会影响到几个不同的系统。

- 变更要求的处理就是处理各种应对现有IT基础设施的变化。每一个变化影响一个特定应用程序或系统。所有变化的准备，包括协调有关各方，以及世界范围内影响地区的变更请求处理信息。

为了恰当的表达这些因素，一个的被证明的结构方式应该可以说明，例如：

需求管理和变化需求处理解决方式可以是依据客户的需求和期望量身定制的。令一方面整体的执行方案也可以按需要设计。如果客户已经有了请求管理和变更请求处理的方案，通过改善现有程序的效率就能节约成本。

## 一个有效的需求管理和改变需求处理的益处

通过改善需求管理和改变需求处理，以下的利益是可以实现的：

- 因避免了信息技术停宕而降低了成本。
- 监测信息供应者，实现了具有成本为导向的执行。
- 在信息技术和供应者之间有效的，无缝隙的管理过程。
- 从客户的观点改善航空公司和机场的形象。
- 为未来节省成本方案的基础。

## 参考

经过几个领域里项目的要求管理和变更请求的处理，一家最大的德国航空公司目前正在聘请m2p咨询公司做另一有关项目。在2008年，请求管理已纳入部门检查的应用和系统中。m2p一直负责整个发展和编制管理过程中要求包括详细的日常使用指导等所有有关各方。此外，现有的变更请求的处理已经与新开发的需求管理优化并巩固为一个高效和简单的处理过程。

在2009年初，成熟的程序将实施包括在相关软件的使用上测试和培训用户，当然，包括新的要求管理和变更请求处理。

Karen Dorothee Niemeyer是m2p Consulting的商业分析家，是德国法兰克福总部和迪拜，纽约区域办事处的管理顾问。通过结合我们的航空专业知识与深入的程序知识，我们帮助客户在旅行和运输行业方面理解需求，鉴别需要的要求，以提高生产力和效率。因此，我们的咨询重点在于业务领域的管理咨询，专业服务和外购/集成。

Merry Christmas  
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Happy New Year

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# More Airlines

Seemingly unstoppable fuel price increases forced airlines to allow the genie of a la carte fees to escape from its bottle. Even though oil has returned to more normal price levels, airline management can't deny the financial magic produced by ancillary revenue. Many legacy airlines made dramatic changes by implementing fees for services that once were included in the price of a ticket. The relatively high level of passenger acceptance - - or at least lack of a consumer revolt - - surprised carrier management teams. This genie is not going back into the bottle; airlines are changing business models to emphasize customers who are willing to pay for perks.

There is ample evidence that airline marketing initiatives are becoming more revenue-aware. Rather than provide free amenities, airlines have learned to "ask for the sale" at every opportunity. A la carte fees are quickly becoming associated with checked baggage, call centre support, and onboard meals. IdeaWorks applied its ancillary revenue expertise, and its contact with airline clients worldwide, to anticipate the growing effect these changes will have on the air travel experience:

1. Baggage charges, and other a la carte fees will spread to international markets, to include the transatlantic, as more airlines become comfortable with the change.
2. Food-for-purchase programs will gain acceptance on longer haul flights, but will begin as offers to upgrade the dining experience.

The conversion to a new revenue-aware philosophy has been the most rapid for airline consumers in Europe and the United States. While a la carte pricing was largely conceived by Europe's low cost airline industry, the world's airlines have been avidly watching recent events in the U.S. market. The revenue success realized in these two markets suggests the ancillary revenue movement is about to rapidly spread to the rest of the airline world.

## More A la Carte Fees Predicted Worldwide

The gradual unbundling of the air travel experience, and the growing prevalence of a la carte choices, demonstrates the growth of the ancillary revenue movement. Fees associated with checked baggage were once largely used by low cost carriers

in Europe such as Ryanair and easyJet. Now these fees have also been adopted by the three largest names in the U.S. airline industry - - American, Delta, and United. Of course, all of this follows an already clear trend by many airlines to charge a flat fee for bookings made via airline call centers.

The fees associated with checked baggage in the U.S. market have been a revenue success story. American Airlines generated \$70 million (1) in extra revenue during the 3rd quarter of 2008 from the fees for a first piece of checked baggage. United estimates it will realize \$300 million (2) in additional revenue during 2009 from its new baggage fees. Delta was initially reluctant to initiate a fee for the first piece of baggage. However, it will join other U.S. major airlines on December 5, 2008 with a \$15 fee for the first piece.

Delta only considered this after its chief operating officer observed, "The increase in bags being carried on board Delta aircraft this year tells us that customers are not differentiating Delta as the only major airline not charging for a first checked bag." (3) He went on to observe that these fees have been "broadly accepted in the marketplace."

Europe's major airlines, and legacy airlines throughout the world, are likely to greet these events with enthusiasm. Lufthansa, SAS, Air France/KLM, and others, are most likely to copy the baggage fees already implemented by low cost carriers on shorter haul flights within

# *Worldwide Choosing Revenue-Based Methods to Serve Customers*

Written by Jay Sorensen

Europe. Transatlantic markets represent a future frontier that will require one European or American carrier to make a bold move by being the first to charge fees. The revenue potential of baggage fees suggests it's an inevitable event.

Thus emboldened, legacy airlines will likely adopt the other a la carte fees already charged by low cost airlines. Some of this activity has already occurred. Delta recently matched Northwest's existing practice of offering coach customers the ability to purchase a better seat assignment for \$5 to \$25.<sup>(4)</sup> Most surprising is the recent announcement by one of the world's preeminent airline brands: Singapore Airlines just announced a fee of US\$50 per sector to reserve exit row seats in its economy class.<sup>(5)</sup>

Major airlines will likely show some restraint now that the price of fuel has fallen to more acceptable levels. Caution and thoughtfulness are warranted. Employees, the media, and consumers need to understand and accept these dramatic changes . . . most airlines haven't dedicated sufficient resources to ensure successful product introductions.

## **Food-For-Purchase and Long Distance Travel**

Airline food holds a special position in our travel culture. It has been the subject of derision by comedians, reporters, and the general public. But airline management should be wary of

any abrupt changes to seemingly minor elements such as free soft drinks, coffee, and peanuts. And as United Airlines recently discovered, the world is not yet ready for the sale of food in economy class on flights between North America and Europe . . . or is it?

United probably regrets the August 20, 2008 news that it was planning to test a buy-on-board concept on transatlantic flights operating at its Washington Dulles hub during the 4th quarter of 2008. <sup>(6)</sup> Within 13 very unlucky days, the airline said it was compelled by overwhelming public feedback to drop its test plans.<sup>(7)</sup> Surprisingly, food-for-purchase on long distance flights is already an accepted fact for a number of airlines throughout the world.

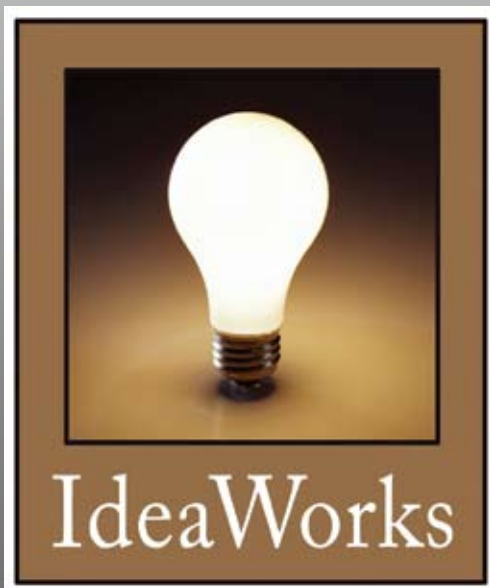
AirAsiaX and Jetstar in the Asia-Pacific market already provide food-for-purchase options on long distance flights. Air Baltic, which operates 5+ hour flights from its Riga hub, has also replaced complimentary food with a buy-on-board café. All three airlines allow customers to pre-order meals, often at a discount, to guarantee the availability of a hot entrée.

Air Berlin takes a unique approach with its Sansibar gourmet meals. The airline continues to offer complimentary snacks, meals, and beverages to economy passengers. These customers may "upgrade" their dining experience by ordering a specific gourmet entrée before departure.

Within Europe, the buy-on-board path has also been blazed by Scandinavian Airlines. The carrier offers a basic Economy product on short and medium distance routes that excludes complimentary food and beverages. Consumers may choose to upgrade to Economy Extra, which provides a 3-course meal box and drinks, along with other amenities.

But the biggest news might be the comments made by Willie Walsh, the CEO of British Airways, at the recent World Low Cost Airlines Conference in London. "I think we are only scratching the surface at BA regarding ancillary services."<sup>(8)</sup> The article also reports British Airways is "even investigating charging passengers extra for the option of an 'upgraded' in-flight meal." While specific routes were not mentioned, the opportunity to purchase a better meal would probably have its greatest appeal on longer flights, such as transatlantic markets.

United's aborted buy-on-board test won't be the last attempt to bring a la carte fees to long-haul flights. Perhaps Ryanair, in its plans to launch low cost flights on transatlantic routes, will nudge others to consider food-for-purchase programs. Or, maybe legacy airlines will take a more careful approach by adding a meal upgrade alternative as a first tentative step.



### About IdeaWorks:

IdeaWorks was founded in 1996 as a consulting organization building revenue through innovation in product, partnership and marketing. Its international client list includes the airline, hotel, marine, railroad, and consumer product industries. The firm is a leading expert on creating ancillary revenue opportunities for airlines. IdeaWorks has worked with airlines on ancillary revenue projects in Europe, the United States, and South

America. The consulting firm has helped create frequent flier programs and develop co-branded credit cards in the USA, Europe, and South America. Learn more at: [IdeaWorksCompany.com](http://IdeaWorksCompany.com)

### New Consulting Package for Airlines:

IdeaWorks presents a fixed-price solution for airlines seeking to build ancillary revenue. This consulting package provides a week of on-site consulting services that supports three primary ancillary revenue areas: 1) commission-based products at the website, 2) travel-related a la carte services, and 3) onboard a la carte features. Visit the website Clients & Projects area of the website at [IdeaWorksCompany.com](http://IdeaWorksCompany.com).

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**关于IdeaWorks:** IdeaWorks是通过改善产品，合作和市场来增加收入的咨询机构于1996年成立。它的国际客户名单包括航空公司，旅馆，海运，铁路和消费品产业。公司在为航空公司创造服务收入方面是领导性的专家。IdeaWorks为航空公司提供服务收入项目的工作范围涉及欧洲，美国以及北美洲。咨询公司已经帮助建立了常飞旅客项目，发展了联合品牌的信用卡在美国，欧洲和北美洲。更多信息请登陆[IdeaWorksCompany.com](http://IdeaWorksCompany.com)。

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## 全世界更多的航空公司选择收入为基础的的方式来服务他们的顾客

表面上看似不可阻挡的燃料价格上涨迫使航空公司以变通的方式采用“照单点菜”的额外费用来增加收入。即使油价又回到非常正常的价格水平上，航空公司的管理者也不会拒绝经由这个变通方式带来的服务收入。许多传统的航空公司做了非常戏剧性的改变把原来机票中包含的费用改为一个个单一的服务而收取费用。消费者的高度接受，或者至少没有遭到顾客的强力反对—这些都使航空公司管理团队非常惊讶。这种改变将不会再回到原来的模式，航空公司正在改变商业模式来加强对愿意提供额外赏钱的客户服务。

这有充足的证据证明航空公司的营销活动正在明显的变得利益化。与其免费提供令人愉快的服务，航空公司已经学会利用每一个机会来赚钱。照单点菜的方式现在已经迅速的涉及到行李托运，客服中心，还有机上的食物。IdeaWorks提供了专业的服务收入咨询，与遍及世界航空公司客户联系，预期这些持续性变化将会影响旅行者的飞行经验:

1 行李托运费用还有其他的照单点菜的费用将会延伸到国际市场，包括跨越大西洋的航线，更多的航空公司将会习惯于这类额外收费。

2 自行购买餐食会在长途飞行中被接受，但将开始向旅客提供升级的就餐体验。

欧洲和美国的航空公司都迅速的转换到新的收入哲学上来。当照单点菜的价格方式被欧洲的低成本航空业大范围的运用时，世界范围的航空公司已经在热切的关注美国市场上近期的发展了。在这两个范围上的成功的收入已经暗示出辅助的收入动作即将迅速扩展到世界其他的航空公司。

### 预计世界范围内“照单点菜”的费用方式将会增加

逐渐分解的旅行体验，流行的“照单点菜”方式选择的逐渐增长，证明了服务收入行动的热潮。行李托运等相关费用曾经被欧洲低成本运营者所大范围采用，例如Ryanair和EasyJet。现在这些收费项目已经被美国的American, Delta, 和 United三大航空公司采用了。当然，所有这些都是

许多航空公司开始对直接向客服中心订票收取手续费开始所延伸出来的。

与行李托运相关的费用在美国的市场已经成为一个成功的典范。美国航空公司在2008年的第三季度已经从第一件行李托运费外赚了7千万(1)。美联航预测将在2009年从新的行李托运费中赚取3个亿(2)的额外收入。美国Delta航空公司在开始曾退却收取第一件行李费用。但是Delta会在2008年12月5日加入到美国主要航空公司向第一件行李收取15美元费用。

Delta的首席运行官在观察到“旅客并没有区分我们与其它收取第一件托运行李的航空公司，而开始避免托运增加登机的手提行李数量”作为唯一不收取托运行李费用的航空公司，他同时察觉到额外收费“已被市场广泛接受”。

欧洲主要的航空公司和世界上其他的知名航空公司，都非常热情地接受这些趋势与发展。德国汉莎航空公司，北欧航空公司，法航/荷航和其他的航空公司更愿意仿照已经被欧洲低成本运营者在短途旅行实施的行李费用。飞越大西洋的市场将是下一个市场版图，它期待一个欧洲运营商或美国运营商来开举一次大胆的第一次收费举动的变革。行李费用的潜在的收入暗示出它是必然要发生的事情。

因此，可以有恃无恐的，知名的航空公司将更愿意采用其他的已经被低成本航空公司执行的“照单点菜”的费用方式。这其中的一些行为已经发生了。最近Delta向Northwest靠拢开始向有能力的顾客提供可以购买更好座位的服务，费用从5美元到25美元(4)。最令人吃惊的是近期世界上卓越的航空公司的宣告：新加坡航空公司刚刚宣布了预订经济舱紧急出口处的座椅需要50美元的额外费用(5)。

主要的航空公司现在因为燃料的价格已经降到了一个更能接受的水平开始克制此类额外收费的活动。有证据显示他们开始谨慎和小心从事此类活动。雇员，媒体还有顾客需要理解和接受这些具有戏剧性的转变……大多数的航空公司还没有充分的能力来确保产品成功的推销。

### 食物的购买和远距离旅行

航空公司提供的食物在我们旅行的文化中具有一个特殊的位

置。它一直受喜剧演员，记者还有一般的大众所嘲笑。但是航空公司的管理层应该谨慎处理看似微小的服务如免费软饮料，咖啡和花生米。美联航最近发现，旅行世界并没有做好在北美和欧洲的航班经济舱内购买食物的准备……或者是已经准备好了？

美联航或许对2008年8月20日的消息感到遗憾，本来准备在2008年的第四个季度(6)，在华盛顿Dulles机场运行的大西洋航班上进行的一个机上购食概念测验，在不幸的13天内，航空公司因为来自公众的压倒性的反馈意见他们被迫放弃这个测验计划。令人吃惊的是，世界范围内的一些航空公司远程飞行食物购买计划已经成为被接受的事实。

AirAsiaX和Jetstar在亚太市场上已经为远距离飞行的顾客提供食物购买选项。波罗的海航空从它的里加枢纽飞行5个小时的航班里，已经把免费赠送的食物改变为机上付费餐厅。这三个航空公司允许顾客预定食物，并给予折扣优惠，以确保热主菜的供应。

柏林航空公司对于它的Sansibar美食采取了一个独一无二的方式。航空公司继续给经济舱的乘客提供免费的小吃，食物和饮料。这些顾客也可以透过起飞前预订的方式将免费的餐点升级成为空中美食。

在欧洲，斯堪的纳维亚航空公司已经公开宣布了机上购买食物的方法。运营商为那些中短途旅客提供一个基本的经济的产品但不包括餐食和饮料。顾客也可以选择升等包括提供3道菜的套餐和饮料。

但是最大的新闻也许该是英国航空公司总裁Willie Walsh最近在伦敦的世界低成本行供公司会议上的评论。“我想我们在辅助服务方面仅仅触及了表层(8)”文章还报导英国航空公司甚至“深入调查向航空餐饮升等的旅客收取额外手续费的可能”至于考虑的航线则没有被提及，而购买更好的机上餐食应是在较长的航班上，例如飞越大西洋彼岸的航班。

美联航机上购买测验的失败不代表这是在长途飞行上照单点菜费用的最后一次探索。也许Ryanair在它投放于大西洋航线的低成本飞行计划将会引起其他行空公司在食物购买计划上的注意。或者，也许知名公司将会以更谨慎小心的方法通过增加可供选择的升等餐食作为实验的第一步。

1. "American, Delta face a downdraft in profit" Los Angeles Times article dated October 15, 2008.
2. United Airlines presentation at the Calyon Airline Conference 2008 on September 18, 2008.
3. Delta Air Lines press release dated November 5, 2008.
4. Delta Air Lines press release dated November 5, 2008.
5. Singapore Airlines press release dated November 3, 2008.
6. United Airlines ends free meals on flights" article at the Arizona Republic website on August 20, 2008.
7. United Backs Off Plan to Cut Free Meals From Transatlantic Flights" article in the Wall Street Journal on September 2, 2008.
8. Will BA start charging us extra to 'upgrade' meals?" article in The Daily Mail dated September 25, 2008.

1. 美国，Delta航空公司面临利润的下滑，洛杉矶时报，文章日期是2008年10月15日。
2. 美联航在2008年9月18日出席在Calyon的航空公司会议上的简报。
3. Delta航空November 5, 2008. 新闻资料。
4. Delta航空November 5, 2008. 新闻资料。
5. 新航November 3, 2008新闻资料。
6. “美联航结束提供免费机餐”的文章发表在2008年8月20日的亚利桑那州网站上。
7. “美联航取消在大西洋彼岸航班停止免费供餐的计划”的文章发表在2008年9月2日的华尔街日报上。
8. “英国航空公司会为升级的餐电另外收取费用吗？”，此篇文章发表在2008年9月25日的Daily Mail上。



Written by: Francis Chao

# First Aerospace Supplier Mission in 5 Chinese Cities to Promote U.S.-Chinese Interaction in Industry

美国商务部航空航天贸易代表团访华记实 赵嘉国执笔

The delegation of the US Aerospace Supplier Development Mission finished their 10-day visit to China Nov. 5 at the Zhuhai Airshow.

Deputy Assistant Secretary of Commerce for International Operations William Zarit heads the delegation, which included 10 US aviation-related suppliers in spare parts, maintenances, and raw materials. Eric Nielsen, Director of Arizona's US Export Assistance Center, serves as Deputy Co-Leader of the delegation, who organized the mission, and Gwen Lyle, Commercial Officer of the US Commerce Service, American Embassy Beijing, is the other Deputy Co-Leader of the delegation who coordinates the whole schedule. The agenda was implemented with seamless cooperation among the commercial officers from American Embassy in Beijing, Shanghai, and Guangzhou, who visited the China Civil Aviation Administration (CAAC) as well as and Chinese aviation manufacturers and maintenance industries. I am honored to have such opportunity to join the mission as a consultant and observe the US Government's interests in Chinese aviation

markets. I have been deeply impressed by the determination of the US government to introduce small and medium size enterprises into the Chinese market.

In the evening of October 26, Minister Counselor for Commercial Service of U.S. Embassy William Brekke welcomed the delegates at the Beijing Hilton Hotel, and a presentation of China was given to the delegates, with a brief introduction on Chinese culture, geography, and society. The next morning, I was honored to give a briefing on the state of Chinese aviation, introducing them the developments, business structures, and opportunities in this market. And then, Patrick Power, the representative from the FAA, introduced aviation-related certification procedures. Finally, Jeannette Chu, the officer from the US Department of Commerce, explained the details of export control. The delegates were excited by the news that there is no restriction on the sale of their products in China. After the presentations, everyone met with the press to explain the purposes and expectations of the delegation, and Mr. Zarit addressed the



importance of the tour. This is the first time for small and medium size enterprises have been organized by the US government to pay a visit for such systematic marketing and sales in the Chinese market. In the afternoon, Ma Zhiping, Vice President of the CATIC, introduced their main businesses and contacts for interested delegates. Joe Tymczyszyn, the member of ACP (U.S. - China Aviation Cooperation Program), met with the delegates and shared the experience and suggestions on aviation markets in China. The ACP is funded by the US TDA, a team of American aviation enterprises, for communication and partnerships with Chinese companies. In the evening, the US Commerce Dept. organized a reception where people got to know each other better.

In the morning of October 28, the delegation visited the Airworthiness Certification Dept. of CAAC, meeting with its Director General Zhang Hongying, who introduced the laws and regulations of airworthiness certification in China. For example, China does not currently accept any PMA (Parts Manufacturer Approval) substitute spare parts made by non-Chinese manufacturers. In the afternoon, when the delegation visited AVIC, which happened to be during a key moment of the reorganization of the Large Aircraft Project, Chen Guanjun, Director of the Marketing & International Cooperation Dept., gave a details on their future operations and assignments. The delegates then visited the AMECO nearby the Beijing Capital International Airport, where Andreas Meisel, General Manager, introduced the history of the cooperation between Lufthansa and China, and showed them around the hangar. The delegates prepared for flying to Shanghai with services provided by the VIP Dept. of BCIA, impressed by the luxury VIP lounges.



In the morning of October 29, when the delegates met with the press in Shanghai, the delegation's Deputy Co-Leader Gwen Lyle gave the briefing on the purpose of the delegation: assistance developing the Chinese market. The technical seminar was held by the Shanghai Consulate General's Department of Commerce later. Over a hundred attendees from the Chinese aviation industry

attended the seminar. There were one-on-one meetings after the lunch. All type of users and agents arranged by the Shanghai Consulate General's Department of Commerce met with different delegates.

In the morning of October 30, the delegation visited Shanghai Aircraft Manufacturing Factory to see the ARJ-21's production process, and went to the hanger to see the final preparation for the test flight. The delegation drove to Suzhou in the afternoon.

In the morning of October 31, the delegates went to the Suzhou Industrial Zone for a briefing and visited a number of aviation related manufacturers there, including Honeywell, Primus, Unison and many others. The delegates ended up with a relaxing and traditional Chinese style weekend in Suzhou.

On Nov. 3 the delegation visited GAMCO in Guangzhou. Thomas Tsiang, General Manger, introduced the operation and showed the huge hangers and the spare parts inventory. In the afternoon, the delegation visited MTU Maintenance Zhuhai and was impressed by the well-organized procedure and the leading plant layout .

On Nov. 4 the delegates gathered for visiting the biyearly largest Zhuhai Airshow. After the opening ceremony, there was a flight show, followed by an exhibition of the Chinese Air Force's newest fighters and the A380 from France flying through blue sky. Three exhibition halls received thousands of visits from all over the world. They spent the day visiting the booths one by one. In the evening, delegates participated in the "Large Aircraft's Night" dinner hosted by the Commercial Aircraft Corporation of China, Ltd. Vivid performances, a gorgeous venue, fireworks, and beautiful music gave the delegation an elegant ending.

On Nov. 5 the delegates returned home on their own, and the staffs from US Department of Commerce also left the show back to their office. I observed all the officers and working staffs for the US Department of Commerce, and it is my impression that the highest goal for everyone at the US Department of Commerce is serving US manufacturers; throughout their activities here the only standard with which they judged anything is whether it would help manufacturers accomplish their goals. The most impressive scene to me was at the Zhuhai Airshow. Since the booth was organized

a bit differently than before, the delegates could not find the counterparts for meeting easily by themselves. To make sure the meeting was held on time, all the commercial officers from Beijing, Shanghai, Guangzhou, Shenyang and Chengdu accompanied the delegates to find and visit the exhibitors at the booths. I appreciate that the US economy is gifted with human resources, fair opportunities, complete laws, and regulations and forceful implementations of innovative ideas. The spirit of those I witnessed in this delegation, I believe, is what has enabled the US to lead the world economy, which brings some inspiration and reminders to Chinese counterparts as it rises in the world.



## 美国商务部航空航天贸易代表团访华纪实

美国商务部航空航天贸易代表团在11月5日参加了珠海航展后圆满结束了10天的中国访问返回美国。

由美国商务部助理副部长蔡瑞德所领队的航空航天贸易代表团包括了美国10家航空零部件，维修，原材料等供应商所组成。此次活动由担任副团长的美国商务部亚利桑那州出口促进中心主任聂瑞森在美国航空航天产业里招揽组织而成，在中国的所有拜会参观活动由另一位副团长美国大使馆北京商务处一等秘书蓝冠瑛所安排协调完成。所有行程在美国大使馆北京，上海，广州商务官员的通力合作下紧凑而有序的对中国航空主管机构，制造业，维修业等进行了拜会和参观。笔者有幸以代表团顾问的身份参与此次活动全程观察了美国政府对中国的航空市场的兴趣，以及协助中小企业推广中国市场的决心有了深刻的印象。

10月26日晚上美国大使馆公使衔商务参赞白瑞基在代表团下榻的北京希尔顿饭店欢迎团员的到达，并向团员作了有关中国的简报让团员对中国的人文，地理和社会有了初步的认识并期望接下来的行程与活动。27日上午在希尔顿饭店会场举行了中国航空市场简报，笔者对中国航空的发展，结构与商业机会进行了报告，接着由美国联邦航空局代表鲍盼麒介绍了航空相关的认证程序与事宜，最后由美国驻华大使馆商务处出口管制官员瞿建玲说明管制产品的类别，令人兴奋的是所有团员公司的产品销售中国都没有管制的约束。简报后团长率领团员和新闻界见面阐述此行的目的与期望，团长蔡瑞德特别强调此行意义重大，这是第一次美国政府替中小企业在中国市场的份额组织特别的访问团进行有目标有系统的推广和销售。下午拜会了中国航空技术进出口总公司，马志平副总裁向团员介绍了公司的业务与主要主管让有意与该公司建立商务关系

的团员能获得将来可以保持联络的信息。稍后美侨商会的ACP成员在希尔顿饭店会场由项目总监丁州博士介绍下与团员见面分享中国航空市场的经验和建议，ACP (U.S. - China Aviation Cooperation Program) 是美国商务部贸易发展署筹组经费与美国主要航空企业所组成的团队与中国航空对等机构进行航空交流与互动。晚上在美国大使馆商务官员安排的酒会里团员与受邀的中国航空界朋友见面相互认识，为后来的活动热身。

28日一早驱车前往拜会民航局适航审定司由张红鹰司长率杨桢梅处长等相关负责人接待，介绍中国民航适航审定法规法令并阐述了中国目前不接受中国制造商以外的PMA (Parts Manufacturer Approval) 替代零配件的原则。下午代表团前往拜会中国航空工业集团公司，此时正逢该公司因应大飞机项目改组的关头，市场营销与国际合作部陈灌军部长对公司将来的运作和分工进行了详细的解说，让团员有了充分的了解。接下来团员前往拜会参观位于首都机场旁的北京飞机工程维修公司 (AMECO)，该公司总经理Mr. Andreas Meisel向团员介绍了汉莎与中国长久的合作渊源与历史并带领团员参观了机棚内的维修工作。随后团员前往首都机场准备登机前往上海，在首都机场时团员接受了机场要客部的接待，对于机场优质的服务和舒适华丽的要客休息室赞不绝口。

29日上午个团员公司代表与上海地区新闻界进行交流，副团长蓝冠瑛向记者们说明了美国商务部筹组此次访问团的目的，以及美国政府如何协助厂商在中国开拓市场。随后展开由上海总领馆商务处所精心安排的技术说明会，上百张座椅座无虚席，团员公司分别向来自中国航空界各类商家介绍了他们的产品和技术。午餐后展开一对一的商业会谈，经由上海领事馆商务处人员安排的各用户，代理商等络绎不绝按指定时间到达会场与团员公司见面，许多的商务合作与交流就在这紧凑有序的活动巾展开了。

30日早上代表团一行来到上海飞机制造厂参观了ARJ-21的生产制造过程并前往试飞机库观看试飞前的最后准备工作。下午驱车前往苏州。

31日早上到达苏州工业园区听取简报并参观了在园区内从事航空相关的产业Honeywell, Primus和Unison等公司。结束后团员们在苏州渡过了一个悠闲而古意盎然的周末。

11月3日团队到达广州飞机维修工程公司 (GAMCO) 参观, 蒋友威总经理向大家介绍了公司的运行并向团员展示了规模宏伟的机库和零备件仓库。下午继续前往珠海摩天宇航空发动机维修公司参观, 对该公司井然有序的流程和超前的规划设计感到赞叹。

11月4日团员一早兴匆匆的集合准备出发前往参加中国最具规模两年一度的珠海航展, 隆重的开幕式后随即展开飞行表演, 中国空军最新的战斗机和来自法国的空客380先后展翅腾空飞向蓝天, 三个展览馆内人潮汹涌各展台忙碌的接待来自世界各地的访者, 不知不觉一天的时间就在一个接一个展台的参观下结束了。晚间团员们接受了中国商飞公司举办的“大飞机之夜”的晚宴活动, 生动的表演, 壮丽的会场, 加上声光, 焰火和美丽的音乐为此次中国的访问画下了圆满的句点。

11月5日团员们各自按原先定订的计划分别踏上归途, 美国商务部人员也依序撤出会场各自返回工作岗位。笔者在整个行程中看到美国商务部官员和工作人员不论职位高低, 从构思, 准备到执行都是以服务美国厂商为第一要务, 处处以厂商是否完成预期目标为衡量任务成功与否的标准。让我最感动的是在航展会场由于航空工业集团公司的合并, 今年的展出不以各属下公司为单位而以整体公司的方式表现, 这让原先安排好的团员与中国厂商间的会面成了问题, 美国团员无法自行找到已安排好的会面公司。为了能找到对方又不迟到赴会, 经过内部快速的讨论和沟通, 决定全员出动, 来自北京, 上海, 广州, 沈阳和成都各领馆的商务专员每人带一家厂商分头寻找会谈的人员与地点, 这让我深深的感觉到美国经济的强盛除了老天爷给与丰富的土地与资源, 人才的培育与延揽, 公平机会, 完整的法规法令和强有力的执法, 也许这可以给我们带来一些启示和警惕。



# CAAC Updates

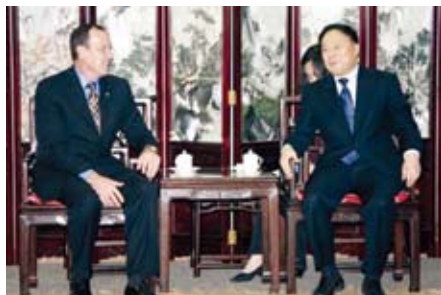


## CAAC Meets FAA to Discuss Further Cooperation

李家祥局长会见美国联邦航空局代局长Sturgell

Minister Li Jia Xiang of the CAAC met with Administrator Robert Sturgell of the Federal Aviation Administration (FAA) on Oct. 17th, 2008. The two reviewed the cooperative relationship between their office with respect to flight standards, airworthiness approval, and air traffic control in civil aviation. Both parties hope to continue and further develop the level of bilateral cooperation in civil aviation for the future.

2008年10月17日，李家祥局长应约会见了美国联邦航空局（FAA）代局长Robert Sturgell。双方回顾了民航飞行标准、适航审定及空中交通管制等方面长期的良好的合作关系，并希望今后继续扩大和深化双方民航领域的全面合作。



## Vice Minister Li Jian Attends ICAO Accident Investigation Meeting

李健副局长出席  
事故调查和预防专业会议

An Accident Investigation and Prevention Divisional Meeting was held by ICAO Oct. 13th through Oct 18th in Montreal. Vice Minister Li Jian led the Chinese delegation to attend the meeting and to meet with the secretary-general.

国际民航组织于10月13日至18日在蒙特利尔举办事故调查和预防专业会议。李健副局长率团出席了会议，并会见了秘书长

## U.S. Meteorology Delegation Visits Air Traffic Management Bureau of CAAC

美国航空气象专家来我局交流

On the invitation of the ATMB, U.S. Federal Aviation Administration (FAA) experts paid a visit to the CAAC Meteorology Center in Beijing during October 20th to 24th, 2008.

The delegation included American meteorology experts, who visited the Beijing regional control center and aeronautical meteorology center of Northeast China ATMB. They discussed aeronautical meteorology operations and product development, as well as the development plans of US NEXTGEN, a business collaboration between the NWS and FAA. The two delegations also discussed the present status of aeronautical meteorology in China.

Over 30 experts attended the symposium, including representatives from all regional ATMB branches. The exchange aimed to set a foundation for cooperation between the two countries' aeronautical meteorology programs and to lead to new training, management techniques, and monitoring systems.

应气象中心邀请，美国联邦航空局（FAA）的航空气象专家于2008年10月20日至2008年10月24日来我局访问交流。

交流期间，美方专家介绍了美国航空气象的组织机构、业务运行、航空气象科研与产品开发以及美国NEXTGEN中航空气象的发展规划及工作，包括美国气象局（NWS）和FAA中航空气象的机构设置；NWS和FAA在航空气象业务上的分工协作；美国航空气象中心的功能及业务流程；NEXTGEN中航空气象的运行概念、技术需求、数据整合，以及如何将航空气象信息加入到空管决策支持系统中去的方法。气象中心的航空气象专家也向美方专家介绍了我国航空气象的现状与发展。

来访的美方专家还参观了运行中心运行监控室、北京区域管制中心和华北空管局气象中心。

来自空管局气象中心、气象处、各地区空管局、空管分局（站）、空司气象中心等单位的30多名专家参加了交流会，并就有关问题进行了充分的讨论。通过此次交流，双方增进了了解，并为今后在新一代空中交通管理系统中航空气象的建设、气象中心的业务体系建设、航空气象科研与培训等方面更进一步的合作打下了良好的基础。

## Huai'an Civil Airport Holds Groundbreaking Ceremony

### 淮安民用机场奠基仪式

The Huai'an Civil Airport in Jiangsu Province held their groundbreaking ceremony October 22nd, 2008. In attendance was Minister Li Jiaxiang of the CAAC, Liang Baohua – Secretary of the Jiangsu Provincial Committee of the CPC, Luo Zhijun – Jiangsu Province Governor, and Xia Xinghua, Director General of the CAAC East Regional Administration.

The new Huai'an Airport facility will be located at the Northeastern part of the city of Huai'an and will feature a 2,400m long runway and apron to accommodate four planes. The new airport is expected to handle 400,000 passengers annually and cost 44.6m RMB. The project is expected to finish in 2010.

The Huai'an Airport will help balance the distribution of civil airport facilities in East China and develop the regional aviation hub and spoke system in the Jiangsu Province. The government hopes the Huai'an airport will also help develop local tourism, and improve the capability of emergency disaster relief and national defense.

江苏淮安民用机场于二十二日举行了隆重的奠基仪式。中国民用航空局局长李家祥、中共江苏省委书记梁保华、省长罗志军、民航华东管理局局长夏兴华等、台湾鸿海集团总裁郭台铭等专程出席奠基仪式。

淮安是中国已故总理周恩来故乡。该机场位于淮安市东北方向的涟水县陈师镇境内，距离淮安市中心二十二公里，是国家“十一五”规划建设的国内支线机场之一。

淮安民用机场为民用支线机场，按照近期满足四十万人次的客流量设计。近期将建设一条二千四米长的跑道和四个机位的站坪，四千平方米的航站楼，以及各类公用配套设施。计划总投资四亿四千六百三十三万元。预计2010年建成通航。

建设淮安民用机场有利于优化华东地区民航机场布局，促进苏北地区支线航空运输的发展；有利于进一步完善淮安市综合交通运输体系；有利于发展地方旅游业、提高抢险救灾和国防战备能力；有利于将淮安市建成为辐射2000万人口的苏北腹地的中心城市，对吸引外资、扩大开放、发挥后发优势、推动外向型经济的跨越式发展具有重要的意义。



## Boeing and CAAC Meet to Discuss PBN Development in China

### 民航局召开中国民航PBN路线图制定项目启动会

Boeing and the CAAC met October 29th-30th to discuss the framework for the PBN (Performance Based Navigation) operational concept developed by ICAO. VP of Government and Legal Affairs for Boeing Dan Mooney and CAAC Deputy Director Li Jian attended the meeting, which was presided over by Jiang Huaiyu, Director of the Flight Standards Department of CAAC.

The PBN navigation application will significantly streamline China's civil aviation sector by increasing security and flight efficiency as well as reducing ground personnel and facilities overhead.

The CAAC has already set up a PBN implementation team coordinated by Vice Minister Jian. Other members of the team include Su Langen (ATMB Director) and Jiang Huaiyu (CAAC Flight Standard Department Director).

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## CAAC Holds De-Icing Conference in Chengdu

### 民航二所“ISO II型飞机除冰防冰液”项目通过民航局科技成果鉴定

The Human Resources and Science & Education Division of the CAAC held the “ISO II Aircraft De-Icing Liquid” conference on October 17th in Chengdu. In attendance was CAAC Deputy Director General Yang Shengjun, who expressed the importance of de-icing technology in a safe aviation industry. Other experts attending the conference included representatives from Sichuan University, the Aircraft Airworthiness Certification Department of SWCAAC, AMECO Beijing, East Air Engineering and Technology Co. Ltd., Beijing Capital International Airport, and Shenyang Airport.

民航局人事科教司在成都组织召开了由民航二所研制的“ISO II型飞机除冰防冰液”课题成果鉴定会，杨胜军副司长到会并做重要指示，对民航二所的除冰液技术在抗击冰雪灾害、保障飞行安全方面所做的贡献表示肯定。

与会专家来自四川大学、民航西南地区管理局适航审定处、民航计量检测中心、北京飞机维修工程公司、东航股份工程技术公司、首都机场、沈阳机场。专家们认真审查鉴定材料，听取了项目组的全面汇报，详细询问了相关技术问题，经认真讨论后一致认为：该项目在关键技术上处于国内领先水平，具有自主知识产权，研制出的FCY-2飞机除冰防冰液满足国际先进标准要求，达到国际先进水平。



(Continued from page 19)

During the meeting, China's PBN team outlined the current status of PBN implementation, and they listened to detailed technical presentations from Boeing specialists. The two sides discussed the overall structure of PBN introduction, as well as the specific cooperation of the two sides in the future.

Dan Mooney said the CAAC has made strides on civil aviation operation and management and that Boeing is likely to expand cooperation and communication with CAAC. Li Jian commented that the PBN program has a solid foundation, and two sides are working close together to assure a bright future for the project.



中国民航PBN路线图项目启动会于2008年10月29日至30日在民航局召开。作为项目合作双方代表，民航局李健副局长和波音公司民用飞机集团政府法律事务Dan Mooney副总裁率领双方项目组参加了会议，飞标司蒋怀宇司长主持会议。

PBN即基于性能的导航 (Performance Based Navigation)，是国际民航组织在整合各国运行实践和运行标准的基础上提出的一种新型运行概念。它的应用和推广将是飞行运行方式的重大变革，对中国民航的飞行运行、机载设备、机场建设、导航设施布局和空域使用产生重大影响，对有效促进行业安全、提高飞行品质和减少地面设施投入具有积极作用。

在此之前，民航局已经成立了以李健副局长为组长、空管局苏兰根局长、飞标司蒋怀宇司长为副组长的PBN实施领导小组，总体负责中国民航PBN实施的决策工作。蒋怀宇司长任PBN实施办公室主任。

在启动会议上，蒋怀宇司长向与会人员介绍了中国民航PBN的实施概况，以及下一步的工作设想；飞标司张建强副司长介绍了PBN路线图的整体框架；波音方面的专家也做了详细的技术介绍。双方就PBN路线图的总体结构、涵盖领域，以及日后的具体项目合作和沟通等问题进行了讨论，达成了诸多共识。

Dan Mooney副总裁表示，中国民航局在航空运行和监管方面取得了很大成就，波音公司希望扩大与中国民航局的合作和交流，巩固和推广之前的合作成果。中国民航组成了强有力的PBN领导小组和办公室，他相信PBN项目的成功实施，将成为未来国际上新技术应用的又一典范。

李健副局长在讲话中谈到，PBN项目合作有了很好的开头，双方的思路非常接近，为下一步制定好PBN路线图打下了良好的基础。中国民航在PBN领域的起步比较早，启动PBN整体路线规划是应对中国民航持续高速发展的需要。

## BCIA Attends the 7th East Asia Airport Alliance

### 首都机场参加第七届东亚机场联盟会议

General Manager Zhang Zhi Zhong of the Capital Airports Holding Company, Vice General Manager Huang Gang and deputy secretary of Beijing Capital International Airport Co., Ltd Li Xiao Mei attended the 7th meeting of the East Asia Airport Alliance (EAAA) on Nov. 7th in Hong Kong.

General Manager Zhang Zhi Zhong gave a speech regarding BCIA's new T3 terminal and preparation works for the Olympic Games. Delegates from Japan, South Korea, Hong Kong and other delegates from 10 different countries and regional airports, introduced their future plans and measures for increasing passengers' needs. All of the attendees also discussed the air transport industry under the global financial crisis and expressed their common desire to strengthen the amount of cooperation and exchange between regional airports.

11月7日，首都机场集团公司张志忠总经理及首都机场股份公司黄刚副总经理、李小明副书记一行参加了在香港举办的第七届东亚机场联盟会议。首都机场集团公司张志忠总经理在会上就首都机场接收T3、备战奥运工作进行了专题演讲。来自日本、韩国、香港等国家和地区的10大机场分别介绍了各机场未来的发展规划以及为满足旅客需求而采取的各项措施。同时，各大机场也通过此次会议就全球金融危机影响下的航空运输业进行了探讨，并表示将共同加强区域机场之间的合作与交流。



## China and Singapore Sign Agreement on Aviation Security Cooperation

### 中国新加坡21日签订航空安全合作谅解备忘录

The CAAC and the Ministry of Transport (MOT) of Singapore signed an agreement on aviation security on Nov. 21st. The new agreement looks to further strengthen the two side's aviation security cooperation.

According to an announcement by the MOT of Singapore, the MOU formalizes bilateral cooperation on aviation security and

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signifies a step forward for both parties to further engage and cooperate with each other on aviation security projects.

Under the MOU, both parties agreed to enhance bilateral cooperation on areas such as aviation security policy, procedures, technology, operations, and training. Regular dialog, joint seminars, forums, and conferences could also be organized to increase the exchange of information and sharing of the best practices on civil aviation security.

Commenting on the MOU, an official of the MOT said, "The Memorandum of Understanding on Aviation Security Cooperation provides both sides with greater opportunities to collaborate on policies, training, technology, and sharing of the best practices. Such cooperation will certainly enhance the level of aviation security and provide a greater level of confidence to all air travelers."

中国民用航空局和新加坡交通部21日签订了一项航空安全合作谅解备忘录，旨在进一步加强两国在航空安全领域的合作。

据新加坡交通部的一份声明，这一谅解备忘录的签订使两国双边航空安全合作正式化，也标志着双方在航空安全项目上的合作向前迈出了一步。

根据谅解备忘录，中新双方同意在诸如航空安全政策、程序、技术及操作与培训等领域加强合作。双方将定期进行对话、研讨会、论坛及会议，以加强双方信息交流。

新加坡交通部官员在签字仪式上表示，这一谅解备忘录的签订为双方在政策、培训及技术等方面的合作提供了更多机遇，必将加强航空安全水准并为所有航空旅客带来更多信心。

## CAAC Signs New MOU with Bangladesh

### 中国与孟加拉举行民航会谈

CAAC Vice Minister, Yang Guoqing met with Syed Mohammad Zobaer from the Ministry of Civil Aviation and Tourism of Bangladesh on November 19th to exchange ideas on improving transportation between the two countries.

The two delegation heads spoke candidly regarding new flight route and increased frequency. At the end of the exchange, the two countries signed an MOU and laid the basis for expanding new flight routes and actively increasing the collaboration of the two countries in the future.

2008年11月19日，杨国庆副局长会见了率团参加中孟民航会谈的孟加拉民航与旅游部常务秘书Syed Mohammad Zobaer 先生一行，就中孟两国航空运输合作发展现状及前景等问题交换了意见。

随后，中孟两国举行民航会谈。中国民航局国际合作司副司长韩钧与孟加拉民航与旅游部常务秘书Syed Mohammad Zobaer 先生分别率各自代表团参加会谈。会谈在坦诚友好的气氛下进行，双方就指定、航线表、运力班次、第五业务权等航空安排达成一致并签署谅解备忘录。该谅解备忘录为中孟两国间拓展新的航线、密切航空联系奠定了法律基础。



## Xinjiang Province to Undergo Intensive Airport Construction

### 新疆迎来机场建设黄金期 将开建5个支线机场

Xinjiang will retrofit and build Yining, Turpan, Kuche, and Shihezi regional airports within next two years, including the three airports that are under construction. Xinjiang is in the golden age of their airport building and in the final two years of the "11th Five-Year Plan" (2006-2010).

Recently, The CAAC agreed to adopt Shihezi Airport and Bole Airport into the "11th Five-Year Plan" earlier than originally planned. There will be 8 airports in Xinjiang in the next two years, including Urumqi International Airport (which is in the third phase of its expansion project), the Kashi airport expansion, and the re-opening of the Hami airport (currently proceeding).

At present, Xinjiang possess 13 general aviation airports (Urumqi, Kashi, Hetian, Yining, A Letai, Ku Erle, Tacheng, A Kesu, Kuche, Qiemo, Kelamayi, Nalati, Kanasi), and a non-op airport (Fuyun). The total number of airports in Xinjiang will reach 17, so Xinjiang will become the province which has the largest number of regional airports in China.

After the completion of these projects, a hub-and-spoke network is to be established in Xinjiang, centered at Urumqi International Airport, connecting regional airports in northern, southern and eastern Xinjiang. Urumqi International Airport will initially serve as the western gateway. It will be an important international air passage for China, connecting to Central Asia, Western Asia, Southern Asia – and connecting Asia to Europe.

明后两年，新疆将改建和新建伊宁、吐鲁番、库车、石河子、博乐5个支线机场，加上正在建设中的3个机场，“十一五”（2006-2010年）后两年，新疆将迎来机场建设黄金期。

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近期，中国民用航空局同意将石河子、博乐两个机场建设项目提前列入国家“十一五”规划实施。加上正在建设中的乌鲁木齐国际机场三期改扩建、喀什机场改扩建和哈密机场复航工程，未来两年新疆在建机场将达到8个。

目前，新疆已拥有通航运营机场13个（乌鲁木齐、喀什、和田、伊宁、阿勒泰、库尔勒、塔城、阿克苏、库车、且末、克拉玛依、那拉提、喀纳斯），停航保管机场1个（富蕴）。预计2010年，新疆各类机场将达到17个，成为中国支线机场最多的省区。

这些项目建成后，新疆将形成一张以乌鲁木齐国际机场为圆心，以北疆、南疆和东疆地区各运营的支线机场为点的圆状航空网络。特别是正在建设中的乌鲁木齐国际机场三期改扩建工程完工后，乌鲁木齐国际机场将初步具备西部门户枢纽机场功能，成为中国面向中亚、西亚、南亚，联结亚欧的重要国际航空通道。



## CAAC Invests More in Building Trunk Line Airports and Western Airports

### 民航局迅速部署扩大内需方案和措施加大西部和干线机场建设投资

After the ten measures of further increasing domestic demand and promoting economic growth endorsed by The State Council, the CAAC arranged to establish a special task force headed by Minister Li Jia Xiang. According to the requirements of the State Council, determined beforehand, investments increasing this year by the CPC Central on civil aviation will focus on support for Kunming, Chongqing, and Nanning, such as the western new or expanded trunk line airports, as well as the Guangxi Hechi, Tengchong in Yunnan, and a number of new and expanded regional airport construction projects for a total investment of 30 billion Yuan.

The CAAC had arranged the program and measures to expand domestic demand, speeding up the project in the early stages and starting a new batch of construction projects. At present, the investment of the civil aviation projects under construction has reached 100 billion Yuan. There are Chengdu, Xian, and Guangzhou which act as hub and trunk line airports. Yan'an, Luliang, and Huaian which are planned as regional airports, is planned to begin next year with 90 billion of the total investment of 200 billion Yuan being spent on this phase of construction.

About 1.5 million tons of steel and 7.5 million tons of cement will be used. There will be an estimated one million jobs derived from the construction of the airports. In 2010, Shanghai Pudong, Chengdu, Wuhan, and Nanjing which are hub and trunk line airports, along with regional airports such as Daochen and Yading are being planned to be constructed with a total investment of a 250 billion Yuan. All of the projects will drive domestic demand and promote the safety and security capabilities of civil aviation's infrastructure.

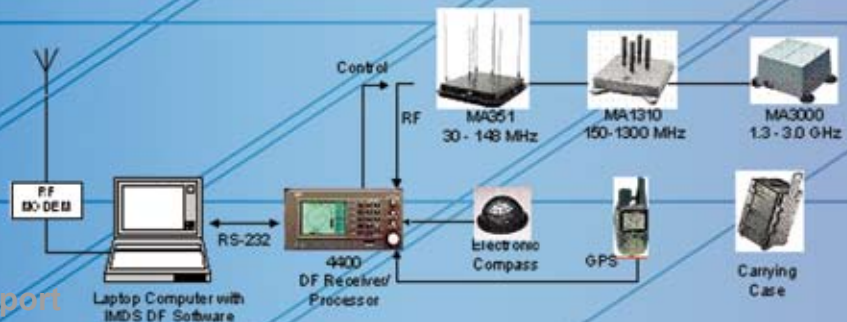
国务院关于进一步扩大内需、促进经济增长的十项措施出台后，民航局迅速部署，成立了以李家祥局长为组长的专项领导小组，按照国务院的要求，初步确定，中央今年对民航增加的投资将重点用于支持昆明、重庆、南宁等西部新建和改扩建干线机场，以及广西河池、云南腾冲等一批新建和改扩建支线机场的建设，项目总投资规模为300亿元。民航局已经组织制定扩大内需的方案和措施，加快规划内项目的前期工作，并启动一批新的建设项目。目前，民航在建项目投资规模为1000亿元。2009年计划新开工成都、西安、广州等枢纽和干线机场工程，及延安、吕梁、淮安等40多个支线机场工程，建设项目投资规模为2000亿元，全年计划完成900亿元，预计需用钢材150万吨、水泥750万吨，可创造约100万个就业岗位。2010年，计划新开工上海浦东、成都、武汉、南京等枢纽和干线机场，及稻城亚丁等20多个支线机场建设，建设项目投资规模将达到2500亿元。这些项目的建设，将对拉动内需、提升民航基础设施的安全保障能力、缓解民航基础设施建设滞后与航空运输快速发展不相适应的状况起到很大作用。



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# Commercial Aviation *News*



## BCIA Announces 4th Runway Plans

首都机场拟开建第四跑道 主要用于飞机降落

Huang Gang, Vice General Manager of Beijing Capital International Airport, announced that BCIA plans to build a fourth runway to increase the passenger output of China's busiest airport. The fourth runway announcement makes BCIA the first facility in China using more than two runways.

Currently, BCIA is set to handle 150-160 million passengers annually, with a runway capacity of 110m. The new runway will increase the efficiency of the airport, which currently faces extended taxi times during peak operation hours. BCIA is planning to construct the fourth runway to the east of the airport, approximately 300 meters. When the fourth runway is completed, it is believed that these capacity issues will be resolved.

首都机场股份公司副经理黄刚表示，机场拟开建第四跑道，新跑道位于机场东侧，全长2800米，属于短跑道，将主要用于飞机降落。

首都机场是中国第一家三座航站楼、双塔台、三条跑道同时运营的机场。航站楼面积达到141万平方米。年设计航班起降60万架次、货邮吞吐量180万吨、旅客吞吐量8200万人次。首都机场股份公司副经理黄刚表示，目前首都机场航站楼高峰小时航班吞吐量为150至160架次，而跑道高峰小时容量仅为110架次，旅客周转效率比较低，致使很多旅客感觉到飞机启动后要在跑道上盘桓一段时间。目前，首都机场正在研究建设第四条跑道，该跑道位于机场东跑道以东300米，设计长度2800米，属于短跑道，将主要用于飞机降落。第四跑道落成后航站楼高峰小时航班吞吐量将与跑道吞吐量持平。

## Guiyang Airport Phase II Construction to Commence

贵阳机场将“扩容” 年旅客吞吐量提2倍

Guiyang Longdongbao International Airport's 3.2b Yuan second phase expansion is about to commence. The construction will double the current passenger throughput to 15.5 million people.

The Guiyang airport expansion project is vital to the Guizhou Province's "11th Five Year Plan". It will establish a new 110,000 sq m terminal capable of handling 220,000 tons of cargo and 150,000 flights annually.

Since completion of the airport in 1997, the passenger throughput at Guiyang Airport has increased by 15% annually, and by the end of 2007, Guiyang Airport's passenger throughput exceeded 4,250,000 passengers, close to the original maximum capacity of 5 million passengers.

投资约32亿元的贵阳龙洞堡国际机场二期扩建工程即将开始。根据规划，贵阳机场将兴建二期航站楼，扩容后年旅客吞吐量将提高2倍多，达到1550万人次。贵阳机场二期扩建工程是贵州省“十一五”期间拟建的重点工程项目。建设目标为到2020年，主要新建航站楼11万平方米，停机坪25.8万平方米以及相关的公用配套设施，达到满足年旅客吞吐量1550万人次、货邮吞吐量22万吨、飞机起降15万架次的需求。贵阳机场自1997年建成投用以来，年旅客吞吐量以年均约15%的速度增加。2007年底贵阳机场年旅客吞吐量突破425万人次，逼近原设计500万人次年旅客吞吐量的上限。



## Shennongjia Airport Construction Project Approved

神农架机场获准立项

The Shennongjia Airport project has been approved by the state council, and preparations have begun for the project.

Shennongjia airport is classified to be a civil 4C airport used for tourism and general aviation. The project is to be constructed and financed by the CAAC, Hubei province government, and Beijing capital international airport. The site for the new airport is in the town of Hongping. The cost of construction is estimated at 788 million Yuan, and once the cost of auxiliary facilities are added together, the total cost of the project will be estimated at one billion Yuan within a 3 year period.

Shennongjia airport will be the fifth airport in the Hubei province.

神农架机场已获准立项。目前，开工准备工作正加紧进行。

神农架机场定位于旅游和通用航空相结合的民用4C级机场，由中国民用航空局、河北省政府和北京首都国际机场集团公司共同投资，机场选址于红坪镇大草坪，建设资金本场投资7.88亿元，加配套工程总投资约10亿元，工期3年。

神农架机场是继武汉天河国际机场、宜昌三峡机场、恩施许家坪机场、襄樊刘集机场之后湖北省第5个民用机场。

## Airport Managers Meet in Beijing for ACI Global Safety Seminar

ACI全球安全研讨会在京开幕

On November 18th, ACI held a global safety seminar at the Kempinski Hotel in Beijing. The event was sponsored by the Capital Airports Holding Company and Beijing Capital International Airport Co, Ltd, as well as the China Civil Airports Association (CCAA). The event is the first international civil aviation seminar hosted in China.

The opening ceremony included a speech from Yang Guoqing (Vice Minister of CAAC), Zhang Zhizhong (General Manager of CAHC), and Angela Gittens (ACI Director General), who outlined the security technology and features of the Beijing Airport.

Over 100 attendees from over 70 airports worldwide attended the two-day meeting to discuss strengthening security during the global financial crisis facing the civil aviation sector. The seminar also discussed topics ranging from safety management systems to runway safety and wild animal risk management.

11月18日，由国际机场协会（ACI）主办、首都机场集团公司承办、首都机场股份公司协办、中国民用机场协会提供支持的国际机场协会（ACI）全球安全研讨会在北京凯宾斯基饭店开幕。这是国际民航业在中国举办的首次全球性研讨会。

在18日上午的开幕典礼上，中国民用航空局副局长杨国庆、首都机场集团公司总经理张志忠、国际机场协会（ACI）总干事安吉拉吉坦斯分别致辞，肯定了首都机场在安全运行管理中的成绩，以及此次安全研讨会在北京召开的重要意义。

来自全球70多家机场的100多名代表和机场安全领域的专家将在为期两天的安全研讨会上，共同商讨如何在金融危机对民航造成冲击背景下加强机场安全管理问题，并就全球安全路线图、安全管理系统、跑道安全、空侧安全操作、科技发展、最近意外和事故分析、野生动物隐患管理、安全与人为因素等多个方面的内容进行交流与探讨。

## Cross-Strait Charter Flight Distribution Programs for Mainland Chinese Airlines Identified

大陆航空公司两岸常态包机分配方案已确定

As a result of the "Cross-Strait Air Transport Agreement" signed Nov. 4th by the Association for Relations across the Taiwan Strait (ARATS) and the Strait Exchange Foundation (SEF), approved airlines offering service between Taiwan and the Mainland has increased from 6 to 9 carriers. Air China, China Eastern, China Southern Airlines, Hainan Airlines, Xiamen Airlines, Shanghai Airlines, Sichuan Airlines, Shandong Airlines, and Shenzhen Airlines have all received clearances to operate across the strait. These 9 airlines will operate 54 scheduled passenger charter flights a week.

On the mainland, there are 16 approved airports for cross-strait transport, including the major hubs Beijing, Shanghai (Pudong), Guangzhou, Xiamen, Nanjing, and Chengdu, as well as the cities of Chongqing, Hangzhou, Dalian, Guilin, Shenzhen, Wuhan, Fuzhou, Qingdao, Changsha, Haikou, Kunming, Xi'an, Shenyang, Tianjin, and Zhengzhou.

Also approved were 3 cargo carriers to provide point-to-point cargo service. China Cargo Airlines, China Southern Airlines and Air China Cargo now have clearance for 10 flights per month into Taiwan.

根据海峡两岸关系协会与台湾海峡交流基金会11月4日在台北签署的《海峡两岸空运协议》，中国民用航空局于11月19日公布大陆航空公司常态包机分配方案。方案如下：

一、执行两岸客运包机的大陆承运人由6家增加为9家，在原执行周末包机的国际、东方、南方、海南、厦门和上海6家航空公司的基础上，增加四川、山东和深圳3家航空公司为两岸包机的指定承运人。二、大陆方面每周执行54班客运常态包机，包括原周末包机分配班次在内，9家航空公司的班次量分别为：国航10班、东航12班、南航10班、海航5班、厦航6班、上航5班，新增的四川、山东和深圳航空公司各2班，共计每周54班。三、大陆新增16个通航地点，客运包机大陆航点在现有北京、上海（浦东）、广州、厦门、南京5个航点的基础上，增加开放成都、重庆、杭州、大连、桂林、深圳、武汉、福州、青岛、长沙、海口、昆明、西安、沈阳、天津、郑州16个航点。四、货运包机3家承运，2点载货，指定中货航、南航和国货航3家航空公司为两岸货运包机承运人，其中，中货航自上海始发，每月飞行10班；南航自广州始发，每月飞行10班；国货航则分别由上海和广州始发，各点每月飞行5班。



## Hefei Relocation Feasibility Report Approved

合肥机场迁建工程可行性研究报告获国家发改委批准

The Hefei Airport relocation feasibility report was approved by the National Development and Reform Commission on Nov. 5th, 2008. The airport's new 4E flight area is designed to accommodate 11 million passengers annually by 2020. The project centerpiece includes of a new 108,500 sq m terminal, a 3,400 m length by 23 m width runway, and supplementary ATC and fuel facilities. The total investment of the project is 4.305 billion Yuan.

国家发改委于2008年11月5日批准了合肥机场迁建工程可行性研究报告。本期工程目标年为2020年，飞行区等级指标为4E，按照满足年旅客吞吐量1100万人次需要设计。主要建设内容：新建一条跑道长3400米、宽45米；建设一条平行滑行道长3400米、宽23米；新建航站楼面积10.85万平方米；建设空管、供油等配套设施。项目总投资43.05亿元。



## Shenyang, Dalian, and Dandong Airports Prepare for 2009 Expansion

沈阳大连丹东三座机场09年将进行改扩建工程

The airport expansion of Shenyang, Dalian, and Dandong will begin in 2009, as an effort by Liaoning province to boost the local economy.

Core projects for 2009, Shenyang Taoxian International Airport will expand its terminal to 100,000 sq m, Dalian Zhoushuizi International Airport will expand its terminal to 70,000 sq m, and Dandong Airport will expand its terminal to 20,000 sq m. Runways will also be expanded. Dalian and Jinzhou Airports will have feasibility studies conducted in order for the projects to commence. Yingkou Regional Airport will be promoted in 2009 as well.

Currently, Shenyang Taoxian International Airport and the Dalian Zhoushuizi International Airport have reached capacity. Shenyang Airport has only one runway, and it cannot meet the demands of its rapid increase of air routes and throughput. According to the previous plan, they are striving to start terminal Phase III, expanding the parking apron, and the second runway of Shenyang Airport by 2010.

作为辽宁省扩大内需加快交通建设的一项重要举措，沈阳、大连、丹东三座机场2009年将进行改扩建工程。

2009年将重点抓好落实沈阳桃仙国际机场10万平方米航站楼、大连周水子国际机场7万平方米航站楼和丹东机场2万平方米航站楼改扩建工程。同时，还将推进朝阳机场跑道延长工程和营口支线机场新建工程，并积极开展大连和锦州新建机场的前期论证工作，争取早日形成建设方案。

目前，沈阳桃仙国际机场和大连周水子国际机场容量已经趋于饱和，沈阳机场只有1条跑道，无法满足航线和吞吐量的快速增加。按照此前规划，沈阳机场力争在2010年左右启动三期航站楼、停机坪和第二条跑道建设



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## Vietnam-China Flight Crews Given New Visa Policy

### 11月起中越机组成员互免签证协议正式生效

Beginning November 1st, 2008, flight crews between China and Vietnam will be able to enter both countries without applying for a visa for 30 days.

Crew captains can now submit a list of official flight crew members at the Exit-Entry Administration of Vietnam and the China Port Authorities, and flight crews will now be able to enter the other country by simply presenting a valid passport. Once the crews enter the other country, they will be able to stay for 30 days before being required to apply for a visa.

The new flight crew visa policy applies to designated airlines outlined in the "Air Service Agreement" between Vietnam and China, signed in March of 1992.

从2008年11月1日起，我国与越南两国航空公司的机组成员互免签证协议正式生效。据悉，协议主要包括了三方面的内容：第一、根据对等原则，越南或中国指定航空公司的机组成员（包括经缔约另一方同意的第三国国籍机组成员），在执行两国间航班任务时，可免办入境对方国家的签证。上述机组成员须出示有效护照或其它代替护照的有效旅行证件，并须提供与其航班相符的机组成员名单。该名单须注明机组成员的姓名、性别、出生日期、国籍、职务、护照或其它代替护照的有效旅行证件号码，并须加盖相应航空公司印章，由机长提交越南口岸出入境管理机关和中国口岸边防检查机关。

第二、入境对方国家后，因航班正常轮换或遇其它不可抗拒因素如患病、技术故障、天气等，上述机组成员无须申办签证可停留30天。如系个人原因继续停留，则须向对方国家主管机关申办相应的签证。

第三、“指定航空公司”系指获准执行两国间航班且符合越南社会主义共和国政府和中华人民共和国政府1992年3月8日签订的《民用航空运输协定》的所有航空公司。“两国间航班”系指指定航空公司所执行的所有航班，包括定期航班、专机、包机、临时增加航班以及其它所有不定期航班。

## Heilongjiang Province Announce Air Traffic Management Plan

### 佳木斯机场合理解决航班与通用飞行空域矛盾

Jiamusi in the Province of Heilongjiang is facing major congestion in the sky. The city currently has three airports fighting for airspace, Jiamusi Airport, Jiaxi General Aviation Airport, and Yichun General Aviation Airport. The Jiaxi General Aviation Airport is the flight base to Longken General Aviation Company, which operates over 40 light aircraft. The Jiamusi government is worried about an overcrowded airspace during spring-summer agricultural operations and spring-autumn forest protection efforts. The increase of general aviation activity has strained local government flight traffic control abilities.

The Jiamusi Airport ATC department has undertaken several measures to address the conflict. The department will first assess the situation and address the principal distinctions between business and general aviation. Second, the ATC of all three airports will enter into an ATC agreement based on a new, more efficient schedule. Finally, the three airports will designate airspace for aircraft to queue up when there are traffic conflicts. Finally, all three ATC centers will utilize the same air-to-land frequency communications, and they will be able to track the movements of the other facilities. By optimizing and incorporating a set of uniform policies, the three airports look to ensure proper growth while maintaining safety in the Jiamusi airspace.

佳木斯机场周边坐拥佳西、伊春两个通用机场。其中，距佳木斯机场以西仅15.8公里处的佳西机场，是拥有40余架轻型飞机的龙垦通用航空公司的飞行基地，每到夏季农化作业和春、秋两季护林飞行时，佳木斯机场的飞行空域就十分拥挤。

佳木斯机场航务管理部门针对机场周边通用飞行量日趋增大、通用飞行作业点分散、飞行方位不易准确掌握的特点，采取多项措施解决航班与通用飞行空域之间的矛盾：一是制定飞行冲突调配预案，明确了航班与通用飞行的避让原则、飞行动态信息通报方式和飞行冲突调配方法；二是三方机场管制室共同签订了管制协议，根据不同时期通用飞行的变化特点，不定期召开协调会议，制定阶段性的飞行保障措施；三是划定飞行避让空域和进近着陆保护区，当通用飞行与航班有冲突时，通用飞行提前进入指定避让空域，确保航班飞行的安全和顺畅；四是三方机场管制室采用同频率陆空通话指挥，彼此监听、相互提醒，改变了以往各自为营、不便协调的不利局面，形成了通力协作、整体联动的飞行保障格局，有效地提高了机场空域的利用率，确保了佳木斯机场空域内的飞行安全有序。





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