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Airbus Sales for August, 2012



August was a rather "busy" month for

Airbus regarding the sales and delivery pace of commercial aircraft. It is indicative that Airbus added new customers for both its A320neo and A350-1000. Additionally, total A320 Family bookings exceeded the (8,600) mark. Finally, Airbus, provided (39) aircrafts to customers the first A330-200F for a new operator of this mid-

sized freighter, along with another A380. The orders for August were led by Philippine Airlines'. The Asian airliner contracted (34) A321ceo (current engine option) and (10) A321neo (new engine option) aircraft, plus (10) A330-300s. The single aisle A321 aircraft are being purchased to enhance the airline's product offerings on domestic and regional routes, as well as to support alliances with its partner airlines. The wide-body A330s will be operated on higher demand regional routes and longer range services to the Middle East and Australia.

Another important agreement for Airbus, during August was signed with the Chinese company ICBC Financial Leasing Co. Ltd. (ICBC Leasing) for a total of (50) A320 Family aircraft, including (30) A320ceo and (20) A320neo. Mr. Li Xiaopeng, Senior Executive Vice President of ICBC and Chairman of ICBC Leasing stated regarding this purchase that: "We decided to order more Airbus A320 Family aircraft, not only A320ceo but also A320neo, to enhance our portfolio in anticipation of increasing demand of the aviation markets in China, Asia Pacific region and the world as well. The order indicates that leasing companies are playing a more important role in the aviation sector".



Finally, Cathay Pacific Hong Kong-based airline ordered (10) A350-1000s, plus a conversion of (16) of its A350-900s into the -1000 version. With the aforementioned orders, Airbus' total net orders so far in 2012 totaled (384) aircrafts.

	Total
Total Orders	11863
Total Deliveries	7406
Aircraft in Operation	6890

Deliveries in August were composed of (32) single-aisle A320 Family jetliners, along with (5) wide-body A330s and (1) A380. They bring overall deliveries in 2012 through August to (364) aircraft, received by (74) customers. One of the most important deliveries was

the delivery of its 1st of (4) A330-200Fs on order to MNG Airlines, Turkey's dedicated freight operator. Today the airline already operates a fleet of (7) A300 cargo aircraft, and will expand its services by moving up to the A330 Freighter.

Currently the worldwide Airbus orders totals (11,863) whereas there are (6,890) aircrafts in operation.

Kyriazis Vasileios,
Epicos Newsletter Head Editor

Boeing: Aircraft Deliveries for August

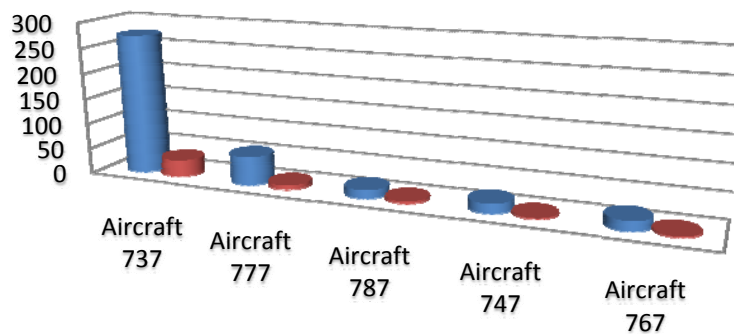


The Boeing Company delivered (48)

airplanes in total during August. The aircraft with the most deliveries for this period was the 737 with (32) deliveries and it was followed by 777 with (8) deliveries. The 787, 747 and 767 aircraft followed with (4), (2) and (2) deliveries respectively. With these deliveries Boeing has reached (380) since the beginning of 2012. The

aircraft with the most deliveries was the 737 with (273) and it was followed by the 777 with (55) deliveries. The 747, 767 and 787 aircraft had (18), (18) and (16) deliveries respectively.

Aircraft Sales



	Aircraft 737	Aircraft 777	Aircraft 787	Aircraft 747	Aircraft 767
■ January-August 2012	273	55	16	18	18
■ August 2012	32	8	4	2	2

Amongst the deliveries Boeing made during the first quarter was that of the Ethiopian Airlines first 787 Dreamliner. Ethiopian Airways has (9) more 787 Dreamliners remaining on order. The airline was the first African airline to operate the 777-200LR, the first to order the Boeing 787 Dreamliner, and the first to order the 777 Freighter. Mr. Tewolde Gebre Mariam, CEO of the Ethiopian Airlines regarding the delivery said: "We are pleased to be the first airline in the world outside Japan to receive this technologically advanced aircraft. We have been waiting for this airplane and now that we officially have it and will show it to the world, I can say with pride, it was worth the wait. This airplane is going to move Ethiopian Airlines to the forefront of aviation leadership around the globe."

Additionally, Boeing delivered to LAN airlines their first 787 Dreamliner. The Latin America airlines became the first to receive this aircraft in the region. Mr. Ignacio Cueto, CEO of LAN Airlines stressed this fact in the speech he gave during the delivery ceremony by saying: "We are delighted to receive this airplane. This is a landmark moment not just for LAN, but for all our passengers in Latin America and other countries the 787 will operate to/from." The

aircraft will begin to fly commercially in the next few months. The first cities to fly are Santiago, Buenos Aires, Lima, Los Angeles, Madrid and Frankfurt.

Kyriazis Vasileios,
Epicos Newsletter Head Editor

Epicos "Industrial Cooperation and Offset Projects"



Epicos "Industrial Cooperation and Offset Projects" provides a unique set of online tools enabling the structure, identification and implementation of comprehensive Offsets programs, through a searchable database. By introducing different offset projects and ideas proposed by local A&D industry it ensures the optimum cost for Prime Contractors and reassures that the priorities of local industry are fully met...

[For Further Information Press Here](#)

Provision of assembly services for components and subassemblies in the Aerospace and Defence industry



A company with significant experience in assembling parts and components for the aeronautical sector is proposing, in the frame of an offset program, the cooperation with prime or lower tier companies either locally or worldwide for the provision of assembly services for parts and assemblies to be used in the Aerospace and Defense (A&D)

industry.

[For Further Information Contact our ICO Department](#)

Mail at: g-menexis@epicos.com

Design, manufacture and testing of custom made components and assemblies for A&D applications



A company specialised in the development, manufacturing and assembly of custom-made machinery and build-to-print components offers its experience and knowledge as a subcontractor in the international Aerospace and Defence Industry for cooperation. The company has been active in this industry sector for many years and has developed a high level of expertise in the fields of metalworking, welding and manufacturing engineering. The company is also able to offer one-stop-shop solutions including project management and

supply chain optimisation and control with an extensive outsourcing network from design engineers to low-cost parts manufacturers. The company can act as a subcontractor for complex parts machining and assembly for all types of aerospace and defence applications.

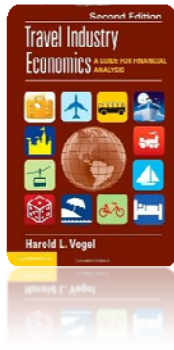
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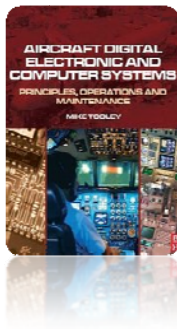


Travel Industry Economics: A Guide for Financial Analysis, by Harold L. Vogel



Each year, people around the world spend well over one trillion dollars on travel and tourism, making this sector the world's largest, with employment of 300 million people, one-tenth of the global workforce. In this book Harold L. Vogel examines the business economics and investment aspects of major industry components that include airlines. The result is a concise, up-to-date reference guide for financial analysts, economists, industry executives, legislators, regulators, and journalists interested in the economics, financing, and marketing of travel-related goods and services. Amongst others, the new edition expands coverage to airport management.

Aircraft Digital Electronic and Computer Systems, Mike Tooley a David Wyatt



Butterworth-Heinemann's Aircraft Engineering Principles and Practice Series provides students, apprentices and practicing aerospace professionals with the definitive resources to advance their aircraft engineering maintenance studies and career. This book provides an introduction to the principles of aircraft digital and electronic systems. It is written for anyone pursuing a career in aircraft maintenance engineering or a related aerospace engineering discipline, and in particular will be suitable for those studying for licensed aircraft maintenance engineer status as part of an EASA or FAR-147 approved course or taking Aerospace Engineering City and Guilds modules, EDEXCEL National Units, EDEXCEL Higher National

Units or a Degree in aircraft engineering.



EADS-BAE launch merger drive to redraw global aerospace map

European aerospace giants EADS and BAE Systems are driving to re-draw the global battlefield for the booming aircraft market, with a tie-up boosting EADS in the US and creating a defence and civil aircraft behemoth.

EADS controls airliner maker Airbus and has interests in defence and space industries.

BAE Systems is focused more in the defence sector and in the United States where both face daily market battles with Boeing and future competition from industries in emerging countries.

EADS was worth 23.15 billion euros and BAE Systems 11.81 billion pounds (14.7 billion euros) before their shares fell sharply in response to merger/takeover talks.

That amounted to joint capitalisation of 37.85 billion euros (\$48.9 billion).

The announcement that they want to marry will have to cross major obstacles, including anxieties on potential job losses in France which is already agonising over huge cuts at auto giant PSA Peugeot and in Spain, where unemployment is the highest in the European Union.

The giants' businesses in the sensitive defence industry and ownership structures -- Britain's stake in BAE and French-German shares in EADS -- could further complicate negotiations.

"It has been problematic for EADS with the French and the German governments so I fail to see how the addition of another government would reduce the complexity," said Guy Anderson, senior analyst at IHS Jane's Defence Industry.

Downgrading its rating for EADS stocks, Citigroup pointed out that "achieving merger synergies for the combined entity could be difficult, particularly given the need to ringfence certain strategically sensitive activities."

The European Aerospace Defense and Space Company emerged from a restructuring and merger of French, German and Spanish aerospace firms in 2000.

The deeper origins of its key business Airbus lay in a complex government structure that took into account French and German national interests, a factor that caused difficulties for British shareholders who once held minority stakes in Airbus through BAE.

BAE sold its 20-percent in Airbus in 2006, citing its ambitions to concentrate on transatlantic strategy as a reason, in contrast to the European manufacturing focus of Airbus.

The BAE divestment was also carried out against the backdrop of with the complexities and national sensitivities around the governance of Airbus.

BAE left at about the time Airbus ran into deep crisis over its A380 jumbo airliner programme. This in turn revealed deep weaknesses in the firm and acknowledgement by management that they had to switch from artisanal to modern management structures.

At that time the European partners were wary of BAE's preference for looking towards the United States, but the tie-up proposal suggests that EADS, anxious to develop in the US and to dilute its dependence on costs in euros, has also adjusted its view.

Today France and Germany have equal interests of 22.35 percent each in EADS, while Spain holds 5.45 percent.

The British government meanwhile has a special share in BAE, born in 1999 through British Aerospace's acquisition of Britain's General Electric company.

This share blocks any foreigner from holding more than 15 percent in BAE, posing a potential hurdle in negotiations.

The two giants said talks were now centred on a possible 60-percent interest for EADS shareholders in the enlarged structure, and the remaining 40 percent for BAE, although there would be a unified board and management structure.

The discussions immediately stoked worries of job cuts in EADS, which has key sites in France, Germany and Spain.

Airbus moved quickly to quell fears, with its chief executive Fabrice Bregier saying that a merger "is not expected to affect Airbus and its employees in daily operations."

He said: "Airbus' organisation, product plans, engineering, manufacturing and strategies for the future should continue as is."

Arnaud Montebourg, the French minister for industrial regeneration who has been highly critical of the effects of globalisation, acknowledged that the government understood the anxieties of employees, but made no other comment.

Berlin was also reticent to talk about the negotiations, with a source for the federal government saying only that the government's support had been sought for the merger and officials were examining all relevant questions.

If the deal goes through however, it could open up the US aerospace market to EADS.

BAE already does about 7.9 billion pounds out of 19.1 billion pounds of its sales in the United States, and EADS chief Tom Enders has spelt out his group's ambition to grow in the vast north American market.

EADS recently took a big step on Boeing's home turf, saying it would open a \$600 million assembly plant in the Alabama which will produce the firm's first US-built plane by 2016.

The move came after it lost a US Air Force decision to award a major aerial refuelling tanker contract to Boeing after a politically charged contest.

Andersen points out that BAE is "far bigger in the US than it is in Europe" as a result, a merger would see EADS "catapulted towards the top of the Department of Defense contractor list."

A clear trigger pushing the two together had been loss of a major contract in India to France's Dassault, a source close to Enders said, with both groups wanting to build a company in which defence and civil businesses would have equal weight.

For Airbus' unionist Francoise Vallin, the merger is "excellent news", with reservations about the effects on jobs.

"EADS was essentially focused on civil, and this allows EADS to reposition itself in a rather strong way on the defence side," she said.

Source: 2012 AFP, Agence France-Presse (AFP)

India's aviation industry and its links with Europe

More than 20 Indian aerospace companies, more than ever before, are taking part in this year's ILA. "They are intensifying their efforts to engage in collaboration with suppliers from Europe, either in the form of project-based partnerships, through joint ventures, company takeovers or links of a technical kind", according to the chief coordinator of the combined Indian stand at the ILA 2012, George Cheriyan. India has a strong aerospace industry which is growing rapidly and is seeking progressive and innovative suppliers. Germany is the most important European trading partner for Indian industry, with an expected volume of trade amounting to 20 billion euros this year. Numerous opportunities in all sectors of the industry are available to German partners in civil and military aircraft projects and in space flight.

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Source: ILA Berlin

Air Asia takes delivery of first A320 with new sharklets

At the end of 2012 Malaysia's Air Asia will be the first airline to operate an Airbus A320 with new fuel-saving sharklets on the end of its wings. This was announced at the ILA by John Leahy, Chief Operating Officer Customers of Airbus, and Zaman Ahmad, Head of Customer Experience and Technology of Air Asia Group, in front of an aircraft equipped to test this new technology. 3,398 orders have been taken for the new A320, 1,459 of which are for the latest version with new engines. Due to high demand, monthly production will be increased from 40 to 42 aircraft by the end of the year, said Leahy. That figure would not be exceeded for the time being as a number of suppliers would then be operating at maximum capacity. Support was being offered to them to enable a future production rate of 44 machines.

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Source: ILA Berlin Air Show

Coast Guard Needs 30 More Ships

MANILA, Philippines—The Philippine Coast Guard needs at least 30 more ships and patrol craft to help secure the country's maritime boundaries, a PCG official said Saturday.

Rear Adm. Rodolfo Isonera, PCG fleet commander, said the Coast Guard needed additional vessels since its existing 15 ships were not enough to patrol the seas covered by the 54 PCG stations or outposts across the country.

"We really need more ships and patrol craft. That's our No. 1 priority," Isonera said in an interview. "Each station should have a ship so that if something happens in its area of jurisdiction, our unit can properly respond."

Isonera said the Coast Guard actually needed 60 ships but could settle with half that number due to the high cost of acquiring new vessels.

At present, the PCG's main work horses are the four 56-meter Tenix (San Juan class) search-and-rescue vessels which were acquired in the early 2000's.

The four are considered the PCG's most modern vessels as they are equipped with decompression chambers and helipads. However, two of these ships are currently under repair.

"If you are a passenger and your ship is about to sail, you'd feel safe seeing that there's a Coast Guard ship ready to respond," Isonera said.

Source: Epicos

Philippines sets aside \$110 mn for airports refit

The Philippines said Thursday it has allotted 4.60 billion pesos (\$110 million) to revamp its main international airport and three others as it looks to boost tourism.

About 1.64 billion pesos will go towards refurbishing the 31-year-old Terminal 1 at the country's main Ninoy Aquino International Airport, which one travel website ranked as the world's worst last year.

The government will "restore its structural integrity and kick-start maintenance activities, which have been deferred for several years", Budget and Management chief Florencio Abad said in a statement.

"Activities supported by this allocation include the immediate repair of the terminal's mechanical, electrical, plumbing and fire protection systems, as well as retrofitting of the overall structure," he said.

Three other domestic airports in the central and southern parts of the country will also get a facelift, he said.

"The release (of the money) will support the improvement or creation of more gateways into the Philippines, given the administration's campaign to cement our position as a prime tourist and investment hub," he said.

President Benigno Aquino told AFP this year that tourism was a crucial sector in his economic agenda.

He said his government was aiming to attract 10 million tourists yearly by 2016, up from four million currently, with each visitor expected to generate one job domestically.

While the country offers some of region's most stunning beaches and tourist spots, visitors have often been turned off by its bad travel facilities.

In October last year, the interactive website "The Guide to Sleeping in Airports" rated Terminal 1 as the world's worst.

The ranking was based on a survey of complaints regarding safety concerns and lack of comfortable seating to rude staff and poor facilities.

After the report came out, embarrassed leaders ordered a general clean up and upgrade of the facility, including a renovation of 16 toilets that visitors had often complained of not having any running water.

Source: Epicos