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Mr. Guo Song ZHONG	鍾國頌先生

Date : 13 May 2010

No. : HKAIA C5-10

Dear HKAIA Members,

Recruitment of Companies for AS 9100 Pilot Programme

The rapidly expanding aviation industry worldwide signifies the extremely large demand for civil aviation products, devices and components. However, the key challenge for HK SMEs to make inroad into this unique industry is not about huge investment or new technology acquisition but to urgently comply with **AS 9100:2009 Aviation Industry Management System** – the basic sector-specific management standard adopted in this industry. Any new industry comers who wish to supply their products, devices and components to those main tier suppliers of aircraft manufacturers, no matter for OEM markets or repair and maintenance markets of aircraft, are required to achieve AS 9100 in order to demonstrate their commitment to safety, quality, reliability and traceability. The AS 9100 certificate is therefore the “**Trump Card**” for HK SMEs as new comers. All prime aircraft manufacturers and their main tier suppliers worldwide require suppliers to have immediate AS 9100 compliance and registration as an initial condition of doing business with them.

In order to assist local manufacturers to overcome the standard compliance barrier, Hong Kong Aviation Industry Association and Hong Kong Productivity Council successfully funded by the SME Development Fund of Trade and Industry Department, HKSAR Government to develop a project namely “To upgrade Hong Kong SMEs to comply with AS 9100:2009 - the global aviation quality management standard for entering into the aviation parts manufacturing industry”. This project will be commenced in June of 2010. Now, you are invited to join the pilot programme of this project. For more details, please refer to the attached information (Chinese only). For enquires, please contact Miss Gigi Cheung at the secretariat on 2788 5589.

Many Thanks and Best Regards,

Secretariat

Hong Kong Aviation Industry Association