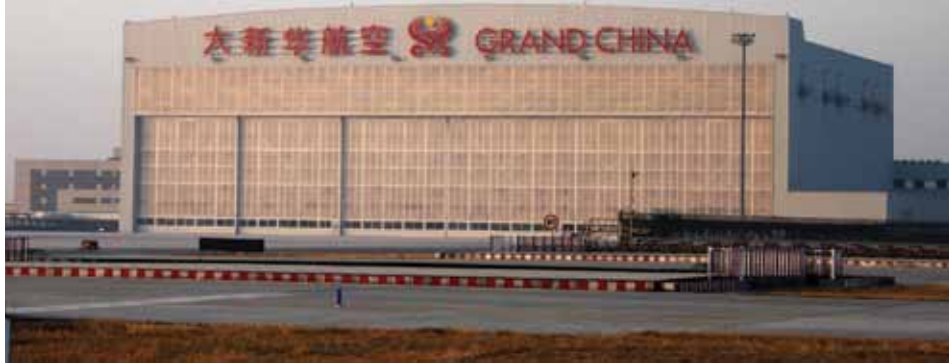


湾流北京-美国飞机制造商湾流航宇在中国设立的维护中心，中心建于北京首都国际机场机库，该址之前由大中华航空技术公司营运，目前大中华航空技术。

*Gulfstream Beijing—the U.S. aircraft maker's new maintenance center in China—is based in a hangar at Beijing Capital International Airport that previously was operated by Grand China Aviation Technik.*



## 湾流北京将于2012年底投入使用

作者: Charles Alcock

湾流航宇正计划在今年年底于北京首都国际机场设立其服务中心。该设施将是中国国内第一个由制造商所有的商用飞机服务中心，由湾流北京负责营运。湾流北京是美国飞机制造商湾流航宇和隶属海南航空集团的北京首都航空公司（金鹿公务航空有限公司）以及大中华航空技术公司共同成立的合资机构。

中国民航局有望于2012年第三季度发放针对该飞机养护中心的145号许可。湾流航宇正着手进行该中心高质量员工的配置工作，以应对第四季度的营运。

金鹿公务航空有限公司的参与有着重要的意义，该公司已经从湾流购买了26架飞机，成为中国最大的商用包机营运商。大中华航空技术公司进入飞机维护领域已有时日，其在北京首都机场的相关设施使其有能力提供相应的飞机库服务。

湾流北京的构成包括占地82000平方英尺（7618平方米）的机库、22000平方英尺（2044平方米）的办公室以及修理厂。湾流产品支持主管，同时也是该中心总经理Kay Ardalan将履行监督工作。湾流航宇及金鹿公务航空有限公司将各自派出员工入驻该中心。

为有效维护金鹿公司的多架飞机，湾流航宇已从2010年5月起在北京建立其维护团队。此次北京中心的设立将由Metrojet营运的香港服务中心及由Jet Aviation营运的新加坡中心一道建立起湾流航宇服务其亚太客户的服务铁三角，三个中心各自拥有完备的零部件储备库。此外，湾流航宇还在日本仙台拥有其线路服务保修站Jamco Corp。

在接受AIN采访时，湾流航宇产品支持总裁Mark Burns说：“我们已经针对这项计划（指湾流北京）用了一年时间做准备，中国的消费群体一直在扩大，我们也看到了其中的商业需求。我们最主要的目标是确保每天都有最大数量的在役湾流飞机。亚洲的飞机数量增长很快，目前的维护设施（指香港和新加坡服务中心）难以满足需求。”某些时候，中国客户不得不飞到美国进行相关的维护。

西方其他商用航空服务商在中国大陆开展服务的过程也并不是一帆风顺的。

不过对Burns来说，最大的不同在于湾流航宇作为维护中心投资者的同时也是该地区市场最大的客户。对中国航空当局来说，金鹿公司是知名公司，其对湾流飞机的维护工作轻车熟路，由此，湾流航宇希望相关的维护中心认证工作能够更快更顺利地进行。

经由中国当局批准设立了合资性质的维护中心后，湾流航宇目前正谨慎地按照中国民航局的要求进行认证程序。Burns说：“我们仍然需要进一步工作以满足中国民航局的相关要求，不过更重要的是，我们必须确保我们正在以正确的方式工作。拥有一个对各方面工作都较为专业的合资合作者是至关重要的。”湾流航宇在新公司拥有行政控制权，金鹿公司在董事会的席位与湾流航宇相同。

湾流北京起初将只支持G450和G550这两个在中国数量最多的型号，但之后其服务将覆盖所有型号，包括最新的G280及G650。除了以中国作为基地的营运商之外，该中心的服务对象还包括过境营运商。

作为中心起步阶段的措施之一，在过去的十个月中湾流航宇已经从美国遣遣了七名员工，他们与金鹿公司的同事一起对过境营运商开展服务，这是一次绝佳的培训机会，Burns表示他在从美国往中国派遣员工方面没有遇到任何问题。

届时当湾流北京投入营运时，来自湾流的技师将在16到20人，这一数字将会不断增加，至2013年底将达到40到50人。在经过飞行安全国际的培训后，所有的本地技师都将以英语作为工作语言，除此之外，湾流还将雇用其他一些双语人员为团队提供语言支持。

在接下来的几个月，湾流会继续扩大其在北京的零件储备库，而由于中心机库毗邻北京国际机场的“自由港”贸易区，这一任务将变得更为简单。

Burns解释说：“湾流在全球拥有价值12亿美元的零部件储备库，这其中的相当部分已经被储备到亚洲，这对我们来说意义非凡。在相当长的一段时间内，我们一直在扩大香港的储备库，如今香港已经是萨凡纳（湾流航宇美国总部）以外最大的储备库。新加坡储备库的扩大工作也在进行，而北京将会成为第三个基地。香港将会成为这一地区的配销中心。”

与此同时，湾流也在与中国民航局进行协商，力图简化飞机进口的相关程序。湾流目前在大中华区运营的飞机有80架，整个亚洲约有175家，占全球总量的27%。在2011年第三季度，几乎所有的新订单都来自亚太地区，这其中包括在2011年10月与民生金融租赁签订的针对20余架飞机的租赁合同。

# Gulfstream Beijing set to offer maintenance by end of 2012

by Charles Alcock

Gulfstream is on track to open its new service center at Beijing Capital International Airport by the end of this year. The facility, which will be the first manufacturer-owned business aircraft service center in China, will be run by Gulfstream Beijing—a joint venture between the U.S. jet maker and Hainan Airlines Group subsidiaries Beijing Capital Airlines (also known as **Deer Jet**) and Grand China Aviation Technik (GCAT).

The Civil Aviation Administration of China (CAAC) is expected to issue Part 145 approval for the new maintenance, repair and overhaul (MRO) center during the third quarter of 2012. Gulfstream is preparing to ramp up staffing levels so as to be able to be fully operational during the fourth quarter.

Deer Jet's involvement in the partnership is critical since the company already operates 26 Gulfstream aircraft and lays claim to being China's largest executive charter operator. GCAT has been involved in airliner MRO for some time

airplanes every day. The [fleet] growth in Asia has been tremendous and the other facilities [Hong Kong and Singapore] just don't have enough capacity for all this." In some cases, Chinese clients have been flying their aircraft all the way to the U.S. to get service work done.

Efforts by other Western business aviation service companies to get established in mainland China have not always gone smoothly. But, for Burns, the critical difference for Gulfstream is that its main partner in the new venture is also its biggest customer in the local market. He expects the approval process and start-up phase for the new MRO center to go much more smoothly because Deer Jet is so well known to Chinese authorities and has such an established track record of supporting their own Gulfstream jets (managing a total of 40 aircraft, including its own fleet).

Having had the structure of the joint venture approved by Chinese authorities, Gulfstream is carefully working its way through the CAAC licensing process.

"There are a number of CAAC hurdles that need to be cleared but they are not that difficult as we are making sure we do things the right way," said Burns. "Having a joint venture partner who understands all the key elements is essential." Gulfstream has operational control of the new company, with Deer Jet having equal board control.

Initially, Gulfstream Beijing will support the G450 and G550 models, which currently constitute the largest part of the manufacturer's Chinese fleet, but eventually capability will extend to all of its models, including the new G280 and G650. The facility will serve both operators based in China and transient operators temporarily in the country.

As part of the start-up phases, Gulfstream has had seven U.S. staff in China for the past 10 months working alongside their Deer Jet colleagues in support of transient operators. This has provided a valuable training opportunity and Burns said that he has had no trouble finding U.S. volunteers to relocate to Beijing.

By the time Gulfstream Beijing is open for business, there will be around 16 to 20 Gulfstream-trained technicians in the facility and this number is set to grow to 40 or 50 by the end of 2013. All of the local technical staff speak English, having had English-language instruction at FlightSafety International. Gulfstream is hiring some additional bilingual staff to assist colleagues.

Over the coming months, Gulfstream will expand its inventory of parts held in Beijing. The importation task is made easier by the fact that the "freeport" trade zone at Beijing Capital International Airport is adjacent to its hangar. □



*The former GCAT hangar can accommodate jetliner-size business aircraft and will serve as the heart of Gulfstream's service facility.*

and is well established at the main Beijing airport and is providing the main hangar for the new venture.

Gulfstream Beijing will consist of an 82,000-sq-ft (7,618-sq-m) hangar and 22,000 sq ft (2,044 sq m) of offices and backshops. Gulfstream product support executive Kay Ardalan, the site's general manager, will oversee it. Both Gulfstream and Deer Jet employees will staff the facility.

In support of Deer Jet's fleet of aircraft, Gulfstream has had a maintenance team based in Beijing since May 2010. The new full-service facility there will form a triangle of support for Gulfstream operators in the Asia Pacific region that already encompasses authorized service centers run by **Metrojet** in Hong Kong and **Jet Aviation** in Singapore—with all three sites holding significant spare part inventories. Also available to help operators is warranty-approved line-service center **Jamco Corp.** in Sendai, Japan.

"We have been working on this plan [for Gulfstream Beijing] for over a year and we've seen the need for it for quite some time as the fleet and the customer base have been growing in China," Gulfstream product support president Mark Burns told AIN. "Our primary objective is to ensure maximum availability of our