

PROFLITE AND SYDNEY AVIATION COLLEGE



Welcome to the newsletter for Proflite Australia and Sydney Aviation College. In this special Christmas edition, it's timely to reflect on our magnificent achievements in 2009. A year to be remembered.

From the CEO

It's been tough for the world's economy as we know. In our own industry too, flight training companies have downsized and others simply closed. It's also been a difficult year for international students. So the achievements at Proflite/Sydney Aviation College cannot be underestimated. We thank all our staff, students, suppliers and customers at this time of year and look forward to an even more exciting 2010.



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Merged operations

In May this year, Proflite acquired Sydney Aviation College and in doing so, acquired a small but popular boutique flight school at Sydney's Bankstown airport, known for quality training and customer care. Predominantly catering to the large local flight school market SAC was a valuable acquisition as the company gained valuable talents and skills whilst expanding. The merged operations today, feature shared resources in administration, marketing and some flight operations, fleet supplementation for both organizations, as well as shared knowledge for the improvement of the business overall. The Company is looking to organic growth through 2010; although it will consider further acquisition should the opportunity arise.



Appointment of General Manager

In November 2009, Mr. Simon Mathews was appointed General Manager of both companies. Mr. Mathews will oversee the development and the growth of the business, including the transition from parochial style schools, to that of an internationally branded, customer and outcome-focused organization. Mr. Mathews was formerly a Flight Instructor with Sydney Aviation College and has extensive experience in the aviation industry both as a pilot and in management.



Cowra satellite nears readiness

As part of the Company's strategy, the town of Cowra in central western NSW was selected as a satellite base for flying training and as a base for the company's regional charter business – Secure Air Charter. Cowra boasts over 300 days of sunshine per year, has a well developed community, highly suitable airport with cross runways and two nav aids and room for expansion.

In a five stage program, Cowra will be developed in partnership with the Cowra Shire into a campus accommodating up to 80 students with improved completions and more intensive training for every student. This means better quality training outcomes, sooner.

Stage One of the Cowra operation will commence in January 2010 with resident student numbers steadily increasing throughout the year. As well, some existing students will complete their training there and the Cowra campus will receive a new intake of airline cadets from July 2010.

We are grateful to the Cowra Shire and the wider Lachlan Valley communities for their assistance in securing the site and we are looking forward to making a valuable and sustainable contribution to the community as a successful export industry in the region for the years ahead.



Air Charter takes flight

A viable air service for regional and remote communities has always been important in Australia. However, over the last 15 years there has been a dramatic contraction in airline and charter services. Secure Air Charter, a fully owned subsidiary of the Proflite group seeks will be providing quality charter services from the Cowra base from January 2010.

Coupled with the establishment of Proflite's regional campus for international pilot training at Cowra, the company will establish a regionally based charter operation. "Not only will we offer air charter services to businesses and people of Cowra" said Simon Mathews General Manager, himself an experienced charter pilot, "but we will be offering services to the more distant businesses and communities of West Wyalong, Temora, Parkes, Grenfell, Forbes, Young, Cootamundra, Lake Cargelligo, Condonbolin, Nyngan and Cobar, as well as the numerous stations and properties in the region" he said.



The Company will base charter aircraft at Cowra and provide connections between country centers. "We have already received strong interest from several Lachlan Valley companies wanting to do business in Canberra, Tamworth, the Gold Coast, the Riverina and far western NSW", Mr. Mathews said.

The company will shortly be embarking on an extensive radio advertising campaign throughout the region to ensure that as many businesses and other users as possible, can consider this opportunity.



UNSW trains on new Airbus A320 Simulator

The exciting addition to the company of the Airbus A320 simulator this year, has turned more than a few heads.

The simulator which exactly replicates the flight characteristics, performance and systems of the Airbus A320 was installed at the Company's custom designed facility at Bankstown airport. In November, the new simulator went into fulltime use as students from the University of New South Wales were instructed in multi-crew operations as part of their aviation degree course. "We were delighted to have such a prestige customer for the launch of our Airbus A320 simulator" said CEO of the Profite Group, Mr. Naser Qushair. "The company's investment in this technology is a first for any flight school in Australia. We now provide unique opportunities for our students, with a full flight training regime from ab-initio through to Airbus A320. This reflects the company's commitment to professional airline pilot training in Australia" he said.



But it's not all hard work. The Company will soon be offering exciting and fun flights in the simulator to the general public. Our soon to be launched "Airline Pilot for a Day" will offer visitors the chance to fly the Airbus A320. Details will be out soon when we launch the new A320 simulator's own website.



Maintenance Facility Opens

The Company was recently granted approval by the Civil Aviation Safety Authority to open its new maintenance facility at Bankstown. The new facility will ensure even higher degrees of safety and reliability for the company's growing fleet of aircraft, less downtime and greater dispatch reliability. The new facility which opened on 21 December 2009 is staffed by the company's own licensed and experienced personnel and is a welcome addition. We congratulate Chief Engineer Bill Caldwell and John Russon our Stores Manager, on a great job in the lead up to the opening of this maintenance facility.



New Aviation Theory Centre

Our current Theory centre at Bankstown will be expanding in the New Year to offer publically available courses including BAK, PPL, CPL and IREX. New courses will include Dangerous Goods and Crew Resource Management (CRM). Our theory centre is run by Donn Howe, himself a pilot and flight instructor, with many years experience in international airline operations.



International News

Whilst Bankstown growth and activity has been happening, the company has also been active around the world and had much success. Following a visit in July by the Jordan Aviation Airlines Training Manager, Mr. Maher El Ghouli. The company signed a memorandum of understanding which cleared the way for Proflite graduates to enroll in Jordan Aviation's first-officer program on the B737 and B767.



The Alliance Group was also created, representing the strategic alliance between Proflite Australia, Sydney Aviation College and Omni Airplane Services of Saudi Arabia. Our relationship with Omni Airplane Services is highly valued and means that we have well established and secure links to major and influential aviation hubs throughout the Middle East's growing and vibrant aviation market.



Proflite has already received several expressions of interest from large Middle East airlines for the training of their cadets to meet expected pilot demand.

This year concluded with the announcement of the partnership between His Royal Highness Prince Faisal ben Naser ben Sultan ben Abdel Aziz and the Omni Airplane Services Alliance Group. This partnership further consolidates the Group's access to Saudi and the wider Middle East market and assures strong future growth.



Our year in review :

- **February** : Arrival of the A320 Fixed-base Simulator.
- **May** : Acquisition of Sydney Aviation College and Secure Air Charter
- **May** : New hangar opens at 2 Aviation PI Bankstown Airport
- **June** : fleet expansion up to 22 operating aircraft.
- **July** : visit from Jordan Aviation Airlines training manger
- **August** : Jordan Aviation Airlines and Proflite Australia sign a three year cadetship training agreement to start in 2010.
- **August** : MOU between Proflite Australia and Jordan Aviation allowing Proflite graduates to enrol in Jordan Aviation first officer Program on the B737 and B767.
- **August** : Sydney Aviation College enter into a partnership agreement with Omni Airplane Services of Saudi Arabia.
- **August** : The Alliance Group is established comprising Proflite Australia, Sydney Aviation College and Omni Airplane Saudi Arabia
- **September** : Company takes delivery of a Challenger 604 corporate jet for Omni Airplane Services in Amman Jordan
- **November** : Cowra Airport is approved by CASA as a second base for Proflite.
- **November** : appointment of Simon Mathews as General Manager
- **November** : UNSW commence training on the A320 simulator for their Multi Crew Course.
- **December** : Nomination of Bill Cooper to be CFI of Proflite.
- **December** : New premises added at Hangar 410 Drover Road at Bankstown.
- **December** : Mech Air Australia Pty Limited commences operations as a joint venture maintenance company between partners The Alliance Group and Salma Holdings