

## Industrial exhibitions 2007

Next year Hanse Aerospace will again attend numerous fairs and exhibitions all over the world using common stands.

With a total of nearly 900 square meters of stand space the association's presence at Aircraft Interiors Expo 2007 from 17 to 18 April 2007 in Hamburg will once again be considerably larger than in the past. The space is fully booked and there's a waiting list for last-minute deciders.

Hanse-Aerospace will attend Aero India in Bangalore in February, the Paris Air Show in Le Bourget in June and the Aircraft Interiors Expo in Hong Kong in September to demonstrate global presence. Space is still available at all these exhibitions. Please contact Werner Weitemeyer on 04101-85181 if you're interested.

## Working groups reformed

To better prepare for the forthcoming changes in the aviation and space industries Hanse Aerospace founded a new Strategy working group in November 2006. The chair of this group is the first chairman of the association, Klaus Ardey. The Production working group chair has been assumed by Ralph-Guenther Matzen of the MST Matzen Schlauchtechnik company.

*In conversation with Mary Papischinopoulou of IHK Nord in Brussels.*



## A decade of Hanse Aerospace

Hanse Aerospace celebrated its tenth anniversary with a big reception at the Helmut Schmidt University Hamburg on the sixth of September 2006. Apart from numerous guests from industry and politics the seven founding members also attended, most of them still members. Seven new members were welcomed on the same occasion.

Professor Lutz Rainer Reuter, vice-president of Helmut Schmidt University, was especially pleased at the opportunity to continue the dialogue between industry and science this happy occasion presented him with.

Hamburg's senator for economics Gunnar Uldall gave a much-heralded laudatory speech. In it he emphasised the importance of the aviation supply industry. It's the mixtu-

re of highly specialised but nevertheless flexible with global presence that in his view is the strength of Hamburg and northern Germany as aviation locations. Uldall emphatically appealed at the same time to Airbus to continue supporting Hamburg as such a location.

Dick Holder of the Farnborough Aerospace Consortium (FAC) was present as a special guest to sign the long-planned Memorandum of Understanding (MOU) between FAC and Hanse Aerospace.

The redesigned web site [www.hanse-aerospace.net](http://www.hanse-aerospace.net) was presented as the association's new visiting card. An English version has been available on the Net for some days as well.



## Hanse Aerospace delegation visits Brussels

A Hanse Aerospace delegation visited Brussels on the 9th and 10th of October 2006. Their agenda included discussions with representatives of the European Parliament and Commission, the Chamber of Commerce North and Hanse Office (representing the city of Hamburg and the province of Schleswig Holstein in Brussels). The delegates were primarily interested in questions of the involvement of small and medium sized companies in the seventh research programme (FP07) and in EASA.

Thanks above all to the support of Hanse Office the delegates obtained a good overview of the structures of Brussels politics and made contact with people important to the association.

HanseOffice and the Chamber of Commerce North, direct contact addresses for north German entrepreneurs, informed the delegation of their work. Dr. Georg Jarzembowski,

Hamburg MEP, and Etelka Barsi-Pataki, MEP from Hungary, both members of the Transport and Tourism Committee, presented their work and queried the delegation on the concerns of small and medium sized (KMU) aviation and space companies in northern Germany.

Eric Jourdain of Project Ecare later gave them an overview of the Europe-wide networking of such companies. Finally, the delegates visited the European Commission and were informed of the FP 07 preparation status by Marco Brusati and Remy Denos. Denos is the FP 07 contact for Ecare+. For Barbara Derboven, board member of Hanse Aerospace e. V. responsible for European cooperation, the visit was a complete success. "The entrepreneur trip was a major further step for the association on the way to a stronger presence on the European political stage. Most of our members, after all, have long since become European and often global players".



Welcoming new members at the anniversary party on 6 September 2006

## NEW MEMBERS

### AFCS-Aircraft Fuel Cell Systems GmbH

Environment-friendly fuel systems (Fuel Cell Systems) for aircraft

Blankeneser Bahnhofstr. 12  
22587 Hamburg  
Tel. +49 (0) 40 / 86 62 58 10  
<http://www.afcs-gmbh.com>

### Alster Aero GmbH

Inflight Entertainment and Connectivity Systems

An der Alster 18  
20099 Hamburg  
Tel. +49 (0) 40 / 28 40 70 10  
<http://www.alsteraero.com>

### Arbeit und Leben DGB/VHS Hamburg e.V.

Supporting Franco-German cooperation in training aviation industry personnel, international exchange programmes, foreign practical employment periods and teacher exchanges.

Besenbinderhof 60  
20097 Hamburg  
Tel. +49 (0) 40 / 28 40 16 0  
<http://www.hamburg.arbeitundleben.de>

### Ehrgenia Aviation-Services GmbH

Personnel goods and services

Steinstraße 25  
20095 Hamburg  
Tel. +49 (0) 40 / 30 37 517-0  
<http://www.ehrgenia.de>

### Global Aviation Services GmbH

Cabin equipment, production of cabin components, RFID, MRO Supplementary Services

Hauptstraße 26  
28865 Lillienthal  
Tel. +49 (0) 42 98 / 46 61 32  
<http://www.global-aviation-services.com>

## Aviation research programme progresses

Since 2001 the Hamburg aviation research programme has particularly supported cooperation projects between production and service companies, scientific institutions and universities. Increasing demand and positive effects have led Hamburg to make a further 16.4 million Euros available until 2010 to maintain the programme.

Now that the application and approval procedures for the first application round are mainly finalised the city's Economics and Labour department is preparing a second round. Interested companies and institutions can apply to them with immediate effect for consideration in the new round.  
<http://www.dlr.de/pt-lf/hamburg>

## Requirements Engineering (RE) in the supplier industry

Requirements Engineering is now a permanent part of successfully developing products that are becoming ever more complex. The aim of this method is to improve end-product quality whilst simultaneously reducing development duration and costs. This challenge led the GfU Gesellschaft für Unternehmenslogistik mbH to ascertain in a poll to what extent the method is known or applied in the supplier industry.

The results reveal fundamental interest in Requirements Engineering. However, the potential of this development method is not appreciated. Most suppliers are not aware that Requirements Engineering is required by the approval authorities. Airbus must hence demand thoroughgoing application of this

method, e.g. in the GRESS process.

This was emphasised at the evening event organised for this reason entitled "Requirements management in small and medium sized companies" and held by Hanse Aerospace, which ensured greater transparency and a first look at the subject. Interested participants initiated the common project "Requirements Engineering for suppliers (KMU)" to give Hanse Aerospace member companies the opportunity to acquire know-how in Requirements Engineering and efficiently apply it in projects. The next such event will be on 26 February 2007.  
[www.re.gfuhamburg.de](http://www.re.gfuhamburg.de)

## Football competition to celebrate our tenth anniversary

On 05 September 2006 - a day before the big anniversary party - Hanse Aerospace held a football competition on the sports grounds of Helmut Schmidt University. Eric Makin and André Orlick of Docuserve organised the event, which featured eight teams. As representatives of Hamburg as an aviation location Hamburg's airport and economics department fielded one team each and Airbus Hamburg two. Hanse Aerospace fielded one team. Member companies ESW GmbH, Labinal and Net Online also put up a team each.

The Hanse Aerospace team proved once again that team spirit is a great strength of

small and medium sized companies and made it to the final - although many players had never met one another before the first match.

The ESW team won the exciting final 1:0. Andreas Reddersen, usual goalie for the ESW team, was unable to participate due to injury but on 06 September 2006 he accepted the cup in the course of our anniversary party. Other competitions are planned for spring (indoors) and summer 2007.



### Safa receives Turntec award 2006

The Safa company was presented with the Turntec 2006 award in gold for their Speedturn company concept at the Turntec exhibition on 29 November 2006. Lothar Spaeth, former Minister President of Baden Württemberg, made the presentation. Safa

meets the challenge of ever-smaller production runs at ever decreasing intervals with their Speedturn concept. This makes the Speedturn service of great interest to the aviation industry.  
www.speedturn.de



*Lothar Spaeth presents the Turntec Award to Joachim Gerwin of Safa*

### Federal German product design prize for Tente Rollen

On 02 December 2006 Aviana, a trolley roller made by Tente Rollen, was awarded the federal German product design prize. A great honour for the company's designers, who won the coveted Red Dot Award last year for the same product. The rollers for in-flight trolleys are certified for use in aircraft

under FAR/JAR and meet the highest standards in material and function to ensure that service on board runs smoothly and that the trolleys cannot, for example, jam when being pulled out.  
www.tente.de

### Vartan, Paustian, PRZ and Global open an office in Toulouse

Hanse Aerospace members Paustian Airtex, Peters Zeitarbeit, Vartan Product Support and Global Interior Support will open a mutual office in Toulouse in January 2007. The office will prepare A380 cabin product support. Initially a manager with just a few mechanics will be on site. Once the first client aircraft arrives in Toulouse further staff

can be sent by the companies to work there. French-speaking trades people are currently being sought for the purpose. Engineering jobs will be set up for makers so that their engineers can work from Toulouse when needed.  
www.global-interior.com

### Partnership between Docuserve and PLM Engineering

The Hamburg documentation and translation agency Docuserve entered into a partnership with PLM Engineering in autumn 2006. PLM is a company offering international civil and military aviation engineering goods and services among other products. Docuserve can greatly increase its range of goods and services through this cooperative agreement. Apart from technical documentation, translation, marketing and advertising the company can now offer software programming and design

goods and services as well. "Our short-term aim is to expand our market position in the aviation industry", said Eric Makin, managing director of Docuserve. "In the long term we will mutually support one another and expand our portfolios". The first common project will be training courses in S1000D (technical documentation for commercial and military equipment) in spring 2007.  
www.docuserve.de  
www.plm-engineering.com

### Global Aviation Services cooperates with Pretech

The recently founded Global Aviation Services GmbH (GAS) company has signed its first cooperation agreements. GAS concerns itself with cabin equipment, producing cabin components, RFID and MRO Supplementary Services. The company has already won an order for the modernisation of its entire A340-300 fleet from Turkish Airlines and also works for Lufthansa Systems, Etihad Airlines and T-Systems. In the technical calculations field (FEM) GAS

has entered into a cooperative arrangement with the Hanse Aerospace member Pretech. Pretech contributes its technical calculation (FEM), flow mechanics, thermal transmission, structural mechanics and kinematics/kinetics know-how including training, consulting and software sales, GAS its experience in commercial aviation and Airline Services.  
www.pretech.de  
www.global-aviationservices.com

## NEW MEMBERS

### Krisonics GmbH

Engineering, manufacturing and logistics goods and services in the electronics and mechatronics fields, certified to AS 9100 standards  
Postfach 12 54  
24951 Harrislee-Flensburg  
Tel. +49 (0) 461 / 77 41 0  
<http://www.krisonics.de>

### ILS Integrierte Logistik-Systeme GmbH

Company strategy, planning, designing, controlling, management and restructuring in the logistics and training during projects fields  
Tempowerkring 1  
21079 Hamburg  
Tel. +49 (0) 40 / 790 12 - 272  
<http://www.ils-logistik.de>

### Tente Rollen GmbH

Development, production and marketing of wheels, rollers and mobility systems among other things for in-flight trolleys  
Herrlinghausen 75  
42907 Wermelskirchen  
Tel. +49 (0) 21 96 / 99 - 140  
<http://www.tente.de>

### Vartan Product Support GmbH

Goods and services in the cabin equipment and installation fields for all aircraft types  
Hein-Sass-Weg 36  
21129 Hamburg  
Tel. +49 (0) 40 / 74 21 - 24 23  
<http://www.vartan-gmbh.de>

Dasell Cabin Interior and Go5 Werbeagentur are no longer members as of 01 January 2007.



The Asscom Repair Facility in Dubai is ready. It opens for business in January 2007.

## DATES

7 - 11 February 2007

### **Aero India**

Bangalore, India

[www.ficci.com](http://www.ficci.com)

14 - 16 February 2007

### **10th Hamburg Aviation**

**Conference**, Hamburg airport,

[www.hamburg-aviation-conference.de](http://www.hamburg-aviation-conference.de)

26. February 2006

### **Requirements Engineering**

GfU and Hanse Aerospace,  
Hamburg.

[www.gfu.hamburg.de](http://www.gfu.hamburg.de)

20 - 25 March 2007

### **Australian International**

#### **Airshow 2007**

Avalon Airport, Victoria,  
Australia

[www.airshow.net.au](http://www.airshow.net.au)

27. - 29 March 2007

### **Aerospace Testing Expo 2007**

#### **Munich**

[www.aerospacetesting-expo.com](http://www.aerospacetesting-expo.com)

17 - 19 April 2007

### **Aircraft Interiors Expo 2007**

Hamburg

[www.aircraftinteriors-expo.com](http://www.aircraftinteriors-expo.com)

## Imprint

### **Publisher**

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## Asscom starts Repair Service in Dubai

At last! Asscom aeronautic support services GmbH's repair facility in Dubai opens for business in early 2007. As announced in summer, the service will include repairing technical equipment and mechanical and

other components. The Repair Shop has state-of-the-art test equipment - particularly for repairing complex electronic equipment. [www.asscom.de](http://www.asscom.de)

## Award for Excellence for Airbus and AAS project

In September 2006 the Airbus-internal "Award for Excellence" went to the Central Archiving of Legacy Documents at A-D project mainly conceived and managed by Archive Service GmbH (AAS) for Airbus Germany and was awarded in Hamburg. The winning project consists of two parts - ZAMIZ-EDG (a digital long-term archive) and the CAA Central Aviation Archive (for the copying, storage and management of origi-

nal documents). The medium-term aim is a central paper archive replacing the local departmental archives. The end result will be a single central archiving standard at Airbus Germany. AAS currently contributes 14 of the 20 document digitalisation employees in the ZAMIZ archiving team at Airbus in Hamburg and Bremen.

[www.aas-gmbh.com](http://www.aas-gmbh.com)

## Half a century of Teams Design

Hanse Aerospace member Teams Design celebrated its 50th anniversary in autumn 2006. Founded in 1956 as Slany Design by Professor Erich Slany, the company has developed steadily ever since. After changing legal form to that of a GmbH (=plc) in 1987 offices were opened in Chicago, Belgrade, Hamburg

and Shanghai. Teams Design now has about 50 staff worldwide. How important their work is to the German design landscape as a whole is made clear by the over 1,000 prizes the company's won.

[www.teamsdesign.com](http://www.teamsdesign.com)

## NEW TRAINING COURSES

From January to April 2007 **Pretech Predictive Design** will be holding seminars on flow mechanics and thermal transmission. The fee includes a test version of the CF design programme valid for 4 weeks. Pretech also offers a Virtual Mechanics course preparing students for learning a structural mechanical finite element system. Further courses on request.

[www.pretech.de](http://www.pretech.de)

**Bishop GmbH Aeronautical Engineers** will repeat their proven Advanced Technology Training courses "Airframe Stress and Sizing" and "Composite Airframe Structures" presented by Prof. Michael Niu in January

2007. In cooperation with mci management concepts they will also offer two further courses in February 2007 on "EN9100 and its aviation law effects on your aviation company" and "Detecting and managing contract, product and liability risks" - an introductory course to risk management.

[www.bishop-gmbh.com](http://www.bishop-gmbh.com)

**Cenit AG** has been certified by Airbus as one of two partners in training designers using Airbus methods and processes. Under the Authorised Training Partner Programme the company offers numerous courses including Catia V4 and V5.

[www.cenit.de/airbuskurse](http://www.cenit.de/airbuskurse)

## PERSONNEL NEWS

On 01 November 2006 Antje Beuscher took over the management of the **Hanse Aerospace e. V.** office. A trained and qualified businesswoman, she takes over from Annette Fahrendorf, who will continue to edit the Hanse Aerospace Bulletin.

Since 01 October 2006 Ulf Hallmann has been the new managing director of **Labinal GmbH**. He succeeds Markus Brink. Hallmann was born in Hamburg and has many years of aviation experience. His

career includes managerial posts in Germany and abroad with Rockwell- Collins, SITA and Lufthansa Technik.

## OBITUARY

**Manfred Lange**, managing director of **Albert Mühlenberg Apparatebau**, died in Hamburg on 26 November 2006. HANSE-AEROSPACE e.V. was saddened by this loss of an entrepreneurial personality of note who supported the cause of small and medium sized aviation companies for many years.