

SHOW DAILY

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REVIEW & ANALYSIS

- "126" AESA Radar a must for Technology Transfer
- The IAF: A Vision Space & Networking
- Exercise "Southern Strength"
- BrahMos Naval Version Tested Successfully
- IAF's MiG-29s To Be Upgraded by RAC 'MIG'
- Report on: Defexpo 2008 & Singapore Airshow

INTERNATIONAL AEROSPACE

DWC Chairman To Lead Debate



HH Sheikh Ahmed Bin Saeed Al Maktoum, Chairman, Dubai City of Aviation Corporation – Dubai World Central

Leading aviation executives at the Future Airports Congress, to be held alongside the 8th Airport Show 2008 at the Airport Expo Dubai from 2-4 June, 2008, will be briefed on how the world's largest airport is taking shape within Dubai World Central (DWC), the 140 square kilometre urban land development project, to become the world's leading aviation model.

HH Sheikh Ahmed Bin Saeed Al Maktoum, Chairman, Dubai City of Aviation Corporation – Dubai World Central, Government of Dubai, will open the

congress with a keynote address debating the challenges facing the world's future airports.

"Considered a guru of the aviation industry, Sheikh Ahmed's thoughts on how future airports will evolve is key to the entire discussion to follow during the two-day event," said Khalifa Al Zaffin, DWC's Executive Chairman, who is also one of the keynote speakers at the Congress.

"As part of Dubai's US \$ 82 billion investment in aviation infrastructure projects, the DWC-Al Maktoum International Airport within the mammoth

Contd. on page 02

Today's Programme

10.30: Conference Opening Address H.H Sheikh Ahmed Bin Saeed Al Maktoum, President, Dubai Civil Aviation Authority & Chairman, Dubai Airports

10.35: Chairman's Address Inderjit Singh, Senior Vice-President, Dubai Aerospace Enterprise Former Executive Director, Airports Authority of India, Airport Director (Chief Executive), Indira Gandhi International Airport, New Delhi

10.40: Keynote Session: The Future Airports Keynote Speech Paul Griffiths, CEO, Dubai Airports

Keynote Speech Khalifa Al Zaffin, Executive Chairman, Dubai World Central (DWC)

Keynote Speech: Mega Airports-Critical Appraisal and a Way Forward Inderjit Singh, Senior Vice-President, Dubai Aerospace Enterprise

Keynote Speech Andreas Schimm, Director, Economics & Programme

12.00: Q & A Session

12.20: Networking Break

14.00: What are the Environmental Implications of Future Airports? Dr Mark Watson, Senior Advisor, Corporate Environmental Affairs, Society of British Aerospace Companies (SBAC)

14.30: Environmental Management-As a Pillar for Future Airport Operations Dr Peter Marx, Vice-President of Environmental Management, Fraport AG

15.00: Financing of Future Airports

15.20: Airport Infrastructure and Operations Marc Noyelle, Chairman, ADPI

15.40: Networking Break

16.10: Airspace Management for Future Airports Jeff Griffith, Executive Vice-President and Chief Operating Officer Washington Consulting Group Achim Baumann, Regional Manager/Senior Consultant DFS Deutsche Flugsicherung GmbH

16.50: Ground Safety, a Team Approach for Future Airports Craig McBride, Manager Safety Compliance & Training, DNATA Airport Services

17.10: Short-term and Interim Infrastructure for Future Airports, Christian Marius Wegner, Vice-President, Siemens Infrastructure Logistics-Customer Services Jose Arsenio, General Manager, Infrastructure Logistics, Siemens Portugal

17.30: Safety and Security: Future Airports Look Back from the Year 2020 John Pottinger, Vice-President, Aviation Safety, ESR Technology10

18.00: Summarizing and Highlights of the Day

Airport Show in Dubai Reflects Regional Aviation Boom

Dubai's status as a growing international aviation hub will be highlighted at the 8th Edition of the Airport Show 2008. Dubbed the largest airport construction, operations, technology and services exhibition, it is a magnet for exhibitors given the US \$ 68 billion investment expected to be pumped into the aviation industry in the Middle East

With a record line up of more than 600 suppliers from 40 countries, and over 6,000 visitors expected to attend, the show has grown by 12 per cent this year in line with the

ongoing aviation boom across the Middle East, South Asia

and Africa.

Manufacturers and sup-



Khalifa Al Zaffin, Executive Chairman, Dubai World Central (centre), Laith Kubba, Director of Streamline Marketing Group (left) & Louisa Theobald, Group Exhibitions Director, Streamline Marketing Group.

Contd. on page 02

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DWC Chairman To Lead Debate

Contd. from page 02

US \$ 33 billion Dubai World Central is Dubai's key aviation infrastructure development.

"The project will not only impact future airports around the world but also regional economic development, customer service and operations, environment, financing methods, airspace management, safety and security, infrastructure, cargo and air logistics, low cost airports and terminals", Al Zaffin added.

The 'Future Airports' conference will serve as a conver-

gence point for all key aviation officials and partners to discuss and deliberate on issues related to building, managing and sustaining future airports including mega airports, aerotropolis, airport cities like DWC, hubs and low cost terminals.

"Already recognized as one of the world's best examples of urban planning, global investors and major industry players will have a chance to see first-hand what the DWC-AI Maktoum International Airport has to offer to international and regional busi-


nesses," observed Al Zaffin.

Attracting the best within the aviation industry, Airport Show Dubai sets the stage for DWC to exhibit the near-operational project to airport equipment manufacturers, operators, technology and ground support equipment manufacturers, and Air Traffic Management and Control Systems providers. Dubai World Central is a supporter of the Airport Show 2008.

With billions of dollars already invested in the aviation industry across the Middle East,

the region represents one of the fastest growing aviation markets in the world, alongside Africa and the Indian Subcontinent.

"DWC's appeal to both regional and international investors is the promise of an unchallenged transportation hub catering to some two billion people throughout the Middle East, Indian Sub-continent, Africa and the CIS," explained Al Zaffin.

DWC's phase one development is expected to be completed by 2009. 

Show in Dubai to Reflect Aviation Boom

Contd. from page 02

pliers heading for Dubai from around the world have major incentives. According to research conducted by the show's organisers, Streamline Marketing Group, airport projects and expansions across the region are currently valued at more than US\$68 billion, with the Gulf countries accounting for US \$ 43 billion of this projected growth.

The Airport Show is held under the patronage of H.H. Sheikh Ahmed bin Saeed Al Maktoum, President of the Dubai Civil Aviation Authority and Chairman, Dubai Airports. The show has become a well established forum for the selection and pre-qualification of suppliers and contractors for airport developments across the region and this year more than 100 civil aviation authorities and airports will be represented.

Taking place at the Airport Expo Dubai from 2-4 June, this year's show features four specialist conferences, 'Future Airports', 'Air Traffic Control Middle East', 'Aviation Security Middle East' and 'Ground Handling Middle East', giving aviation officials the chance to discuss and debate pertinent

issues affecting the aviation sector such as increasing air traffic and the requirements of future airports.

The inaugural Future Airports Conference, from 2-3 June will include a keynote session on current airport projects across the region, led by Paul Griffiths, CEO, Dubai Airports, Khalifa Al Zaffin, Executive Chairman, Dubai World Central, Inderjit Singh, Senior Vice President, Dubai Aerospace Enterprise and Andreas Schimm, Director, Economics and Programme Development, Airports Council International.

The conference will also address airspace management, financing of future airports and the environmental implications of airport expansion. The Air Traffic Control, Aviation Security and Ground Handling conferences will highlight new trends and technology, and the challenges associated with increasing passenger and cargo traffic.

The growth of the Airport Show and the scale of airport development in the region was highlighted at an official press conference today, addressed by Dubai World Central's

Khalifa Al Zaffin, and Louisa Theobald, Group Exhibitions Director, Streamline Marketing Group.

Major expansion is underway in the Gulf countries and in Jordan, Iraq, India, Sri Lanka and across the African continent.

Heading the list at US\$10 billion is the new Dubai World Central AI Maktoum International Airport – to become the largest airport in the world and handling 120 million passengers annually - followed by the development of Abu Dhabi International Airport at US\$6.8 billion and Qatar's US\$5.5 billion New Doha International Airport.

Other major developments include Saudi Arabia's King Abdul Aziz (Jeddah), Madinah and Tabuk Airports at a total cost of US\$11.3 billion, along with the modernisation of smaller airports in India at US\$4 billion, and further projects worth US\$3.5 billion and \$US2 billion respectively in Libya and Baghdad.

Among the record exhibitor line-up will be UAE-based Bayanat Airports Engineering and Supplies, one of the Gulf

region's leading suppliers and integrators of airport systems, which is forecasting 30 per cent growth and US\$30 million in new business in the Middle East in 2008.

The company is currently working on contracts valued at AED150 million to install specialist airport systems at Dubai International Airport, Abu Dhabi International Airport and the new Doha International Airport in Qatar.

Bayanat Airports is enjoying phenomenal growth on the back of the massive airport development in the UAE and other Gulf countries, and says the Airport Show in Dubai will be a platform for major business gains.

"We are delighted that the Airport Show continues to grow in line with the strong demand for airport suppliers and contractors in this region," said Streamline Marketing Group's Louisa Theobald. "The four specialist conferences on the exhibitor floor will add a new dimension to the show and provide the world's leading airport representatives the opportunity to debate important industry issues." 

New Timings for Queenstown Airport

New Zealand's Queenstown Airport has announced plans to expand its operation to cope with all the tourists wanting to visit the region.

Currently the last planes


arrive and depart late afternoon, but the airport wants to install runway lights so that planes can land right through until midnight.

The later flights have been welcomed by the tourism industry.

But the move will mean increased noise levels for residents living nearby as the airport also wants to expand existing noise boundaries.

It's understood that 22 houses in the area may be affected,

and the airport has promised to talk to home owners about insulation to cut down the noise.

The airport currently has permission to remain open until 10 pm, and the rest will be up for consultation. 



Nagpur International Airport – Work in Progress

The development of the Nagpur International Airport which commenced in 2005 has been steadily progressing. **R.C. Sinha, Vice Chairman & Managing Director, Maharashtra Airport Development Co. (MADC)** plans to accelerate the pace of development as he reveals to the Show Daily during the Airport Show, Dubai in an exclusive face-to-face interview.



R.C. Sinha

EXCERPTS

Please brief us on the importance of the Nagpur International Airport located in the geographical centre of the India?

The geographical location of any infrastructure facility is extremely important and especially significant for any airport. As Nagpur is centrally located and in the geographical heart of India, it has a huge catchment area and a vast hinterland from where passengers and cargoes expected to gravitate towards Nagpur for onward movement. This, in my opinion, is the best synergy for any Airport.

Please update us on what is the state of the project currently?

The location and macro planning of new terminal building, hangars, parallel runway and extension of existing runway from 3,200 x 45 mtrs. to 3,600 x 60 mtrs. has already been prepared. We have already appointed consultants for the designing and specification of the 2nd parallel runway which will be 4,100 mtrs. long and 60 mtrs. wide. Central Cabinet has already in principle decided to hand over the airport

to Joint Venture Company of MADC (Mihin Airport Development Company) and Airports Authority of India (AAI) with shareholding of 51% and 49% respectively. Presently, we are working on the financial structuring of the JVC for Nagpur Airport. Once this is approved by the Secretary to Cabinet, Government of India, the airport will be handed over to the said JVC namely, MIHAN Ltd.

What is the sort of traffic that the airport handles annually and what is the expected increase in the coming years?

Presently, the traffic is about one million passengers annually and it is expected to increase to 18 million passengers annually and 800,000 tonnes of cargo in future.

What are the key drivers that have initiated this boom in traffic?

The main factors which have been the driving force behind this boom in Air traffic growth is the increase in economic growth of the country and predominance of the role of the service sector. The in-

crease in wage structure in the economic growth also leads to people taking air transport instead of other means of transport to save time. In my opinion, the fact that the air transport base was very low as compared to other countries causes the growth to look so phenomenal. We have yet to catch up with developed countries and the lack of Airport facilities is becoming a major constraint.

Currently, there are a handful of operators that fly frequently to Nagpur? What do you think are the reasons for the same and what initiatives are the authorities taking to improve this situation?

Almost all major airlines registered in India use Nagpur Airport, for example Air India, Jet Airways, Jetlite, Simply Deccan, Kingfisher & Indigo which cover almost all the nationally operated airlines. Apart from this, international carriers with foreign destinations from Nagpur such as Air India, Air Arabia and Qatar Airways use Nagpur Airport. In fact the traffic growth in the last financial year has increased by 120% at Nagpur Airport. The responsibility to attract more Airlines into Nagpur rests with AAI.

Since the opening of international operations in 2005, what is your take on the way things have developed since then?

There clearly remains a lot to be done and we have a long way to go. We must be prepared for the long haul.

DGCA is welcoming the idea of any private operators to build airports with the help

of AAI. How do you think this position will impact the scenario of traffic in the country?

The whole scheme of DGCA has not yet been given definitive shape and i do not have all the details. This proposal is still in the initial stages. In my opinion, running the airport and running an Airline are two different sectors and the parties concerned should concentrate on their core strengths.

With cargo operations becoming increasingly important today, what have you planned for the Nagpur Airport considering its location?

Air Cargo is a basic characterized as being of being high value and low volume and perishable goods such as fruits, vegetables, flowers, dairy, meat and poultry will comprise a substantial section of the air cargo. We are trying to link the development of agriculture sector with the airport development which will be supplying these products for export and our objective is at least 100 tonnes of these agricultural and other products should be available everyday for export.

What is the objective of participating at the Airport Show this year?

Our objective of participating in the Airport Show is to explore products and services required for the construction and maintenance of airports that we are developing at Solapur, Shirdi, Jalgaon, Amravati & Pune and apart from the modernization of the Nagpur Airport. This covers the entire gamut of the airport's operation. SHOW DAILY

Airport expansion will Boost Detroit and Southeast Michigan

Detroit Renaissance, a civic organization composed of many of southeast Michigan's most significant companies and universities, supports the adoption of the Wayne County Airport Authority's master plan to meet future anticipated

growth, including the construction of a fifth parallel runway.

Detroit Renaissance is a catalyst, advocate and champion of initiatives that accelerate the economic transformation of Detroit and southeast Michigan. The regional economic growth strategy identi-

fied the development of the land around the airport as one of the six most important ways we could grow our economy.

Called an aerotropolis, the strategy of creating a vibrant business and logistics hub is entirely dependent on the continued growth of the airport.

Development of an aerotropolis would provide significant economic benefit to the region over the long term.

The Wayne County Airport Authority's master plan outlines necessary investments for the future of the region's economy. SHOW DAILY

Nortel: Hyperconnectivity is the 'Mantra of the Future'

Toronto, Canada headquartered Nortel is the undisputed leader in providing communications capabilities that are reflective of and reinforce the company's sophisticated, state-of-the-art, next generation technologies, designed to enforcing efficiency, speed and performance for both service providers and enterprise networks. The company has attained this level of efficiency by simplifying networks and ensuring connectivity of people and the information they seek. The company, with a turnover of USD \$ 10.95 billion in 2007, operates in more than 150 countries around the world.

The Airport Show Daily conducted an exclusive interview with **Hassan Hamadani, Middle East Marketing Manager, Nortel** who spoke expansively about the company's reasons for participating in the exhibition, its highlights at the show and its vision for the future.

What is the objective behind Nortel's participation at the 8th Airport Show 2008 at the Airport Expo Dubai?

This event is an opportunity for Nortel to meet with existing and potential clients such as Dubai World Central, the Emirates Group, the Dubai Civil Aviation Authority and hundreds of other important participating companies. It also provides the platform to interface with future potential clients and top industry professionals from across the globe.

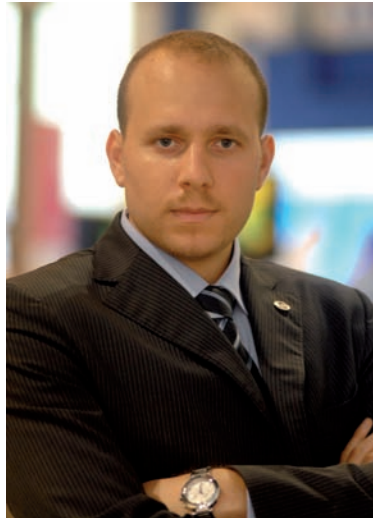
What are the airport projects that Nortel has executed in the region?

Dubai international Airport, Dubai World Central, Jordan's Queen Alia International Airport in Amman, Cairo International Airport and Doha International Airport are some of the airport projects that Nortel has been closely associated with in the Middle East region.

Is the company bidding for any specific projects in UAE or Middle East region?

Yes, we are clearly competing for special projects in the region. This is an ongoing process.

Would you like to elaborate and reveal names of the



Hassan Hamadani
Middle East Marketing Manager,
Nortel

clients?

No, I cannot divulge details at this juncture.

What are the products that the company is offering in relation to airport infrastructure?

Nortel is capable of providing an end-to-end solution for airport's communications requirement, using its portfolio that includes LAN, WAN, WLAN, Security, Management, Telephony (VoIP and TDM), Unified Communications, Contact Centres, as well as related applications - Call recording, Work Force Management, Unified Messaging and much more.

This Portfolio Comprises of the Following:

A high-performance, resilient backbone: delivered on a scalable, non-blocking and resilient core based on DWDM and Ethernet.

A simplified architecture: Our Ethernet-based PBB and PBT solution offered a means of designing a network that's easier to manage and main-

tain, reduces airport's operating expenses and delivers superior functionality over the MPLS alternative.

Lower Total Cost of Ownership:

Through an internal business case analysis, airports that have evaluated Nortel solutions have determined that Nortel's Ethernet solution would allow them to deliver services to their airline customers for 30 percent less cost— increase productivity and raise profits.

Strength in Applications: Nortel Applications Help Make Airports Successful:

- The **Enterprise Voice CS1000 PBX**, an open and flexible platform that provides feature-rich Telephony, including integrating with over services being run at the airport. One example is Radio-over-IP integration.

- Customized airport-specific applications can be built using the **Nortel Application Gateway** to generate revenue by delivering services to IP Telephony end points

- The **ICA Unified Communications** solution increases productivity for airline and airport staff

How do you justify your quality-pricing equation against competitors? What is Nortel's track record with existing customers?

With the Middle-East region experiencing robust growth, there are undoubtedly several opportunities for a company like Nortel in the region.

Nortel has been experiencing an ongoing YOY

(year-on-year) growth in the ME since it was established 25 years ago in the region. Moreover, Nortel has been increasing its market share within the region at a rapid pace that shows our focus, dedication to our customers, and our innovative solutions that spread out across all verticals, as well as our successful push to market with nonstop opportunities in this high driven IT market that seems to keep increasing at least 10% YOY.

With the advanced nature of technology in the communications sector, where do you think the trend is heading in this sphere?

Hyper-connectivity — a phenomenon through which everyone and everything that can benefit from being connected to the network will be connected. A recent issue of the Economist had a special supplement titled "When Everything Connects," re-enforcing this mega-trend and asserting that in the near future wireless "will vanish entirely from view" — be omnipresent, and yet so finely woven into the fabric of our lives that it is invisible.

Nortel's vision capitalizes on Hyper-connectivity to not only impact how work is done through rich collaboration across an increasingly mobile and virtualized organization, but also to redefine how work and business processes are organized and accelerated in a business environment in which real-time everything is demanded by clients, citizens and customers. Mike Zafirovski, Nortel CEO, has predicted that "What the Internet did for information, Hyper-connectivity will do for

communications.”

The challenges of Hyper-connectivity are being addressed by what the industry refers to as unified communications. Unified communications combines presence; real-time communication modes such as IM, telephony, video and application sharing; and near-real-time communications modes like email and Voicemail into a single experience — anytime, anywhere and over any device. Unified communications creates an environment that decouples communications from the location of the user and which device he or she is using, and blends communication services with personal productivity tools like calendaring and


directories.

The implications of Hyper-connectivity go beyond unified communications to an explosion in network-connected devices — in the realms of energy and property management, asset and location tracking, telemetry and enhanced security systems. Fast forward now 15 years, to a time in which, according to a professor at MIT, there will be a trillion devices connected to the network, and most of them will be wireless. Hyperconnectivity will drive massive increases in network scalability and make the enterprise more dependent on its network than ever before. The sheer number of devices on the network, the

growth in multimedia traffic and more real-time application demands will pose a challenge for network IT professionals in a number of ways. For example, meeting real-time reliability, endpoint security, scalable bandwidth and application latency requirements will be critical challenges going forward. Scaling the network by a factor of 10 to 100 cannot be achieved without fundamentally streamlining current networking environments.

What are the other businesses that the company is operating in?

Nortel is a recognized leader in delivering communica-

tions capabilities that make the promise of Business Made Simple a reality for our customers. Our next-generation technologies, intended for both service providers and enterprise networks, support multimedia and business-critical applications. Nortel's technologies are designed to help eliminate today's barriers to efficiency, speed and performance by simplifying networks and connecting people to the information they need, when they need it. Nortel's solutions cover all verticals in all industries and with its ongoing innovative new technologies that are pushed to the market with key partners such as Datapulse, LG, IBM & Microsoft. 



Lalu Samuel
Managing Director, Clipsal ME.

Clipsal Boosts Presence in Aviation Sector

Lalu Samuel, Managing Director, has been instrumental in Clipsal's phenomenal growth in the Middle East. In this exclusive face-off, he dwells on the evolution and progress of the company and the continuing success story.

How significant is the market for Clipsal in the Middle East?

Middle East is a very important market for Clipsal. The region is one of the highest growth market segments for the company.

How has Clipsal evolved over the years in this market?

Clipsal has grown from a marketing operation to a full fledged manufacturing and distribution centre serving 35 countries in the region.

What is Clipsal's market share in the region?

Clipsal is a recognized market leader holding more than 35% of the UAE market share.

What is the scope of Clipsal's corporate activities and scope of operations and what is the percentage of contribution of the aviation sector to the Clipsal turnover?

Aviation sector is a very important sector for Clipsal. The company executed lighting control systems, energy management systems, wiring accessories & installation systems. Clipsal secured substantial business from aviation in all these divisions.

What new products/technology have you introduced recently and what do you plan to highlight for the show?

We have introduced a full-flat technology in switches (ISO Motion Press) which

is a unique and patented technology and for which we also received an IF Design Award.

How would you describe Clipsal's progress in the Middle East?

Clipsal progress in the Middle East is outstanding and growth potential is tremendous. The company currently employs over 500 personnel at different levels in its UAE operation & clearly this market leader is growing multi fold each year. In 2003, Clipsal was acquired by Schneider, a 17.3 Billion Euro Group, the control & automation specialist. 

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Abu Dhabi Among Top Aviation Investors

A recent survey on the region's airport construction and the industry's expansion has placed Abu Dhabi International Airport's US\$6.8bn master plan as one of the largest airport developments by investment among the Gulf countries, Jordan, Iraq, India, Sri Lanka and across the African continent.

The survey, conducted by Streamline Marketing Group and organizers of the Dubai Airport Show, showed that the pattern of regional airport expansion was being fuelled by strong economic growth and the rapid development of Gulf countries' state owned airlines, in particular, Abu Dhabi's Etihad Airways.

The Airport Expo Dubai is set to run from 2 - 4 June 2008 with Abu Dhabi Airports Company (ADAC), the owner-operator of Abu Dhabi and Al Ain International Airports, confirming that it will have a major presence at the show and will be showcasing its latest development plans.

Taking its place alongside 550 other exhibitors from around the world, ADAC will be part of a number of airport developers and aviation authorities from across the Middle East, Africa and South Asia region – each experiencing unprecedented rates of growth.

The projected increase in commercial air traffic and tourism to the region has been a factor in prompting heavy government funding for such infrastructure projects.

Mohammed Al Bulooki, Director of Marketing and Communications, ADAC, commented: "The show is of particular interest to us this year as we plan to use the event to explore and source new technologies, explain our future expansion plans and brief industry suppliers on our procurement policies and how they can do business with us."

"Some of the best airports in the world, with the latest airport technology, systems



Mohammed Al Bulooki, Director of Marketing & Communications, ADAC

and security are being constructed in this region," added Al Bulooki.

"In fact, the Middle East and North Africa [MENA] region will witness the largest growth in aviation industries in the world between 2008 and 2011 – almost 40 per cent more growth than the global average," said Al Bulooki, citing recent research by the International Air Transport Association (IATA).

"Abu Dhabi is set to benefit from the region's aviation growth, due to its strategic position between East and West, and will become one of the most important aviation hubs of the future. The Airport Show, therefore, is a clear platform from which we can initiate contacts with top-level representatives of airports around the world," he added.

To support the Government of Abu Dhabi's tourism, business, investment and overall development drive, the large-scale development program – or "master plan" – has been set in motion to transform Abu Dhabi's airport into a world-class facility.

Addressing both short and long term needs, the master plan will allow the airport to grow up to and beyond 40 million passengers as well as handling over 2.5 million tons of cargo per annum in the future. By the end of 2011, the airport proposes to be able to handle up to 20 million passengers per annum, a six-fold growth compared to its original

design capacity (Terminal 1 only) of 3.5 million.

Later this year, a third terminal capable of handling an additional five million passengers a year will open. Terminal 3 will be for exclusive use of Etihad Airways and is an interim facility that has been developed to meet the UAE national airline's growth until the Midfield Terminal, the centre piece of the airport's redevelopment, comes on stream at the end of 2011.

Dream Infrastructure



Abu Dhabi International Airport

Supporting these developments, a new 4,100m second runway and a new Air Traffic Control Complex (ATCC) will become operational in 2009, along with a new cargo terminal – due for completion in 2010. The master plan also has provision for a four million square metre airport free trade zone and a host of other commercial development projects.

Currently 37 airlines operate from Abu Dhabi International Airport, and with four new airlines having already come on board since the beginning of 2008, growing interest from a range of other airlines eager to capitalize on location of the capital of the UAE is expected.


"The expansion program will enable Abu Dhabi to cater to an anticipated surge in passenger traffic, estimated between 15 and 20 million by 2015," said Al Bulooki.

Passenger traffic grew by 31% at Abu Dhabi Airport in 2007 with 2008 showing no signs of a slow down. First quarter results in 2008 demonstrate a 35 percent increase in passenger traffic over the same period in the previous year.

The rapid growth of passenger traffic has largely been anticipated by many regional aviation hubs, hence the efforts going into the region's airport development; however, there are challenges and while

record oil prices and booming regional economies have enabled Middle East governments to allocate billions of dollars for infrastructure development, Airbus estimates that Middle East and African airlines will require 1,016 new aircraft, worth US\$ 124 billion, over the next 20 years – so investment will need to be steady through economic conditions outside of a boom.

With an expected budget surplus of US\$50 billion and a current account surplus of over US\$100 billion for the six Gulf States alone, spending is set to continue over the medium to long term.

To place the developments in context, economists have estimated that there is currently US\$650 billion worth of active projects in the Gulf, with another US\$650 billion announced but not yet commenced. 



Halifax International Airport Seeks Transit Service

The president of the Halifax International Airport Authority is anxious to get regular transit service to the airport. Although the Halifax Regional Municipality's five-year transit strategy suggests mass transit to and from Halifax Stanfield International Airport be in place by 2010, Tom Ruth would like to see Metro Transit buses at the airport sooner.

Discussions are at an early stage, and costs have not been discussed. He showed a synopsis of airport development and time lines for the new 2,300-vehicle parking garage now under construction and the proposed hotel. The garage is to be completed in early 2009, and the hotel should be finished in 2010.


The new garage is coming at a good time, as airport passenger traffic continues to grow. The airport had record 3.4 million passengers in 2007, and so far this year, overall passenger numbers are up about eight per cent over the same period last year. The U.S. customs pre-clearance facility has seen a 20 per cent growth so far this year.

In its first full year of operation, the success of our U.S. pre-clearance facility exceeded everyone's expectations, surpassing the expected growth.

Ruth attributed the overall increase in passenger numbers to a busy spring, with Easter and March breaks occurring almost simultaneously and the fact both leisure and business travel have remained steady.

Last week, airport officials, representatives of the Halifax Port Authority, the province and other Halifax business leaders held discussions with a small delegation from Memphis, Tennessee on business opportunities between Halifax and the American heartland.

The Memphis officials were interested in the Port of Halifax as a potential gateway for imports and exports, especially with a direct CN rail connection. The airport had a 7.4 per cent increase in cargo in 2007, handling nearly 30,000 metric tons.

The authority and private interests, expect to begin construction this summer on a new common-user cargo facility that will have storage for refrigerated cargo. 

Teething Troubles for Bangalore International Airport


The operator and hundreds of airport users are feeling the ground realities of the new Bangalore airport. It has not been smooth sailing for BIAL after it began operations on May 24. The operator, Bangalore International Airport Ltd, (BIAL), played it down as the teething troubles of a new airport.

If the old HAL airport that closed down on May 24 was notorious for congestion in the air, which added to the flying time, the newly opened airport 40 km away has been dogged by ground-handling hitches; which, too, are causing flight delays.

A common complaint is that flights are getting delayed by

45-60 minutes and refuelling is getting hit; being effected most flights touch Bangalore and ground delays here cascade down to affect the rest of the schedules.

Passengers complained of lack of co-ordination among services post or pre-flight; lack of information on flight arrivals and departures at the airport, apart from a long walk to the taxi/bus bays when they finally got out.

According to a BIAL, however, even as early as in the first 18 hours, the start-up team has reported that operations have been satisfactory in comparison with other such transitions in other countries. 

Beijing's New Airport Terminal Dazzles the World

Big airports are becoming cities in themselves, and Beijing airport's two-month-old terminal 3, is no different.

Terminal 3 -- actually a main building and two close-by satellite structures -- is nearly two miles long, covers 14 million square feet, houses 64 restaurants and 90 retail shops, and cost \$3.8 billion to construct. It is twice the size of the Pentagon, and could hold all the terminals of London Heathrow Airport (including Heathrow's beautiful but trouble-plagued new terminal 5) put together.

In contrast with Heathrow, Beijing's new terminal opened without drama. The building had a soft opening on Feb. 29, adding more carriers at the end of March. Today, just ahead of the crush of visitors expected for the Summer Olympics, Beijing airport seems to be ready, structurally and psychologically.


On the front of the immigration desks are drawings of four faces whose expressions range from a frown to a grin. Next to each face is a button.

"You are welcome to comment on how I am doing my job," reads the legend, printed in Chinese and English, beneath the row of buttons and faces.

Whether you're arriving or departing at terminal 3, the experience is likely to be pleasant, well-organized and, surprisingly, almost relaxing.

For one thing, the terminal is well-staffed and its sheer size allows some 300 airport check-in desks to fit into the space, so lines are relatively short.

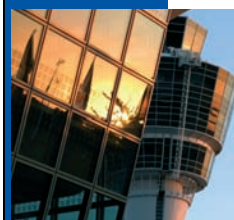
The architect, Britain's Norman Foster, also designed Hong Kong's superb Chek Lap Kok airport, which displays some of the same features in miniature; here, Foster has allowed the principles of space and light to play out to the maximum.

Arriving passengers take a light-rail shuttle called the Passenger Express from T3C -- one of the two satellite buildings -- through T3B, which is still under construction, to TC1, the main building; the ride takes three minutes. 



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Khalifa Al Zaffin Presents the Airport of the Future

Khalifa Al Zaffin unveils his vision for Dubai World Central

Since the year 2000, Dubai air traffic has experienced double-digit annual growth for both passenger and cargo, consistently exceeding the global averages. Last year 34.7 million passengers and 1.7 million tonnes cargo were processed at Dubai International Airport. This is the direct consequence of the strong position that the Emirate has achieved as one of the most preferred high-end tourism destinations and an unsurpassed trade and logistics hub. This situation has and will continue to impose tremendous pressure both on the airspace and the airports infrastructure. The challenge for the Dubai Civil Aviation Authority, Dubai Airports and Dubai World Central is to jointly develop innovative and sustainable solutions that will continue to provide and expand the airspace and airport infrastructure necessary to continuously match this strong growth.

Dubai International Airport has aspirations to be publicly recognized as the world's best airport and to continuously retain that status for the future, undoubtedly a huge challenge. That challenge translates into a need to maintain standards, to keep pace with ever-changing technology, to accept and plan for increasing globalisation, competition and emerging trends in the industry, in business and in the leisure travel market. The challenge for Dubai International Airport is to continuously anticipate the future and to define strategies to develop and build the necessary infrastructure well before it is required to ensure the world's highest service levels at our airports are provided and maintained.

In terms of accomplishments, it is worth noting the ongoing developments at Dubai International Airport, namely the Terminal 1 Expansion, Terminal 2 Expansion, the Cargo Mega Terminal, the new Royal Air



Khalifa Al Zaffin, Executive Chairman Dubai World Central

Wing facility and the Terminal 3, Concourse 2 and Concourse 3 projects. In this respect we are anticipating that all these new facilities will ultimately bring the airport's capacity to approximately 70 million passengers per annum by the year 2015, he points out. Dubai International Airport plans to enhance and then to outgrow its current status as a large hub in the region and enter the world stage to become the world's leading international airport hub.

His vision simply put, We foresee that airports of the future will no longer merely be portals for passengers and cargo. The efficient processing of passengers and cargo at large airports is simply not enough any more. International airports will increasingly become the focal points for the development of global commerce, industry and tourism, residential facilities, entertainment, shopping, business and conferences. Major airports will act as catalysts for the growth of supporting intermodal ground connections.

As a direct consequence of these factors we have already witnessed the development of Airport Cities in some countries. The Airport City concept will continue to develop – or more importantly prompt develop-

ment – beyond the boundaries of what is technically airport land. International airports are driving and shaping business location and urban development to create an emerging airport-orientated urban form – 'the aerotropolis'. In effect, the airport will become the city within a city, the catalyst at the centre of metropolitan growth, a nucleus comparable to a central business district in a conventional city.

However, the concept of the Airport City or 'Aerotropolis' is not new. This term was used to describe the development potential of China's Zhuhai Airport as early as 1994. The Aerotropolis is a city in which the layout, infrastructure, and economy are centred on a major airport in the same way they formed around ports, key transport nodes and interchanges in the 20th century.

The new focus for airports is on commercial development. Airport Cities are the new central business districts of the post-industrial economy, spurring thousands of new jobs to satisfy and accommodate the needs of the new 'just-in time' global society and economy.

A key characteristic of Airport Cities is that their success is based upon development outside as well as within the im-

mediate environs of the aviation complex. Such airports serve as regional multimodal transportation and commercial nexuses characterised by strings and clusters of airport-linked business parks, industrial and logistics complexes, retail, hotel and entertainment centres, wholesale merchandise marts, and residential developments along airport arteries up to 20 kilometres from the airport.

The so-called 'Airport City' has arrived and looks set to stay long into the future. Furthermore, the growth of Airport Cities will be facilitated by very strong air transport industry trends world-wide, which are forecasted to continue. For example:

Annual growth in passenger numbers world-wide is projected to grow by 4.5% over the 20 year period 2006 to 2026. This outstrips the projected annual growth rate of 3.1% for the world economy.

The story here in Dubai is no different. We are at the cutting edge of one of the foremost airport city developments in the world. Dubai World Central and Al Maktoum International Airport will continue to progressively develop and take shape at Jebel Ali for several years to come.

Introducing the Dubai World Central (DWC). DWC is a significant development comprising seven clustered zones, namely, Dubai Logistics City, Aviation City, Golf City, Commercial City, Exhibition City, Residential City and Humanitarian City. The entire development covers an area of 140 square kilometres. It is adjacent to the Jebel Ali Free Zone and is bordered by both the Emirates Road and the new Outer Bypass Road. Once completed, the workforce and residents combined are estimated to be around of 980,000 people living and working in DWC.

DWC will be a self-contained city, with its own dedicated light rail system which will be linked

to the Dubai Metro system and a high capacity road network. The entire DWC development will be built upon the latest 'smart' technology making it the most advanced development of its type anywhere in the world.

Within DWC, Al Maktoum International Airport will be unique in the very true sense of the word. The airport's ultimate planned annual capacity comprises 12 million tonnes of cargo and 160 million passengers, which makes it the largest airport conceived in the world to date. Moreover it will provide passengers with an unrivalled travelling experience and cargo operators with state of the art technology and facilities which will enable them to grow and excel in their business. Undoubtedly, it will certainly be a key constituent for the economic development of both Dubai and the region.

The strategic location of Dubai and the provision of a multimodal transport platform for logistics and trade will enhance

Dubai's presence and positioning in a strongly globalized world. The integration of Dubai International Airport, Al Maktoum International Airport, Dubai Logistics City, Jebel Ali Sea Port and Jebel Ali Free Zone Area will create a "one of its class player" with an outstanding and unprecedented capacity to import and export goods between any region of the world.

Moreover, Al Maktoum International Airport will house Emirates Airline and the newly created Dubai Low Fare carrier operations, which in combination with other airlines activities will accelerate the booming number of passengers arriving and transferring at, and departing from Dubai. The continuous increase in the number of visitors to Dubai, of which a high percentage are tourists, will significantly enhance the local and regional economy.

Finally, it is worth highlighting the fact that a development of the scale and complexity of Dubai World Central will pro-

duce a very strong number of direct and indirect employees. They will be involved not only in air transport activities but also in many other support tasks associated with the airport itself and the cities clustered around the airport.


Summing up, he says, the financial and economic synergies created between all the Dubai World Central components, and among DWC, Dubai, the UAE and GCC countries as a whole, will unquestionably enrich the total regional economic climate for development.

"In planning the Al Maktoum International Airport, we have completely redefined the frontiers of airport strategic planning, and clearly, the deployment of the airport has already played a central role in the growth of the Emirate economy and global identity," he observed.

"The opening of Al Maktoum International Airport offers an unprecedented chance to conceive an ambitious economic

scheme both from the point of view of the aviation market and the local economy. As the two are interdependent planning must proceed in parallel for both," he added.

"Certainly our work will continue to be focused to provide Dubai with creative aviation capacity solutions to continue the success story. Our targets recognize that the combination of the aggressive commercial strategy of Emirates Airline, the quality of its widely acclaimed passenger handling facilities and service and the Government's strong and proactive policy in the tourism and economic sector development will ensure and guarantee the "story of success" will continue in Dubai," he concluded.

Without doubt, it will be a very challenging and demanding task. But as we know it is the challenge and the dimension of the challenge that will drive us towards the best and most creative solutions and the best way forward. 

Exhibitor Seeks \$30m new Business Boost as Regional Expansion Continues

UA E-based Bayanat Airports Engineering and Supplies, one of the Gulf region's leading

suppliers and integrators of airport systems, is forecasting 30 per cent growth and \$030m in new business in the Middle East in 2008.

"BAYANAT AIRPORTS Engineering & Supplies" was earlier known as "Data Processing Systems", Aviation Engineering Division. According to a company communiqué, "The new name reflects the company's focus and specialization in AIRPORTS across a complete spectrum of airport technologies, using the highest engineering standards and applying the latest ICAO recommendations. Furthermore, the name change will allow BAYANAT AIRPORTS to establish a prominent brand identity as the leading airports systems integrators in the Gulf region."

The company is currently working on contracts valued at Dhs150m to install specialist airport systems at Dubai International Airport, Abu Dhabi

International Airport and the new Doha International Airport in Qatar.

Bayanat Airports is enjoying phenomenal growth on the back of the massive airport development in the UAE and other Gulf countries, and this year's Airport Show in Dubai will be a platform for more major business gains.

'We're targeting overall growth of 30% this year with new business of at least \$30m in the Middle East from the huge amount of airport expansion taking place,' said Alain Bourjeily, General Manager at Bayanat Airports.

'This year's Airport Show in Dubai is key to our continued growth. Last year it generated many business opportunities that are still being explored one year later, and this year we expect the exhibition to generate much of our new business in 2008 and beyond.'

Bayanat Airports, which has been operating in the region for 10 years, is now bidding on several other major airport contracts to commence in 2009

and will use the Airport Show, which takes place from 2-4 June at Airport Expo Dubai, to showcase its latest technology.

Bayanat Airports recently installed an integrated airport systems package for the new Terminal 3 at Abu Dhabi International Airport including flight information display systems, public address and evacuation systems, baggage reconciliation and departure control systems, as well as an instrument landing system for the 2K runway expansion.

The company also installed a foreign object detection radar system at Dubai International Airport and Doha International Airport in Qatar and is currently installing a surface movement ground radar system and VHF/UHF communication system at the new Al Maktoum International Airport in Dubai.

'The huge projected increase in commercial air traffic and tourism to this region has prompted heavy government funding for infrastructure developments,' said Laith Kubba, Director of Streamline Marketing

Group, organizers of the show. 'This creates a fantastic opportunity for suppliers and contractors in the aviation industry.'

'Some of the best airports in the world, with the latest airport technology, systems and security are being constructed in this region. Companies looking to work on these projects will benefit greatly from exhibiting at the world's largest airport show in 2008, where they can meet face-to-face with the industry's key decision makers.'

'The Airport Show is the region's only dedicated trade show for airport construction, operations, technologies and services. New this year will be a world-class conference programme entitled 'Future Airports' which will assess the development, management and sustainability of mega airports such as Dubai World Central and low-cost options within the region. In addition, there will be specific conference programmes and exhibition floorspace for Air Traffic Control, Ground Handling and Aviation Security. 

Organisers Laud Airport Show Progress

Fuelled by frenzied action to meet the burgeoning increase in tourists, the airport show being held at the Airport Expo Centre has never had it so good.

Laith Kubba, Director of Streamline Marketing Group, the Organisers of the Airport Show, points out that the show is not only Asia's largest airport event, but also the largest exhibition in the world 2008.

New airport projects and expansions across the Middle East, Africa and South Asia are now valued at a staggering 68 billion dollars.

The Gulf countries account for 43 billion dollars of this growth, with 21 billion dollars worth of development now underway in the UAE alone, including of course the new Al Maktoum International Airport at Dubai World Central. Valued at 10 billion dollars, this mega airport is set to become the largest airport in the world when it is completed in 2015.

The aviation boom in this region is reflected in the continuing growth of the Air-



Laith Kubba
Director, Streamline Marketing Group

port Show, which as already mentioned, in 2008 is the largest airport show to be staged anywhere in the world.

We're proud to announce a record line up this year of more than 600 suppliers from 40 countries, including 9 national pavilions representing the UK, Germany, France, Australia, New Zealand, Canada, Italy, Netherlands and Denmark, and this covers more than 17,000sqm of exhibition space at the Airport Expo Dubai, says Kubba..

The Airport Show provides an important forum for civil

aviation authorities to meet with the world's leading airport suppliers, contractors and consultants. This year for example, the Dubai Civil Aviation Authority will use the event to source suppliers for the Dubai World Central project, amongst other key developments. We have a further 26 Airports and Civil Aviation Authorities including the UAE, Saudi Arabia, India, Afghanistan, Pakistan, Tunisia, Egypt, Algeria, Sudan, Iran, Syria, Armenia and the Ukraine. These official delegations will be attending the show as hosted buyers so our exhibitors can certainly expect business to be done at the Airport Expo over the 3 days of the show.

Visitors from over 85 countries have pre-registered to attend the event, as well as officials from more than 30 airlines and 100 airport consultants and contractors. With over 6,000 visitors expected, the international and regional importance of this year's Airport Show has never been greater.

One of the highlights of this year's show is the brand new two-day 'Future Airports' conference, where aviation leaders from the Middle East, Indian Subcontinent and North Africa will share their future aviation vision. Joining these leaders will be a wealth of international aviation experts who will discuss key elements related to the working of Future Airports including topics such as airspace management and of course the topical issue of aviation versus the environment.

Three specialist conferences will also run at the Airport Show 2008 - Air Traffic Control Middle East, Aviation Security Middle East and Ground Handling Middle East. These three specialist conferences, together with the new Future Airports Conference, feature more than 70 aviation leaders and experts from around the world and represents the largest knowledge sharing forum for the aviation industry in the region. 

Densit Mulls US\$5 Million Dubai Plant

A Danish manufacturer is considering setting up a US\$5 million production plant in Dubai to supply Middle East airports with a pavement product new to the region but already well established in Europe, the US and the Far East.

The company, Densit, is currently assessing major regional interest shown in its Densiphalt semi-flexible pavement solution during last week's Airport Show in Dubai, but already realizes that a permanent presence in the region is vital.

"We have production plants in Malaysia and the US as well as Denmark, and we will have to consider opening a production plant in the Middle East as part of a long-term strategy if we are going to be able to follow up on a fantastic week in Dubai," said Lars Juhl Hansen, the company's Segment Man-

ager, Ports & Airports.

"We've been invited for product trials at more than six airports, including Dubai, Doha, Ras Al Khaimah and in Oman. We won't make a dime on the trials but this is an investment in the future. We want the people down here to be able to evaluate this concept which is totally new to the region.

The Airport Show attracted a record 5,157 visitors, and Hansen said: "It was the best event we have ever participated in, and we didn't have time to sit down and assess everything during the show because we were so busy. But it's clear that we will have to be in this region, otherwise we won't be able to capitalise."

Research carried by Airport Show organisers Streamline Marketing Group shows that airport development and ex-

pansions worth nearly US\$60 billion are currently taking place across the region, with US\$ 20 billion in the UAE alone.

Densit aims to capitalise with a product it invented in 1978, and which has been in use at major international airports from Heathrow to Honolulu for 20 years. Densit, up until now, has concentrated on the European, US and Far East markets, but worldwide expansion is now to come.

Middle East airport officials who met the Densit team in Dubai were impressed that Densiphalt combines the best properties of asphalt and concrete, meaning it can take aircraft 24 hours after being laid. It has no joints, which makes construction and repairs easier and less time consuming. By comparison, concrete can take up to 28 days to set.

As soon as the business development allows, Densit will now use a team of researchers to find Middle East sources of raw materials needed in the production process. "One of the raw materials we need is cement, but it has to be the right kind," said Hansen. "Finding raw materials is a problem for us in many regions."

Densit was one of 12 Danish companies taking part in the Airport Show, and many more are expected next year when the event, the largest in Asia, grows to more than 600 worldwide exhibitors.

Mette Blach, Consultant with the Danish Airport Group, said: "Next year you will see a much bigger Danish presence at the show because of the airport projects in this region which means there is great potential for our companies." 

French Green Laser Technology to Combat Bird Strikes at Middle East Airports

Bird strikes have been a cause of concern for the civil aviation industry since many years. Bird and wildlife strikes to aircraft costs the US civil aviation industry more than US\$600 million annually, while 220 people have been killed world-wide as a result of bird strikes in the last 20 years. To prevent this problem, French company, LORD Ingenierie is showcasing innovative laser beam technology at the Airport Show this year.

Green laser technology that sweeps airport runways to scare away birds could help regional civil aviation authorities to combat a large threat to aircraft safety during take off and landing.

According to the International Civil Aviation Organisation, 90 percent of bird strikes

occur at or near airports during take-off or landing and the US Federal Aviation Administration has reported 61 per cent of bird strikes occur at less than 30 metres. Nearly 65 per cent of bird strikes occur at dawn or dusk, when birds are on runways in search of food.

As the region's aviation industry expands and the volume of air traffic continues to increase, so too does the serious threat posed by bird strikes, but a French firm's sophisticated laser technology could help many airports throughout the Middle East solve the problem.

At this year Airport Show, Lord Ingenierie is educating the Middle East aviation industry about their latest generation green laser technology, which is already used by more than


40 airports around the world.

The automatic laser system, TOM500 and handheld laser torch, LEM50 were developed by ornithologists from the French Civil Aviation Authority and the technology has proven to be highly effective at clearing birds from runways and airports. The TOM500 laser scans airport runways and surrounding areas at regular intervals, on pre-programmed paths close to the ground, frightening birds away by the stick-like effect of the laser.

"This technology is very effective because it uses a green, collimated laser beam," said Franck Monin, Director of Sales and Marketing at Lord Ingenierie. "Ornithologist surveys have demonstrated that birds are very visual animals and are primarily sensitive to the colour

green. Birds perceive and actually see a (virtual) green stick coming towards them. The only alternative to avoid a stick blow is to fly away."

"There is also no bird habituation to this technology. A bird will get used to acoustics, but it won't ever try to test a stick blow, it's the same reflex as a bird flying away as a car approaches. There has also been no visual hindrance reported by pilots, during the day or at night.

Lord Ingenierie will manufacture 35 (TOM500) automated laser units over the next 18 months and expects the technology to be of great interest to regional airport owners and developers, particularly as many airports are in close proximity to the coast and ocean, and typically attract birds. 

New Trolley Technology for Dubai Airport

Radio-monitored luggage trolleys will ease the flow of passengers at Dubai International Airport as it expands to cope with an unprecedented growth in passenger throughput.

State-of-the-art radio technology pioneered in Denmark will ensure trolleys are always at hand at the new Terminal 3 building which will be operational in the first half of 2008.

It is a vital part of plans to ease the flow of up to 60 million passengers per year by 2010 as the US \$4.5 billion Dubai International Airport Expansion Programme sends capacity soaring.

Danish IT specialists Lyngsoe Systems have won a contract to install Radio Frequency Identification (RFID) tags in 4,000 passenger trolleys to be employed in the terminal. The project, carried out in co-operation with trolley supplier Wanzl, will allow airport operators to keep track of trolleys and make sure stocks are kept topped up in all areas.

Lyngsoe Systems, which is the world's leading provider of IT solutions for monitoring

and automating processes in complex logistics chains, will be among an international line up of more than 500 exhibitors at the Airport Show. The exhibition, organised by Streamline Marketing Group, takes place at Airport Expo Dubai and opens on June 2, 2008.

"The challenge for Dubai International Airport is to manage the availability of trolleys at the right time and in the right locations to ensure supreme passenger service," said Frank Lund, Sales Manager for the company's Airport Division. "The size of this challenge is emphasised by the fact that trolleys are available in the check-in area, at the curb-side, in the 3-level parking areas, in the baggage reclaim areas and in the services areas - an area equal to more than 35 football pitches. To carry out this task manually would demand a great deal of manpower."


Linked to the flight information system, Lyngsoe System's Catellae TM Trolley Management System will track every unit and predict the number of trolleys needed at different times in different locations.

The US \$4.5 billion Dubai

International Airport Expansion involves the construction of Terminal 3, Concourse 2 and 3 for the exclusive use of Emirates airline. Terminal 3 and Concourse 2 will be operational within the first half of 2008, while Concourse 3 is expected to be ready in 2009.

The Airport Show, now in its seventh year, takes place under the patronage of H.H. Sheikh Ahmed Bin Saeed Al Maktoum,

President of Dubai Department of Civil Aviation, Chairman and Chief Executive of Emirates Airline and Group, and Chairman of Dubai Aerospace Enterprise.

It attracts the leading airport and aviation suppliers keen to capitalize on the recent unprecedented growth in the aviation and airport development sectors in the Middle East, India and African region. 

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Bartsch International	Germany	
Bayanat Airports Engineering & Supplies	UAE	
BCS Conveyer Solutions Ltd.	Australia	

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DSR Ltd. (Ales)	Hungary	
Dubai Airport Free Zone Authority	UAE	
Dubai Airports	UAE	
Dubai Aviation City (DWC)	UAE	

Name	Country	Stand Nos	Stand Nos	Country	Name
Dubai Aviation Club (DCA)	UAE		Hoef & Wessel (Opentec)	Germany	
Dubai Cargo Village (DCA)	UAE		Honeywell Airport Systems Gmbh	Germany	
Dubai Duty Free (DCA)	UAE		Hort & Wessel	Germany	
Dubai International Hotel (DCA)	UAE		Host Systems	UK	
Dubai Logistics City (DWC)	UAE		HTS Worldwide (FAC)	UK	
Dubai Police/Avsec centre	UAE		Hummel GmbH & Co. KG	Germany	
Dubai Technology Partners LLC	UAE		HYDRO-Geraetebau GmbH & Co. KG	Germany	
Dubai World Central	UAE		Hygood (Haven)	UK	
DV Tel	UK		ICC	UK	
Eastern Trading (Tyco Thermal)	UAE		ICM	Germany	
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Efla	Finland		IER	France	
EGIS AVIA	France		Ikan Media Fz LLC/Construction World (ME)	India	
Egsa Alser - Algeria Airports	Algeria		Ikusi - Angel Iglesias, S.A.	Spain	
Electrophysics (Atlas Telecom)	UK		Industry Networks	UAE	
Emirates Airline (Emirates Group)	UAE		INECO-TIFSA	Spain	
Emirates Glass LLC	UAE		Infinova (Zio)	USA	
Emirates Group	UAE		Infologic Nederland B.V (Al Sayegh)	Netherlands	
Emirates Neon Group	UAE		Inform GmbH	Germany	
EMPIC GmbH (Munich Airport)	Germany		Ingersoll Rand Security Technologies	UAE	
Enav	Italy		Insight Media/Airport World & Asia-Pacific Airports	UK	
Energy International Corp - Aviation Division	UAE		Inter-Roller Engineering Limited	Singapore	
ERA Corporation	USA		Interlabels	UAE	
ERNI Licht-Technik AG (NIVATEC)	Switzerland		Intermec Technologies Middle East	UAE	
ESR Technology FZCO	UAE		International Air Transport Association	Canada	
Eubiq Middle East FZC	UAE		ITP Business Publishing/Aviation Business & CW	UAE	
Eurofurniture s.r.l.	Italy		Jane's International Airport Review	UAE	
Eurotec Projects Development (AXA Power)	Denmark		JBK-BICC (Tyco Thermal)	Qatar	
Excel Industrial Co. Ltd.,	UAE		Jeppesen Australia Pty Ltd. (Bayanat)	Australia	
ExtraCo Fibre Glass & Prefab Houses LLC.	UAE		Jewers Doors Limited	UK	
FAC (Farnborough Aerospace Consortium)	UK		Kabul International Airport	Afghanistan	
Fahrion Produktionssteme GmbH & Co. KG	Germany		Kaphs S.A.	Switzerland	
Ferfor (DTP)	Spain		Kazaroooni Trading Company (Wanzl)	UAE	
FiberNet (United Corrosion)	Italy		Keri Systems Incorporated (Zio)	USA	
Figueras International Seating S.A	Spain		Key Publishing/Airport International	UK	
Flames (Avicorp ME)	USA		Khartoum New International Airport (KNIA)	Sudan	
Flanders Investment & Trade	Belgium		King Hussein International Airport	Jordan	
Flowcon International	Denmark		KLIA INFORMATIK SDN. BHD	Malaysia	
Flughafen Munchen GmbH (Munich Airport)	Germany		Koninklijke Boon Edam Group Holding B.V.	Netherlands	
Fluid Control Trading	UAE		Kusch+Co Sitzmobelwerke GmbH & Co KG	Germany	
Flyport development GmbH	Germany		L-3 Communications	UK	
FMC Technologies	UAE		Lechmotoren GmbH	Germany	
Frequentis AG	Austria		Lenzlinger (Fahrion)	Germany	
FS Walker Hughes (Bayanat)	UK		LG Electronics (Al Sayegh)	Korea	
Fujairah International Airport	UAE		Lindner AG Lindner Airports	Germany	
Fyber Sens (Atlas Telecom)	USA		Logan Teleflex (Axima)	UK	
GATE - German Airport Technology & Equipment	Germany		LORD INGENIERIE	France	
GATE GSE	France		LS Leaderflush Shapland (Al Mostaqbal)	UK	
GBA Products (Meggitt)	UAE		Luxcom Technologies (FAC)	Canada	
General Authority of Civil Aviation (GACA)	Saudi Arabia		Lyngsoe Systems	Denmark	
General Civil Aviation Authority (GCAA)	UAE		Maharashtra Airport Development Co. Ltd	India	
Generex Avio	Lebanon		Mak Controls & Systems Private Limited	India	
GERFLOR	France		Marantec (ME Insulation)	USA	
German Federal Ministry of Economics & Technology	Germany		Materna	Germany	
GESolar FZ LLC	UAE		Matteograssi	UAE	
Gilardoni SpA	Italy		MEA Polymer Beton B.V.	Netherlands	
Glidepath	New Zealand		Media One	UAE	
Globe Uniforms llc	UAE		Mediterranean Building Materials (Zoeflig & Co Ltd)	UAE	
Goldhofer Aktiengesellschaft	Germany		Megadoor (Crawford)	USA	
Group 4 Securicor	UAE		Meggitt Fuelling Products	UK	
Gulf Airports Services Association	UAE		Mercator (Emirates IT) {Emirates Group}	UAE	
Gulf Business Foundation	UAE		MEYERINCK (Cavotec)	Germany	
Hale Hamilton (Valves) Ltd	UK		Middle East Insulation LLC	UAE	
Hamburg Messe & Congress	Germany		Ministry of Transport & Aviation	Afghanistan	
Harlan Global Manufacturing (Avicorp)	USA		Mototok International GmbH (Alto)	Germany	
Haven Fire & Safety LLC	UAE		MULAG Fahrzeugwerk	Germany	
Helios Technology Ltd.	UK		Multi Electric	USA	
Herz	Austria		Munich Airport International	Germany	
Hobart Ground Power	USA		MUSTHANE	France	

Stand Nos	Country	Name	Stand Nos	Country	Name
NAFFCO	UAE		Sharp Middle East (DTP)	Japan	
Nagpur Airport (MADC)	India		Shenzhen CIMC Tian Da Airport Support Ltd	China	
Nagpur Cargo Hub (MADC)	India		Sichuan HSQ Cooling Equipment Co. Ltd	China	
National Paints Factories Co. Ltd.	UAE		Siemens Airports	Germany	
National Tiles & Block Co. Ltd	UAE		Sika Korrosionsschutz GmbH	Germany	
National Trading & Projects Co.LLC (AXA Power)	Oman		Silk Road Gen Trading	UAE	
NATS	UK		Skysoft - ATM	Switzerland	
NAVCONTROL	France		Smart Approach	UK	
Nedap N.V.	Netherlands		Smith Detection	UAE	
Neenah Foundry Co. (Al Mostaqbal)	USA		Sovereign Publications Ltd.	UK	
Netherlands Airport Technology	Netherlands		Spanish Embassy	UAE	
Newronge Enterprises Company	China		Strojexport A.S (Transcon)	Czech Republic	
NIVATEC EUROPOLES	Germany		Subway International BV	USA	
Nivatec Eurocoles	Switzerland		Superior pipeline Fittings	UK	
Nortel	UAE		Superior Pipeline Fittings (Al Mostaqbal)	UK	
Northrop Grumman Mission Systems	UAE		Syrian Civil Aviation Authority	Syria	
Novoferm Bgt (ME Insulation)	Netherlands		Systems Controls Limited	New Zealand	
OCEM Spa	Italy		Systems Interface	UK	
Omega Professional SRL	Italy		TAC Europe	UK	
Ooms Airport Technology Services	Netherlands		Tailor Made Systems Ltd. (Bayanat)	UK	
Opentec Systems	UAE		Techno Sky S.r.l.	Italy	
ORTEC B.V.	Netherlands		Tecnomech s.r.l.	Italy	
Pacific Control Systems LLC	UAE		Tedopres Asia Pte Ltd	Singapore	
Panasonic	UAE		Tensator	UK	
Panduit	UK		THALES	France	
Park Air Systems (Bayanat)	UK		Thyssen Lifts & Escalators LLC	UAE	
Pascall & Watson	UK		Tiger Profiles & Insulation LLC	UAE	
Perma Pipes Middle East	UAE		Timsan	Turkey	
Permatex Middle East Trading (Sika)	UAE		TLD Europe	France	
PERT Engineering (Portec)	Hong Kong		TOPEX	Romania	
Petroliam Nasional Berhad	Malaysia		Topsystem Systemhaus GmbH	Germany	
PML Plast GmbH	Sweden		Tracetek- Raychem (Tyco Thermal Controls)	Belgium	
Portec Flomaster	USA		Transcon Electronic Systems Ltd	Czech Republic	
Proveo GmbH	Germany		TRANSNORM SYSTEM GmbH	Germany	
Pyrotenax (Tyco Thermal Controls)	UK		Tranzeo Inc. (Opentec)	Canada	
Qeshm International Airport	Iran		TREPEL Airport Equipment GmbH	Germany	
QinetiQ Airport Technologies	UK		Tridum (Pacific Controls)	USA	
Queen Noor Civil Aviation	Jordan		Trilectron	USA	
R W Armstrong + Associates	UAE		Tunisian Civil Aviation and Airport Authority (OACA)	Tunisia	
Ras Al Khaima International Airport	UAE		Tyco Thermal Controls	UAE	
Ras Al Khaimah International Airport	UAE		U.A.E Contractors Association/Contractors' News	UAE	
Raytheon	USA		UAE General Civil Aviation Authority	UAE	
Real Time	UK		UBi France	France	
Red Box (Avicorp ME)	UK		Ufis-AS (DTP)	Austria	
Regula (Atlas Telecom)	Uzbekistan		ULMER AERONAUTIQUE	France	
Remote Control	UK		Unimark Inc. (Opentec)	USA	
RESA	France		UnionCamere Lazio	Italy	
Resalco (ME Insulation)	Netherlands		United Corrosion Technologies	Jordan	
RHS Italia Spa	Italy		United Security	UAE	
Rice Lake Weighing Systems	USA		USIMAT-SERMEEES	France	
Ricochet AS (Bayanat)	Norway		Van Der Graaf	Canada	
Rochford Thompson (Opentec)	UK		Vanderlande Industries Nederland b.v.	Netherlands	
ROTOMOULDING (Cloisall)	Austria		Viessman Kaltetechnik	Germany	
ROYAL TARGET GENERAL TRADING (Gilardoni)	UAE		Vision pacific Co	Thailand	
S.T.E. Servizi Tecnici per l'Elettronica S.p.a.	Italy		Vitrociset Spa	Italy	
SABA Dinxperlo B.V.	Netherlands		Wanzl Metallwarenfabrik GmbH	Germany	
Saco Airport Equipment B.V.	Netherlands		Water Blasting Technologies	USA	
Safegate Group	UAE		Weigel Hochdrucktechnik GmbH & Co. KG	Germany	
SAMIFI	France		Weihai Guangtai Airport Equipment Co. Ltd.	China	
SAP Media Worldwide Limited / International Aerospace	India		Wilson Engineering	New Zealand	
SBAC /BAG	UK		Wings Electro (Avicorp)	USA	
Schmidt Airport Equipment GmbH	Germany		Workbridge A/S	Denmark	
Schopf Maschinenbau GmbH	Germany		World Check	UK	
Seal & Go B.V.	Netherlands		Xinfa Airport Equipment Ltd.	China	
SeaTrail LLC	UAE		Zacher (C&J Engg)	Germany	
Segway	UAE		Zamil Steel	Saudi Arabia	
Selex Sistemi Integrati	Italy		Zeiss (Atlas Telecom)	UK	
Sell2Arabia	UAE		Zio Technologies LLC	UAE	
Sensis Corp. (Bayanat)	USA		Zoeffig & Co Ltd	UK	