

**Best Export Markets
For
U.S. Airport & Ground Support Equipment, 2007**

Best Export Markets for U. S. Airport & Ground Support Equipment was compiled by Jay Sadacca, under the supervision of Maurice Kogon, Director of the El Camino College Center for International Trade Development (CITD) in Hawthorne, California. The report is based largely on 2006 and 2007 Country Commercial Guides (CCGs) prepared by United States Commercial Service (USCS) posts abroad. All CCGs include a standard chapter “Leading Sectors for U.S. Exports.” This report drew from those CCGs which specifically recommended **U.S. Airport & Ground Support Equipment** as a best prospect for U.S. exports.

The entire report is also available as a Word document, in print or electronically, for \$25.00. To order, contact the El Camino College CITD at: 310-973-3173 or mkogon@elcamino.edu.

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Table of Contents

	<u>Page</u>
I. Market Sizes & U.S. Share by Country	3
II. Best Prospect Market Assessments	4-23
▪ Bosnia & Herzegovina	
▪ Brazil	
▪ Bulgaria	
▪ China	
▪ Ethiopia	
▪ India	
▪ Italy	
▪ Maldives	
▪ Mexico	
▪ Morocco	
▪ Nigeria	
▪ Serbia & Montenegro	
▪ South Africa	
▪ Tunisia	
▪ Uruguay	
III. Trade Events	24-26
IV. Available Market Research	26-28

I. Market Sizes & U. S. Share by Country

The Table below provides comparative data on total market, import market, and import from the U.S. for 10 countries considered “best prospects” for U.S. exports of Airport & Ground Support Equipment. The countries are listed in alphabetic order, not in rank order. The data are based on local sources and reflect best estimates of USCS commercial officers each country. Statistical accuracy and comparability to other sources (e.g., “USDOC Bureau of Census”) are affected by a number of factors, including lack of published figures in certain markets, variances in data collection techniques, sources of data, and industry definitions.

Market Sizes for Airports & Ground Support Equipment, by Country
(Values in US\$ Millions)

Country	Total Market			Total Import			Imports from US			U.S. Share
	2003	2005	%	2003	2005	%	2003	2005	%	2005
China*^	N/A	N/A	N/A	194	389	100.5%	33	50	51.5%	12.9%
India	228	255	11.8%	102	120	17.6%	47	60	27.7%	50.0%
Italy* ^	2580	2,770	7.4%	1550	1700	9.7%	720	830	15.3%	48.8%
Malaysia* ^	22	33	50.0%	20	28	-28.6%	15	20	-25.0%	71.4%
Mexico	9,617	12,488	29.9%	9,553	12,624	32.1%	8597	10,944	27.3%	86.7%
Nigeria* ^	400	750	87.5%	400	700	75.0%	200	500	150.0%	71.4%
Serbia/Montenegro*^	5	23	-78.3%	3	20	-0.85	0.5	15	-96.7%	0.75
South Africa* ^	340	367	7.9%	220	283	28.6%	84	124	47.6%	43.8%
Tunisia	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Uruguay	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

2004*

2006^

II. Best-Prospect Market Assessments

Following are overviews of “best prospect” markets for U.S. Airport & Ground Support Equipment, based on observations of USCS posts in each country. The countries appear in alphabetical order. For more detailed market research on U.S. Airport & Ground Support Equipment in these and other specific markets, see relevant Market Research Reports listed in Chapter IV. For general commercial and economic information on individual countries, see the relevant Country Commercial Guides (CCGs).

BOSNIA & HERZEGOVINA (2006)

Overview

The airspace of Bosnia and Herzegovina is of significant importance because of its location in the center of the European Civil Aviation Conference (ECAC) area with major trunk routes passing through it. In July 2004, Bosnia and Herzegovina became the fifth country to ratify the Central European Air Traffic Services (CEATS) agreement, which creates a single air traffic control system for the upper airspace of eight central European nations. Currently, BiH is outsourcing air traffic control services in the flight level 290-410 to the Croatian and Serbian service providers and in the flight level 100-290 to the Croatian service provider. By 2007, the flight level 290-419 should become the responsibility of the newly established regional air traffic services agreement known as Central European Air Traffic Services (CEATS). As for the flight level 100-290, Bosnia and Herzegovina with the help of the Euro control is taking steps to reform its Air Traffic Management (ATM) system with the goal of building a system capable of providing functional and effective air traffic control services, which is not the case presently. With that in mind, the country is negotiating a loan with the European Bank for Reconstruction and Development to fund the creation of a national air traffic control center including the purchase of radar and other navigational equipment.

Bosnia and Herzegovina is landlocked in the heart of the Balkans. That location, along with the country’s poor road and railway network, makes civil aviation transport its fastest and most reliable connection to the outside world. There are four fully functional international airports, although the Sarajevo Airport accounts for more than 90% of the total passenger and cargo traffic.

Best Products/Services

- Equipment for navigation, communications and meteorological services
- Three-dimension maps (WGS 84) and related SID/STAR procedures (Standard Instrument Departure / Standard Terminal Arrival Route)
- Training services, especially for air traffic controllers.

Opportunities

Bosnia and Herzegovina has applied for a loan from the European Bank for Reconstruction and Development (EBRD) for the purchase of air navigation, communication and meteorological equipment, software and training services to support the establishment of a new Air Navigation Services Provider which would take over the control of the

intermediate and lower air space in Bosnia and Herzegovina.

The project has a total estimated cost of Euro 14.4 million for works, goods and consultancy services, proposed to be financed by the EBRD and Bosnia and Herzegovina and will require the procurement of goods, works and services for the following:

- Acquisition of necessary equipment for supporting provision of navigation, communications and meteorological services
- Preparation of specific three-dimension maps (WGS 84) and related SID/STAR procedures (Standard Instrument Departure / Standard Terminal Arrival Route)
- Training services for future BiH Air Navigation Service Provider “BHANSPP”) staff, especially for air traffic controllers
- Construction of Area Control Center, MSSR building with tower and other civil works.

Contracts to be financed with the proceeds of the loan from the EBRD will be subject to the EBRD's Procurement Policies and Rules and will be open to firms from any country. Tendering for goods, works and services is expected to start in 2006.

Resources

- BiH Department of Civil Aviation
Web: <http://www.bhdca.gov.ba/>
- Sarajevo International Airport
Web Site: <http://www.sarajevo-airport.ba/>
- Mostar International Airport
Web Site: <http://www.mostar-airport.ba/>
- Republika Srpska Airport
Web Site: <http://www.banjaluka-airport.com/>
- Tuzla International Airport
Web Site: <http://www.tuzla-airport.ba/>

BRAZIL (2006)

The Importance of INFRAERO

Over 90% of Brazil's airports are managed by state-owned INFRAERO (Empresa Brasileira de Infra-Estrutura Aeroportuária). Historically, Brazil's airport system was comprised primarily of ex-military landing strips. INFRAERO has begun to integrate and improve Brazil's airport system and in 2000 designated a number of important airport modernization projects. These projects offer attractive long-term market prospects for US airport equipment manufacturers.

INFRAERO is responsible for designing, building, operating and managing 66 airports and 81 navigation support stations, all of which have air traffic control, telecommunications services, and flight protection systems and services. INFRAERO is headquartered in Brasília and has seven regional business centers located in Belém, Brasília, Manaus, Porto Alegre, Recife, Rio de Janeiro, and São Paulo.

Brazilian Public Sector Investment

INFRAERO is modernizing airports across Brazil. In the Northeast, airports in Maceio (state of Alagoas), Natal (Rio Grande do Norte) and João Pessoa (Paraíba) are under construction. In the Northwest, Manaus' airport (Amazonas) will be modernized, and in Macapá (Amapá) INFRAERO is building a new airport.

In the South, INFRAERO started the bidding process to construct Florianópolis Airport in Santa Catarina State, and also opened a bid to build a new cargo terminal at Porto Alegre Airport. In the Center West region, Infraero is building a new airport in Goiania with \$122 million in investment.

All airport construction projects are contracted by INFRAERO through public auctions. The winning contractors will then choose subcontractors to participate in the projects. INFRAERO uses its own finance resources to implement airport modernization projects. However, some of INFRAERO's airport projects will be done in conjunction with state governments. In August 2005, the Brazilian Federal Government, announced \$152 million in credit to support modernization projects at Guarulhos and Congonhas airport in Sao Paulo, Vitoria Airport in Espirito Santo, Santos Dumont Airport in Rio de Janeiro, Goiania Airport in Goias, Macapá Airport in Amapá, and Florianopolis Airport in Santa Catarina.

Specifics on Major Projects

São Paulo:

Guarulhos International Airport: the estimated \$500 million project includes construction of a third passenger terminal, extension of aircraft tarmac and equipment purchases. The project holds excellent opportunities for US suppliers of airport security and ground support equipment such as access controls, non-intrusive drug and explosive detectors, metal detectors, mobile boarding bridges, baggage handling equipment, and products and technologies that lessen environmental impact.

Congonhas International Airport: the estimated \$480 million project calls for modernization of the passenger terminal.

Goiania: the estimated \$122 million project includes acquisition of baggage X-rays, air traffic control/radar systems, metal detectors, elevators and passenger bridges.

Espirito Santo: The estimated \$152 million Vitória Airport project converts the airport from national to international. The project includes construction of a new passenger's terminal, control tower, acquisition of passenger bridges, check-in balconies, and construction of an international cargo terminal.

Rio de Janeiro: The Santos Dumont Airport project includes modernization of the passenger terminal and construction of a new cargo terminal. By the end of 2008, the total value of investments will reach approximately \$185 million.

Santa Catarina: The estimated \$54 million Florianópolis international airport project includes construction of a new passenger terminal.

Macapá: INFRAERO developed a partnership with the State of Amapá to build a new airport. The estimated \$39 million project includes acquisition of X-rays, metal detectors, elevators, passenger bridges, and other equipment.

Best Products/Services

- Passenger bridges
- Drug & explosive detectors eq.
- Boarding bridges
- Baggage X-rays
- Baggage handling equipment.
- Air traffic control systems
- Radar systems

US companies primarily compete with Finnish, Spanish, French and German companies. The most competitive firms generally provide the most attractive financing arrangements.

Resources

- USCS Industry Specialist Daniele Andrews: daniele.andrews@mail.doc.gov
- INFRAERO: www.infraero.gov.br
- DAC - Department of Civil Aviation: www.dac.gov.br

BULGARIA (2007)

Overview

The total market for aviation, runway systems and air traffic control equipment and services for a short to medium term period until 2008 is estimated at approximately \$200 million. This market is supplied almost entirely by imports, and is expected to grow over the next two years at an average rate of 27%. Growth in this market has been influenced by the ICAO and IATA requirements for sustainable development, quality improvements, safety and security upgrades and compliance with international standards.

The end user market includes 5 international airports, three of which are still owned by the government and operated as commercial enterprises and two were privatized by means of a 35 year concession (both Black Sea airports, with plans to invest about 500 million Euros. Other end users include the Civil Aviation Administration (CAA), Air Traffic Services Authority (ATSA), the major international air carriers, and services companies licensed to provide ground-handling activities.

The Sofia airport master plan envisages extension of the existing cargo terminal and

construction of a new one. The preliminary terms of reference for the Sofia airport cargo terminal project comprise two phases. The first phase is a feasibility study of the project and construction of a new cargo terminal to handle approximately 25,000 tons of cargo annually. The second phase is completion of the construction of the cargo terminal to increase the capacity with another 25,000 tons annually. The total capacity of the new cargo terminal is estimated at approximately 50,000 tons annually.

In 2006, the Bulgaria-based Balkan Hemus Group (BHG), owner of the regional carriers Hemus Air and Viaggio Air became owner of the national air carrier Bulgaria Air. It declared intentions to invest in the new company over a period of five years Euro 82.1 million. Over the short and medium term, demand is estimated to be highest for airport and air traffic control equipment and related services, for services related to concession of airport activities, to cargo handling outsourcing and management, runway systems improvement, and safety and security equipment.

Resources

- Uliana Kanelli, U.S. Commercial Specialist. Commercial Service, Sofia, Bulgaria
Tel: 359-2-939-5706
Email: uliana.kanelli@mail.doc.gov
<http://www.buyusa.gov/bulgaria>
- Ministry of Transport and Communications --
www.mtc.government.bg

CHINA (2007)

Overview

China is a fast-growing market for air traffic control equipment. A total of \$17 billion in airport construction and expansion will be spent in the next five years. Over the past decade, the General Administration of Civil Aviation of China (CAAC) has spent approximately \$1 billion on air traffic management (ATM) infrastructure improvements. The majority of this equipment will be imported, as locally manufactured ATM equipment is not yet able to match foreign quality.

The CAAC Air Traffic Management Bureau's (ATMB) goal over the next ten years is to improve facilities in the east and mid-west of the country, with plans for a comprehensive data network, new automation-center systems, ground-air voice/data communications, and new radar systems. China also plans to introduce ground-to-air communications and automatic dependent surveillance services for international and polar routes in the west.

Best Products/Services

In their efforts to upgrade current ATM facilities in China, ATMB is focusing on the following sectors that should serve as excellent opportunities for American companies with experience and expertise in airborne and ground support equipment:

- Establish VHF communication, navigation, and secondary surveillance radar systems. ATMB plans to install about 40 radar systems from Beijing to Guangzhou, its busiest route, and another 170 units of VHF VOR/DME systems along air routes and at airports. Upgrade and automate control centers to establish radar control in Eastern and Central China. Improve ground-air communication

facilities and Automatic Dependent Surveillance (ADS) of international and polar routes in Western China to increase ATM communication and control capacity in this area.

- Establish a civil aviation ATM comprehensive data communication network and comprehensive information system to meet increased demand from airlines.

Opportunities

In the next 10 years, China will see strong growth in its number of flights, airports, and air routes. This surging demand plus close cooperation with the Federal Aviation Administration (FAA) will greatly boost required investment in China's ATM system and provide numerous opportunities for U.S. ATM exporters.

In recent years China's air traffic volume has increased between 8-10% annually and the CAAC expects it to grow 11% per year over the next ten years. In 2005, there were 2.3 million total flights, an increase of 55% over a five-year period. At present, landings and take-offs from airports along the Beijing-Guangzhou route account for over 76% of domestic flights. In the future, the country will also face increasing air traffic congestion in central and western China.

To handle this increase, China has invested extensively in its ATM system over the last few years, installing 31 primary radars, 52 secondary radars, more than 1,000 Very-High-Frequency(VHF)

communications systems, over 160 Omni-directional Range and Distance Measurement Systems (VOR/ DME's), and more than 140 Instrument Landing Systems (ILS). Expansion of airport infrastructure will continue with 49 airports slated for construction and another 71 to be upgraded by 2010. It is estimated that the number of airports with scheduled flights will be 260 by 2015.

To manage this growth, CAAC has already begun reorganizing the current airspace structure, reducing the total number of area control centers from 27 to five by 2010. In reorganizing the current structure, CAAC will construct two new regional control centers, while upgrading the remaining three in Beijing, Shanghai, and Guangzhou, which now handle over 70% of China's air traffic. The existing ATC system for the Beijing-Guangzhou route has already been upgraded and preparation work has started on the Beijing-Shanghai and Shanghai-Guangzhou routes to implement radar control procedures.

As China will emphasize flight safety and service quality, the CAAC is working closely with the Federal Aviation Administration (FAA) to ensure the safe handling of increased air traffic during the 2008 Olympics. CAAC also has ongoing initiatives under the China-Boeing Joint Air Traffic Services program, which provides training programs and seminars for CAAC personnel covering a wide spectrum of air traffic issues.

Resources

1. Major Trade Shows:

Shanghai Air Show 2007

2nd Shanghai International Aerospace Technology and Equipment Exhibition

Dates: July 5 – 7, 2007
Venue: Shanghai Exhibition Center, Shanghai, China
Organizer: Shanghai Guangshun Exhibition Service Co., Ltd.
Contact: Shang Chao
Tel: (86-21) 6222-9115
Fax: (86-21) 6222-9112
E-mail: creon.cn@gmail.com; creon-cn@hotmail.com;
Address: Room 1303, #5, Lane 65, Jin Sha Jiang Road, Shanghai, P.R.C. 2000062
Website: www.ate-expo.com

Asian Aerospace

Dates: September 3 – 6, 2007
Venue: AsiaWorld-Expo, Hong Kong
Organizer: Reed Exhibitions, Aerospace & Defense Group
Contacts: Clive Richardson, Senior Vice President or Annie Ma, Vice President
Tel: (852) 2824-0330
Fax: (852) 2824-0246
Email: clive.richardson@reedexpo.com.hk; annie.ma@reedexpo.com.hk;
Address: Unit 3011, 30/F; The Centre; 99 Queen's Road Central; Hong Kong
Website: <http://www.asianaerospace.com/>

Airport and Air Traffic Control Expo China 2007

Dates: September 2007 (TBC)
Venue: China International Exhibition Center, Beijing
Organizer: China Promotion Ltd.
Tel: (852) 2511-7427
Fax: (852) 2511-9692
E-mail: cp@cpexhibition.com
Website: <http://www.cpexhibition.com/aviation/>

Air Show China 2008

Date: TBC (est. late October)
Venue: Zhuhai International Exhibition Center, Zhuhai, China
Organizer: Zhuhai Air show Co., Ltd.
Contact: Michelle Lee, Eric Cheung (from Air Show China 2006)
Tel: (86-756) 337-5291 or 336-9235
Fax: (86-756) 337-6415
E-mail: zharshow@pub.zhuhai.gd.cn
Address: No. 1, 2 Jiuzhou Lane, Xiangzhou District, Zhuhai City 519015, P.R.C.
Website: www.airshow.com.cn

2. Key Chinese Government

Contacts: General Administration of Civil Aviation of China (CAAC)
Tel: (86-10) 6403-0868
Fax: (86-10) 6403-0868
CAAC Air Traffic Management Bureau (ATMB)
Tel: (86-10) 6731-8866 x 2252
Fax: (86-10) 6731-8519
China Aviation Supplies I/E Corporation
Tel: (86-10) 6568-7858
Fax: (86-10) 6568-6902

3. U.S. Commercial Service Contact

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Mr. Val Huston
Val.Huston@mail.doc.gov
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Yang.Liu@mail.doc.gov
<http://www.asianaerospace.com/>

ETHIOPIA (2007)

Overview

A passenger terminal with modern facilities became operational in 2003 and the construction of a new cargo terminal was finalized in May 2006. This new cargo terminal was constructed at a total cost of \$15.3 million. This new and modern terminal has a capacity to handle 104,000 tons of cargo per annum. These terminals need equipment, machinery, and structures related to indoor and outdoor facilities including baggage handling, shopping, cargo storage, transfers, food preparation, and parking. Renovation and construction of several domestic terminals proceeds apace. Navigation and communication devices, fire-fighting and safety equipment, and security equipment are needed for all of these new airports.

Resources

Ethiopian Airlines
www.flyethiopian.com

INDIA (2007)

Overview

The civil aviation sector has witnessed substantial developments in the last couple of years. However, on the crucial issues of privatization, the federal government continues to delay decisions primarily because of political compulsions of coalition politics. So, while the federal government has finally recognized the importance of sector reform, it does not have the legislative muscle to push through such reforms.

The present market size for airport equipment and ground handling services is estimated to be \$230 million. Successful privatization of airport maintenance and ground handling services will lead to \$50 million or more in market growth over the next three years.

Although privatization is a sensitive issue, the government has managed to bring about significant changes in the framework that governs sector investments. For example, the foreign investment limit has been raised from 40% to 49% and NRI (nonresident Indian) investments up to 100% are now allowed in domestic airlines without any government approval. In addition, the international airline sector has recently opened up to Indian private sector airlines.

The Federal Ministry of Civil Aviation is the governing Indian agency for this sector. The 2005-2006 interim budget grants civil aviation \$528 million. The Airports Authority of India (AAI), which governs all Indian airports, is budgeted an additional \$200 million. AAI manages 126 airports, which include 11 international airports, 89 domestic airports and 26 civil enclaves at defense airfields.

In the near future, investment revenue will be used not just for the purchase of aircraft, but will also include the development of airport infrastructure. Among the scheduled projects:

Mumbai airport: Construction of four additional domestic parking bays Construction of a new taxiway parallel to the secondary runway Expansion and upgrade of terminal 1B.

Delhi airport: Construction of a new rapid taxi track, connecting runway 10/28 and P taxi track Modification and expansion of terminal 1B arrival block Provision for a visual docking guidance system.

Chennai airport: Construction of an apron for Bay 35 Extension of the canopy on the city side of Kamraj domestic terminal Creation of aero links for bays 24, 25 and 29.

Kolkata airport: Renovation of Bays 11 and 12 Construction of a new hangar Construction of a cargo apron The AAI also controls the ground-handling sector and provides Air Traffic Management Services for the entire Indian Air Space and adjoining oceanic areas, with ground operations at all airports and 25 other locations to ensure flight safety.

Best Products/Services

The most promising sub-sectors in the airport equipment and ground-handling services continue to be technology-driven communication and ground services. The AAI has an annual budget of approximately \$60

million for procurement of equipment that are dependent on foreign technology.

As part of the ongoing modernization and expansion of some airports, new state-of-the-art Instrument Landing Systems/ Air Traffic Management (ATM) systems have been installed or upgraded and passenger and cargo terminals have been expanded. In addition, various civil/ aerodrome/ passenger facilitation works have now been completed at the following airports: Delhi, Mumbai, Kolkata, Chennai, Thiruvananthapuram, Bangalore, Jabalpur, Pathankot, Ahmedabad, Calicut, Dibrugarh, Gaggal, Lucknow, Bhavnagar, Porbandar, Nagpur, Imphal, Rajamundry, Amritsar, Agartala, Hyderabad, Varanasi, Kullu, Jaipur, Lilabari, Leh, Srinagar, Rajkot, Madurai, Dimapur and Vishakhapatnam.

Opportunities

The Indian Ministry of Civil Aviation is also addressing other important issues that will result in long-to-medium term opportunities for U.S. companies. These opportunities include decreasing the systematic cost in the sector and determining the appropriate mechanism for providing air services to remote and commercially unviable sectors as part of a comprehensive long-term civil aviation policy. Also, an independent regulatory authority is being planned for the sector. This measure will increase competition, and bring about level-playing field in the sector that has traditionally been dominated by the federal government.

Resources

Ministry of Civil Aviation:

Mr. Praful Patel
Minister of State (Independent charge)
Ministry of Civil Aviation,
Rajiv Gandhi Bhawan,
Safdarjung airport
New Delhi 110003

Telephone: +91-11-24610350
Fax: +91-11-23713344
Email: praful@sansad.nic.in
webdesk@civilav.delhi.nic.in
Web site:
<http://www.civilaviation.nic.in>

Airports Authority of India:

K. Ramalingam Chairman AAI
Rajiv Gandhi Bhawan,
Safdarjung airport
New Delhi 110003
Telephone: +91-11-24632930
Fax: +91-11- 24641088
E-mail: aaichmn@nda.vsnl.net.in
Website: <http://www.airportsindia.org.in>

Director General of Civil Aviation:

Aurbindo Marg,
Opp. Safdarjung Airport,
New Delhi 110 003
Telephone: +91-11-24622495
Fax: +91-11-24629221
E-mail: dri@dgca.delhi.nic.in
Website: <http://dgca.nic.in/sitemap.htm>

ITALY (2007)

Overview

Italy is one of the most important European markets for airport and ground support equipment, with its 30 major and 70 minor airfields, handling 115 million passengers yearly, an air freight cargo activity of nearly 950,000 tons and air transportation movements totaling over 1,700,000 in 2005. Most of this activity was concentrated in the ten largest Italian airports, whose passenger traffic amounted to 88.2 million, split as follows: Rome (Fiumicino and Ciampino), 33,000,000; Milan (Malpensa and Linate), 27,500,000; Venice,

5,900,000; Catania, 5,200,000; Naples, 4,700,000; Bergamo, 4,400,000; Palermo, 3,800,000; Bologna, 3,700,000.

Since the worldwide crisis of September 11, 2001, the whole scenario of air transportation changed as increased concern was placed on security and safety issues and on improvements in support equipment, management and services. Security and safety are today on top of the Italian Government investment list and there has been a concentrated effort to improve safety and security products and services. This is the result of a number of laws and directives issued by various entities as a direct consequence of the terrorist attack

Current changes include:

- The EEC regulation n. 2320 of December 2002, modified by EEC regulation n. 894 of April 2004, issued recommendations in regard to security of airports, aircraft, passengers, hand luggage, cargoes, luggage storage, mail cargo, material and supplies for aircraft cleaning. It also defined the various areas within airport jurisdiction.
- In 2002 The International Civil Aviation Organization (ICAO) defined the objectives of the various member states in regard to passenger, crew members and land personnel safety. ICAO stresses the need for improved international cooperation and research development in the area of airport security. Member states should also develop a national security plan for the civil aviation.
- Law n. 166 of August 2002 allowed the ICAO's recommendations to become part of the Italian legislation.

The market is expected to expand with increased near/medium term investments, both private and public, for airport expansion, upgrading of existing structures

and purchase of ground support equipment and systems. More financing is also expected in the short term in expenditure for security and safety structures and systems. The U.S. industry has a recognized technological leadership in advanced products and quality standards.

U.S. manufacturers, engineering and consulting companies have selected opportunities in the market for those specialized sectors where state of the art technology is most needed.

Best Products/Services

Italian airport authorities are focusing their primary attention where improvements are deemed necessary:

- Anti intrusion systems
- Automated baggage handling systems (BHS)
- Closed circuit video cameras (CCTV)
- Approach surveillance radars
- Sea rescue equipment
- Precision approach path indicators and radars
- X-ray digital systems
- Fire detection and extinguishing equipment
- All the broad range of services related to airport operations.

- For passengers and hand luggage, airports are adopting latest technologies in hand and window metal detectors (HMD and WMD), and Explosive Trace Detection Systems (ETDS).

- For cargo luggage: Primary explosive Detection Systems (PEDT) and Explosive Detection Systems (EDS).

- For mail and parcels check: Multi level systems with Threat Image Projection software.

Opportunities

As a result of directives provided by ENAC, (ENAC is the Italian Civil Aviation Agency of the Ministry of Transportation and can be considered the equivalent of the FAA in the United States), airport authorities have been concentrating their efforts in the development and/or improvement of security and safety systems or passenger aids such as runway extensions, anti-intrusion systems, scanners, metal and explosive detectors, tracking systems and other airport and ground support equipment and emergency systems/services. Several projects of this kind are currently in progress.

Major works are under way at the Milan Malpensa 2000 airport (new terminal area, new hangar, new control tower, connection of airport to public highway); at the Venice Marco Polo airport (upgrading of two runways and of ground support equipment); at the Rome Fiumicino and Ciampino airports (airplane parking facilities, third runway, commercial space); at the Naples Capodichino airport (instrumental landing systems, improvement of taxi ways and runways); and at the Bari Palese airport (new terminal, multi-level parking).

Major tenders are published on the Gazzetta Ufficiale (Official Gazette of Italian Laws, the equivalent of the U.S. Federal Register). Other tenders are generally published on main national newspapers (Sole 24 Ore, Corriere della Sera, La Repubblica). The official Flight Assistance and Control Company, Enav Spa, has decided upon \$1,200 million investments for the period 2004/2006, 79% of which will be devoted to

improving safety levels by re-structuring or re-building control towers, ground control communications, airport refurbishing, last generation radars, communication networks; the remaining will be used for security measures improvement.

Resources

U.S. Commercial Service Contact:

Cristiano Sartorio, Commercial Specialist
 American Embassy Rome
 U.S. Commercial Service, Via V. Veneto 119/a, 00187 Rome.
 Tel: 39 06 46742252;
 E-mail: cristiano.sartorio@mail.doc.gov

Useful websites:

- **Assaeroporti** (Italian Airports Association):
<http://www.assaeroporti.it/>
- **Ministry of Infrastructure and Transportation:**
<http://www.infrastrutturetrasporti.it>
- **Gazzetta Ufficiale:**
www.gazzettaufficiale.it
- **ENAC:** www.enac-italia.it
- **ENAV Spa:** www.enav.it

MALDIVES (2006)

Overview

Male' International Airport Upgrading Project: The Government expects to expand the Male International Airport to cater for the growing tourist needs. Presently a master plan for airport development is underway and will include the Male' International Airport Upgrading requirements as well as the network of air transport.

Regional Airports: The Government has identified six islands strategically spread throughout the atolls for future private airport development. Airport development is encouraged by the development of new resort islands, which will require efficient transport services to and from Male' International Airport.

Resources

Mr. Mohamed Shareef, Director, Planning and Projects Maldives Airports Company Ltd.
Tel: 960 3322814
Fax: 960 3331515
Email: m.shareef@macnet.net
Website: <http://www.airports.com.mv>

MEXICO (2007)

Overview

Mexico has the most developed airport infrastructure in Latin America. Every city of more than 50,000 inhabitants benefits from airport services. The Mexico City airport is the largest in Latin America in terms of number of passengers and operations.

In 1998, the Mexican government started a process to privatize the operation of the national airport system through concessions granted through a public bid process.

Airports to be privatized were grouped into three groups by geographical regions: Pacific region, North region and South region. Some airports continued to be operated by federal or state agencies. As a result, three private groups now operate 44 airports in Mexico and 22 airports are operated by government agencies. Of these airports, 40 are international and 26 operate only domestic flights.

Mexico has also developed an aerospace industry and important international corporations have established plants in 13 Mexican states. Some companies manufacturing or assembling in Mexico are Honeywell Aerospace, Lockheed Martin. Volare Engineering, Bombardier, Tyco Electronics, Horizon Sport Technologies, General Dynamics, Teleflex Aerospace, General Electric, and GKN Aerospace. Industry groups have announced investments totaling about \$379 million in the next few years.

Opportunities

The Mexican airport network will offer huge opportunities for suppliers of all kind of equipment and services for airport planning, building, operating and aviation control. American firms should take more advantage of NAFTA conditions and become more aggressive in this sector. The U.S. Commercial Service in Mexico can provide information on new projects and support introduction of products into this market. In the nineties, the number of passengers doubled and transported freight tripled, hence provoking a chronic saturation of Mexican airports. Facing this rapid increase, the government has decided to restructure the airport network.

The strategy is focused on developing a Metropolitan System of Airports to decentralize the operations of the Mexico City airport, using four peripheral airports: Toluca, Puebla, Cuernavaca and Querétaro. Other airports will

also receive investment to increase capacity and improve cargo and passenger services. At the same time, most Mexican airlines have programs to renovate or increase their fleets. Some important announced investments include:

- The Federal Government will invest \$227 million in 2007 to continue with the expansion of the Mexico City airport.
- Grupo Aeroportuario del Pacifico will invest \$ 110 million to increase infrastructure in the 12 airports operated by the group, including doubling capacity of the facilities in Los Cabos and Puerto Vallarta
- Puebla airport will continue expanding passenger facilities and will start the construction of cargo facilities.
- The airports in Guadalajara and Monterrey will be expanded to include cargo hubs connecting with other domestic and international airports.
- A cargo terminal will be built at the Aguascalientes airport at an estimated cost of \$2 billion.
- Toluca airport will expand facilities for corporate/private aviation and for Express Delivery Services (EDS).
- The EDS firm Estafeta will purchase four new aircraft to increase its fleet.
- Aero Mexico will invest \$600 million to renovate its fleet, bringing their fleet up to 66 aircraft by the end of 2011.

Resources

- Secretariat of Communications and Transport: www.sct.gob.mx
- Aeropuertos y Servicios Auxiliares: www.asa.gob.mx
- Grupo Aeroportuario del Pacífico: www.aeropuertosgap.com.mx
- Grupo Aeroportuario del Centro Norte: www.oma.aero
- Aeropuertos del Sureste: www.asur.com.mx

For more information on the airport and aviation sector in Mexico, please contact:

Alicia Herrera, Senior Commercial Specialist
U.S. Commercial Service, U.S.
Embassy Mexico City
Tel: (011-52-55) 5140-2629
Fax: (011-52-55) 5566-1111
E-mail: alicia.herrera@mail.doc.gov

MOROCCO (2006)

Overview

Morocco has 28 airports of which 16 are international airports. Twenty-two commercial airline companies and fifty charter companies fly regularly to Morocco. The Moroccan national carrier, Royal Air Maroc (RAM), flies to 64 airports in 30 countries. In 2005, airport traffic accounted for 9.15 million passengers, an increase of 19.3% over 2004. Over 54% of all international tourism arrivals transited through airports. The Casablanca airport received 49% of total traffic. The Marrakech airport, which is five times smaller than Casablanca, received 24.1% and 14% transited through Agadir.

The management of Moroccan airports is assigned to the Moroccan Airports Authority (ONDA) a government agency, which is supervised by the Ministry of Equipment Transportation. The latter is dedicated to liberalizing charter activity, concluding more private to government agreements and encouraging the private sector to be more involved in airport

management. The Ministry of Economy, Finance, and Privatization benefited in 2002 from a USTDA grant to conduct feasibility study on Airport Privatization. This will require future investment in ground support infrastructure and security equipment.

Moreover, ONDA received recently from USTDA a grant amounting to \$605,584 to fund technical assistance for the elaboration of an integrated system plan allowing the coordination, the development, the modernization and the expansion of four Moroccan airports.

Best Products/Services

- Air navigation control systems
- Radio communication systems
- Scanning equipment and passenger security devices
- Airports engineering and consulting services

Opportunities

The 2003-2007- development plan, with projected investment of \$373 million includes: the extension of Mohammed V airport through the construction of a new 40,000- 2-reception area, reserved for departures to Europe. This will reinforce its role as a regional hub for connections to Africa, the Americas and the Middle East.

The project will cost \$84 million and will be co-financed by the African Development Bank (AFDB), the Arab Development Fund (FADES) and the National Airport Authority (ONDA). Studies were finalized and implementation started in September 2004. This airport, which should be completed by the end of 2006, will be equipped with a second runway, adequate technology for severe weather condition landings and a 16, 000m² area cargo terminal with a capacity of 80,000 tons and a total investment of \$7 million.

- The extension of the airports of Tangier, Essaouira, Errachidia, Marrakech and Dakhla and Al Hoceima, will require a total investment of \$25 million.
- ONDA will allocate \$94 million for traffic safety and communication projects. It includes installing three S mode secondary radar systems and three approach radar systems as well as extending the V/SAT station networks for satellite communication in order to achieve full radar coverage of Moroccan airspace. In terms of airports safety, \$12.6 million will be reserved for renewing safety equipment at all airports, acquiring new detection equipment, upgrading video surveillance systems and installing an automatic luggage processing system at the Mohamed V airport. Future projects also include the development of a techno-pole in the vicinity of the Mohamed V airport for the zero-pollution industries. To date, a \$100 million investment helped establish 50 companies in different hi-tech industrial sectors. This includes Matis, a joint venture between Royal Air Maroc, Boeing and Labinal, that manufactures harnesses for Boeing aircraft.

Resources

www.onda.ma

NIGERIA (2006)

Overview

The Federal Aviation Authority (under the Federal Government Ministry of Aviation) continues to restructure the aviation industry that is plagued by a drastic reduction in operational aircrafts. Private airlines with U.S.-origin aircrafts in their fleet (mostly Boeing 727s, 737s, and DC9s) cover the lucrative domestic routes thus increasing the U.S. share of the aviation/avionics sector of the economy. Nigeria's Federal Aviation Authority (FAAN) is determined to improve safety at its dozens of airports by installation of navigational aids at several of them. FAAN installed navigational aids at two of its international airports in 2003 (Lagos and Abuja) and plans to purchase and install additional 12 navigation and landing aids within five years for other airports throughout the country. It is expected that ground support equipment at international and domestic airports would be upgraded at some of the domestic airports and U.S.-origin equipment is most preferred by Nigerian importers of aviation/avionics equipment. Aviation sources expect a growth in this sector in the next few years.

Best Products/Services

With the government paying more attention to safety regulations and monitoring the operation of airlines in Nigeria, airline operators are purchasing or wet-leasing U.S. origin used aircraft with attendant supply of parts and services. Grounded planes will need replacement of engines, component parts and navigational equipment from U.S. sources. Some airline operators, in anticipation of increased patronage, are seeking serviceable but reliable aircraft to replenish their fleet and the U.S. aviation market is their first choice. FAAN installed navigational aids at two of its international airports in 2003 (Lagos and Abuja) and

plans to purchase and install additional 12 navigation and landing aids within five years for other airports throughout the country. It is expected that ground support equipment at international and domestic airports would be upgraded at some of the domestic airports and U.S.-origin equipment is most preferred by Nigerian importers of aviation/avionics equipment. Aviation sources expect a growth in this sector in the next few years.

Resources

Joseph Latunji, Commercial Specialist, U.S. Commercial Service, Lagos, Nigeria
Email Joseph.latunji@mail.doc.gov
http://www.nigeria-consulate-ny.org/business/e_transport_sector.htm

SERBIA & MONTENEGRO (2007)

Overview

The aviation industry in Serbia comes under the principal jurisdiction and management of the Civil Aviation Directorate of Serbia (CAD). The major air transport carrier in Serbia is Yugoslav Airlines (JAT), accounting for 98% of passenger traffic.

According to CAD, in 2006 the total airport throughput reached 2.8 million and is expected to increase to over 3.2 million by 2010. The total throughput air cargo is estimated to rise around 15% each year, achieving approximately 60,000 tons in 2010.

Currently there are 15 international air routes operating in Serbia. The country currently operates a network

of five major civil airports. Belgrade Airport “Nikola Tesla” is the largest airport and air-traffic center in the former Yugoslavia. It handles almost 72% of the country’s international passenger traffic.

Serbian government authorities are aiming to transform the country into a regional center. Currently, the upgrade of the transport infrastructure (road, rail, water, air) is a priority. Redevelopment of Serbian civil aviation sector is a high concern, as well. Foreign investment and export opportunities exist in this sector. While the majority of investment involves local construction materials and services, the United States is an important player in importing products ranging from ground support to security equipment.

The primary source of financing this development will come from the national budget, foreign official development assistance loans, and export credits. Procurement in the aviation sector is mainly carried out through open local or international competitive biddings.

Competitive Situation

The major competitive factors for securing contracts in the aviation sector in Serbia are good reputation, competitive pricing and a willingness to build long-term strategic partnership.

Domestic Production

Airport runway systems and air traffic control equipment manufactured in Serbia accounted for only 8% of the total market in 2005. It is estimated that Serbian companies or foreign subsidiaries could meet about 6% to 8% of total demand by manufacturing and/or assembling airport and air traffic equipment locally and by outsourcing to small local private companies some of the related services. None of the Serbian

companies are presently serious competitors to U.S. firms, but they could be considered viable and good partners in providing the accompanying after sale services, in designing, manufacturing and assembling subcomponents.

U.S. Market Position

In 2002 through 2006, the U.S. share of Serbia’s imports of airport equipment and air traffic control equipment was approximately 30%. U.S. firms are expected to increase their exports over the next 2 - 5 years. Thus far, U.S. exports have been primarily radar and navigational equipment, supplied by such firms as Hughes/Raytheon (civil aviation).

Third Country Imports

Over 60% of the airport runway systems and air traffic control equipment imported into Serbia in 2002 to 2006 was imported from third countries. Third country imports are expected to grow over the next two years at an average 20-25% rate.

The largest source of Serbia's imports of airport equipment traditionally comes from Germany, followed by France, the United States and Italy.

Major foreign suppliers include the firms Siemens-Cardion and Thales, which is supplying lightning systems and radio-navigation and communication systems, and Mannesman, which is supplying the passenger and cargo ground transportation equipment. The French company Teleflex is

supplying the flex bands for transportation of passenger and luggage and cargo.

Best Products/Services

Over the short and medium term, demand is estimated to be highest for airport and the air traffic control equipment and related services; for services related to concession of airport activities, to cargo handling outsourcing and management; runway systems improvement, and safety and security equipment.

The following products represent the best prospects for U.S. firms exporting to Serbia:

- Passenger bridges
- Firefighting trucks
- Metal detectors
- Electronic snuffers
- Baggage X-ray inspectors

US airport-equipment firms primarily compete with companies from Israel, Denmark and Italy. Due to the competitive nature of the market and the high cost of capital in Serbia, firms providing the most attractive financing arrangements will generally be the most competitive. Given the fact that most of Serbia's formal bidding procedures are related to tenders, we particularly urge U.S. suppliers to contact us early to find out about timing, strategy, and the level of assistance that we can offer.

In general, foreign companies that win the bids are usually associated with a local firm. In case of international bids, which supply goods and services for specific government projects, successful bidders are required to have local representation. Since, the open period for bidding is often as short as one month; it is advisable to have a partner resident in Serbia who is able to act on tenders as soon as they are announced.

Opportunities

The international airports are the most important users of the airport and air traffic control equipment and related services. Procurements by the newly spun off airport service providers are expected to increase in number as the airport services are increasingly being outsourced. The biggest customer will be Belgrade airport. The second most important users of the airport equipment will be major international air carriers such as DHL, FEDEX, Lufthansa, Austrian, Air France, British Air, Swissair, and Alitalia. Foreign and Serbian air carriers use equipment and services provided by the airports. The airlines' greatest needs are for better and faster passenger and luggage check-in handling, transportation to and from the airport, professional catering services, and safer and faster fuel supply. To meet this need requires new and modern equipment, technology and know-how.

Resources

AIRPORT "NIKOLA TESLA"
BELGRADE
Nebo's Nedeljkovic,
Director General
Fax: (+381 11) 2286-303
E-mail: director-general@beg.aero

Zoran Ilic
Investment and Development
Department Director
Tel: (+381 11) 2286-180
Fax: (+381 11) 2286-120
E-mail: zoran.ilic@beg.aero

Goran Jovicic
Security Department Director
Tel: (+381 11) 2286-430; (+381 11) 605-555 / ext. 27-55
Fax: (+381 11) 2286-429
Email: security@beg.aero

Government contacts:

Ministry of Capital Investment
Of the Republic of Serbia
Mr. Velimir Ilic, Minister
Mr. Milan Mokovic, Assistant Minister
Belgrade, 22-26 Nemanjina St.
Tel: 3616-426; 3616-431
Fax: 3617- 486
cabinet@mki.sr.gov.yu

SOUTH AFRICA (2007)

Overview

The hosting of the 2010 World Cup Soccer event in South Africa, ongoing freight handling upgrades, as well as the burgeoning domestic low-cost carrier market, will act as a major stimulus for airport development in South Africa. Growth in South Africa's air transport sector has been forecast approximately 7% annually for the next six years, resulting in a \$444 million market by 2011.

South Africa has eleven principal airports, including four international hubs and hundreds of smaller regional and private airports. The South African parasitical Airports Company of South Africa (ACSA) owns and operates South Africa's nine main airports, including Johannesburg's OR Tambo International Airport, the air transport hub of Sub-Saharan Africa. ACSA's capital expenditure over the past six years amounted to about \$470 million (R 2.9bn). ACSA is an important multiplier for U.S. companies wishing to gain access to the African airport market.

The South African Government issued financial guarantees for the long-awaited King Shaka International Airport (KSIA)/Dube Trade Port development in 2006. KSIA is due to be operational by early 2010 with a 3.7-kilometer runway, a passenger terminal of 6 million per year, as well as a freight capacity of 55,115 tons per year.

Best Prospects/Services

The best prospects for U.S. airport solutions providers to take advantage of infrastructure upgrades as well as KSIA over the next five years will be:

- Ground Support Equipment,
- Passenger Transport Vehicles,
- Luggage Handling Vehicles and Systems,
- Cargo De-Grouping and Logistics
- Passenger Air Bridges
- Air Traffic Control,
- Instrument Landing Systems
- Safety and Security Systems Integration.

Large U.S. suppliers of technical airport ground support systems are well represented in South Africa, either by means of representatives, agents or distributors. The logical scope for further business developments between U.S. and South African partners lies most especially with smaller and medium sized U.S. companies that have specialized technologies that can be resold from, or incorporated within, South Africa. At a technical level there is high receptivity for U.S. products and technology predicated on the quality those U.S. solutions provide. There is continual demand

for commercial and general aviation solutions from the United States in the following fields:

- Engine Management Systems;
- Precision Tooling; and
- Maintenance, Repair and Overhaul (MRO) Certification.

Opportunities

The continued growth of commercial and general aviation in Southern Africa will see significant investments in equipment and systems at airports. ACSA will be the biggest single user of this equipment. KSIA will be the focus of significant new systems rollout at this new airport project by 2010.

Continuous upgrades of Air Traffic Control (ATC) both in South Africa, as well as in neighboring countries that rely on the capacity of Air Traffic and Navigation Services (ATNS) are ongoing.

Resources

Airport Industry Showcase /Afribuild 2007
Airport Engineering and Building Industry Show

September 15-17, 2007

Venue: Sandton Convention Center

Website: www.afribuild.co.za

Key Contacts

- Airports Company South Africa (ACSA)
- Website: www.airports.co.za
- Air Traffic and Navigation Services (ATNS)
- Website: www.atns.co.za

TUNISIA (2007)

Overview

Tunisair, the state airline, had a majority Boeing fleet for many years but currently operates more European Airbus planes. The

company currently operates 29 planes (18 Airbus and 11 Boeing) and is planning to renew the aging fleet over the next ten years. The company is again performing satisfactorily after a bleak post 9/11 period. A rigorous re-organization was carried out and the financial situation has improved considerably. Staff levels have been cut dramatically and non-core operations spun off as partially private ventures.

In addition to Tunisair, Tunisia has two privately-run airlines, Nouvelair and Karthago, which work largely with European tour operators. There are also two small companies which service offshore and desert petroleum installations.

Opportunities

The contract award to build a new international airport at Enfidha is still pending, 18 months after bids were received. This B-O-T project for Tunisia's seventh international airport, to be located 60 kilometers north of the coastal town of Sousse, was originally due to become operational in 2004. The new airport, costing as estimated 200 million, will have initial annual capacity of 5 million passengers. This will increase to 30 million by 2038. Tunisia's civil aviation authority (OACA - Office de l'Aviation Civile et des Aéroports) is planning a new charter traffic airport adjacent to the capital's Tunis Carthage international airport.

In addition to equipping projects for this new and expanded airport capacity, OACA is also upgrading the national air traffic control

network, radar, navigation equipment, landing equipment, and airport security systems.

Resources

- Tunisian Government (Transport Ministry)
www.ministeres.tn
- Tunisair (state airline)
www.tunisair.com.tn
- Civil Aviation Agency www.oaca.nat.tn
- Investment Promotion Agency (FIPA)
www.investintunisia.com
- Tunisian Industry (government site)
www.tunisieindustrie.nat.tn

Uruguayan Government, the new passenger terminal must be operational by 2008. A Uruguayan architect has completed the design of the new terminal.

URUGUAY (2006)

Infrastructure Projects

There are major infrastructure projects in the pipeline that U.S. exporters of goods and services should follow-up on. For up-dates and more information, please contact montevideo.office.box@mail.doc.gov.

Opportunities

At an auction held on August 27, 2003, Puerta del Sur, a consortium comprised of American International Airports (U.S.), SEA (Italy), and Grupo Eurnekian (Argentina) won a 20-year concession to remodel and operate Montevideo's Carrasco International Airport and build a brand new terminal.

The consortium is now seeking proposals from firms interested in providing a full turnkey operation for the new terminal and/or equipment and supplies. Specifically, it is interested in acquiring such articles as carpeting, passenger lounge seating, luggage belt conveyors, high-tech security equipment, jet ways, billboards, monitors, etc. It is essential that an attractive financing package accompany the proposal. According to the consortium's contract with the

III. Trade Events

Trade events, such as trade shows and trade missions, offer excellent opportunities for face-to-face interaction with foreign buyers and distributors. Of the many U.S. and international events held throughout the year, some are vertical (single industry theme) and some horizontal (many industries represented). The events organized or approved by the U.S. Department of Commerce can be especially useful for first-time or infrequent participants – they require less lead time to register and typically involve more handholding. Major trade events for the Aerospace Industry in 2007-2008 are listed below.

The Trade-Event Scheduling Web sites listed below allow selective searches for upcoming events by industry, location, type and date. They typically provide the event organizer, event descriptions and costs, and people to contact for more information.

To find upcoming events for U.S. Airport & Ground Support Equipment, use industry search terms relating to Aviation, Transportation, or Air Travel.

Schedules for U.S. Government Organized or Sponsored Events

Domestic USDOC Events: http://www.export.gov/comm_svc/us_event_search.html

International USDOC Events: http://www.export.gov/comm_svc/us_event_search.html

Schedules for Commercially Organized Events

Expo 24-7 (<http://www.expo24-7.com/default.asp>)

TSNN (<http://www.tsnn.com/>)

ExpoWorldNet (<http://www.expoworld.net/>)

Exhibition Center - Foreign Trade Online (<http://www.foreign-trade.com/exhibit.htm>)

2007 Paris Air Show

Location/Date: Paris, France 6/18/2007 - 6/24/2007

Website: <http://www.salon-du-bourget.fr>

Contacts: Cara Boulesteix, Paris Commercial Specialist

Phone: [33] (0)1 43 12 22 79 Cara.Boulesteix@mail.doc.gov

Christopher Mente, Toulouse Commercial Specialist

Phone: [33] (0)5 34 41 36 52 Christopher.Mente@mail.doc.gov

Mara Yachnin, Trade Event Programs Senior International Trade Specialist

Phone: 202-482-6238 mara.yachnin@mail.doc.gov

Dubai Air Show

Location/Date: Dubai, UAE November 11-15, 2007

Website: www.fairs-exhibs.com/airshow05/index

Singapore Air Show

Location/Date: Singapore 19th – 24th February 2008

Website: www.singaporeairshow.com

Contact: Mr. Tom Kallman

Kallman Worldwide Inc.

4 North Street, Suite 800, Waldwick,

NJ 07463 - 1842

Tel: + 1 201 251 2600

Fax: +1 201 251 2760

tk@kallman.com

Berlin Air Show

Location/Date: Berlin, Germany May, 27 – June, 1 2008

Website: www.ila-berlin.de

Contact: Mr. Bill Musser

Email: ila2006@exhibitpro.com

Phone: (540) 372-3777

Fax: (540) 372-1414

ILA North America

701 Kenmore Avenue – Suite 220

Fredericksburg, VA 22401-5737

Farnborough International Air show

Location/Date: Farnborough, England 14th – 20th July 2008

Website: www.farnborough.com

Contacts: Farnborough International Ltd

2nd Floor

1 Queen Anne's Gate

London

SW1H 9BT

Tel: +44 (0)20 7976 3330

Fax: +44 (0)20 7976 3349

Japan Aerospace 2008

Location/Date: Yokohama, Japan October 1-5, 2008

Website: www.japanaerospace.jp

Contacts: Society of Japanese Aerospace Companies (SJAC)

To find other upcoming trade events of interest for U.S. Aircraft and Aircraft Parts, check out the on-line Trade Event Directories listed below. For Aerospace related events in particular, use industry search terms such as Aircraft, Aerospace or Avionics.

IV. Available Market Research

The reports listed below provide more detailed information about the market for the U.S. Airport & Ground Support Equipment] in the listed countries, such as demand trends, the competition, business practices, distribution channels, promotional opportunities, and trade barriers. These market research reports are written by resident U.S. commercial staff in each country.

All the reports are accessible on line, at no cost, from <http://www.buyusainfo.net/adsearch.cfm?loadnav=no>, or can be obtained in print or on disk for \$25.00 from:

CENTER FOR INTERNATIONAL TRADE DEVELOPMENT

13430 Hawthorne Blvd, Hawthorne, California 90250 USA

Phone: (310) 973-3173 Fax: (310) 973-3132 Email: mkogon@elcamino.edu

Belgian Aerospace Industry	Belgium	11/07/2006
Security for Airport/Aerospace/Maritime & Port/High Threat Targets	Belgium	09/20/2006
Belgian Defense Procurement Opportunities 2006	Belgium	10/25/2106
Belgian Aerospace Industry	Belgium	11/07/2006
National air traffic control receives emergency investment	Brazil	01/12/2007
INFRAERO opens public tender to purchase Air Navigation Eq.	Brazil	01/18/2007
Brazil: Latin America Defense Market Overview	Brazil	02/22/2007
Brazilian Airport Sector will Receive US\$ 3 billion Investment	Brazil	02/22/2007
Latin America Aero Defense Exhibition - LAAD 2007	Brazil	02/22/2007
Airport Project in Brazil	Brazil	03/06/2006
Brazilian Helicopter Market	Brazil	06/23/2005
Demand for Agricultural Aircraft & Aviation Parts Increases	Brazil	08/11/2004
Aviation Equipment and Services	Bulgaria	02/12/2007
Bulgaria: Aviation Market Brief	Bulgaria	12/27/2005
China Outbound Travel	China	01/03/2007
Aviation Industry Market Brief 2005	China	11/29/2005
Aircraft Parts & Components Market in	China	08/12/2005
Regional Airports	Czech Rep.	08/17/2006
Air Traffic Control Equipment	Egypt	06/04/2006
Beauvais Airport Considers Expansion	France	03/08/2007
Opportunities in the Ground Support Equipment market	Germany	05/22/2006)
Second Airport for Budapest? Tracking the Lachaza Project	Hungary	02/09/2007
Airport Security Equipment	India	03/15/2007
Navigational Equipment for Aircrafts	India	03/08/2007
Multi-role Combat Aircrafts	India	07/26/2006
Air Traffic Control Equipment	India	10/14/2005
Air and Air Parts	India	08/31/2005
Helicopter Service in India	India	03/16/2007
Italy: The Market for Imaging Equipment	Italy	08/30/2006
Italy: Safety and Security Detection Equipment	Italy	06/04/2006
Aeroexpo 2007	Mexico	02/14/2007
The Mexican Top Brass Air Fleet	Mexico	06/21/2005

Airport and Ground Support Equipment 2007	Mexico	02/19/2006
Airport Groups Operating in Mexico	Mexico	09/21/2004
Current Status of Low Cost Airlines in Mexico	Mexico	02/28/2006)
The Structure of the Mexican Defense Department (ARMY)	Mexico	04/26/2006
Defense - Business Opportunities	Mexico	7/6/2004
Security for Airport & Aerospace/Maritime & Port/High Threat Targets	Morocco -	11/13/2006
Used Aircraft In Nigeria	Nigeria	08/30/2005
Construction of New Islamabad International Airport	Pakistan	05/18/2006
Polish Nationwide Airport Development Strategy	Poland	02/02/2007
Renovation of Pulkovo Airport	Russia	01/08/2007
Airport Development in Serbia and Montenegro	Serbia/Montenegro	06/16/2006
Slovak Airport Development and Ground Support Equipment	Slovakia	01/19/2007
Equipment Modernization	Slovakia	03/3/2004
South African Aerospace Capital Expenditure Plans	South Africa	03/03/2006
General Aviation in Southern Africa	South Africa	08/30/2006
South Africa: New Airport for Durban Given Go Ahead	South Africa	08/24/2006
Air Traffic And Navigation Systems For South And Southern Africa	South Africa	10/01/2002
The South African Defense and Aerospace Equipment Market	South Africa	09/30/2004
Airport Development at Switzerland's Major Airports	Switzerland	06/12/2006
Up up and away -- Uruguay begins aircraft construction and assembly	Uruguay	11/30/2006
Construction begins on Uruguay's new international airport	Uruguay	12/04/2006
Construction of New Danang International Airport Terminal	Vietnam	05/22/2006