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NEWSLETTER

Edition: 1st Quarter 2010

ATC Global 2010

From March 9th to 11th 2010 it is again time for this year's major ATC get-together: The ATC Global in Amsterdam. With more than 4,800 participants from 96 countries the exhibition is one of the most important events in the industry. Organizations, products and the newest development & trends will be presented at this time of the year. It is a great opportunity for networking and pursuing business.

GroupEAD Europe S.L. will again join the exhibition for the seventh consecutive time and we will be on our own booth **H221**. Make sure to stop by and receive the latest information on our business developments. This year's focus lies on our Training Programme. Here we developed a special service dedicated to our customers: **The AIM Excellence Programme.**



Meet our experts at the ATC Global and get your answers to your potential questions.

AIM Excellence Programme

The AIM Excellence Programme is a new addition to the list of our training services, which will allow continuous and efficient management of basic knowledge needed for AIM professionals. The programme motivates people to pursue high level of personal know-how and it provides evidence of the staff's proficiency.



The AIM Excellence Programme is an online service that can be easily accessed from anywhere in the world and is easy to handle. Furthermore it contains an extensive library of questions and answers covering a large variety of subjects. Possible subjects could be:

- Aviation Legislation
- Principles of Flight
- Air Navigation
- Meteorology
- Aerodromes
- Static Data
- Dynamic Data
- ARO

Of course all records are strictly personal and confidential. There is also the possibility to define customised level tests in order to check the proficiency of your AIS staff. Refreshing the know-how of your AIS staff is now a matter of few mouse clicks. Interested in bringing your staff forward? Please feel free to contact us.



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Meet the people behind GroupEAD Europe S.L.

We would like to introduce our multinational and highly motivated staff. Each newsletter we will introduce one of our international employees. Get to know interesting details about their countries of origin and find out how they see the host countries from their point of view.

Name:	Rita Kolk		Capital:	Tallinn
Country of origin:	Estonia		Inhabitants:	1,342,000
In Frankfurt since:	August 2006		Area:	45,227 km ²
Position in Frankfurt:	Supervisor		Currency:	Estonian Kroon



What are the advantages for you when working in Germany?

Working in Germany gives me valuable international working experience. I have also had the opportunity to

learn another foreign language – I can speak German very well by now. Besides that the company offers good working conditions, a secure job and plenty of opportunities to develop.

What do you find most fascinating about Germany?

I like the country very much! Germany is situated in the centre of Europe and therefore everything in Europe is easily reachable. Germany has beautiful nature as well as big and interesting cities - I think this is a great mixture. I also like the people here and that everything is well organized and taken good care of.

What characterizes best the culture of your country?

Estonians have kept their old traditions very well, and at the same time they are open to

new things. On one hand there are traditional festivals preserving the old culture and on the other hand there are singers and artists actively engaged in the contemporary cultural activities. Estonians are very fond of music, and have also a few very good sportsmen.

What is the official language and are there more languages spoken?

The official language is Estonian. In the eastern part of Estonia you will also hear a lot of Russian language. In fact one quarter of the Estonian population is formed by Russians. Normally in school as well as in university the students learn English and Russian followed by either German or French.

What are typical dishes of your country?

Estonians eat a lot of potatoes and meat. The new trend goes to healthier eating habits therefore you will find more salad and vegetables on the Estonians' plates. Actually the Estonian kitchen is similar to the German one, for example we also have dishes with Blutwurst and Sauerkraut, which we traditionally eat at Christmas.



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What are typical beverages of your country?

Estonians drink a large variety of soft drinks; in terms of alcohol beer, cider and vodka are the most popular. Estonia produces several beverages with high quality.

When visiting your country what should a visitor not miss?

It depends at which time of the year you go to Estonia, but you should definitely see more than the capital Tallinn. There are two very beautiful islands called Saaremaa and Hiiumaa situated in the Baltic Sea.



Island Saaremaa

The southern part of Estonia has magnificent nature and the eastern part is also worthwhile seeing, as it has influences from Russia and is therefore different than the rest of the country. In the winter we have the famous Tartu ski marathon; in the summer you can visit Viljandi folk festival, as well as very popular beer festival "Ollesummer". If you happen to be there at the right time, then one event you really should see is the song and dance festival every second summer.



Festival 2009

What were you occupied with before coming to GroupEAD?

Before I came to Frankfurt I worked at Tallinn Airport as a specialist in the ATS reporting office. And I have also worked for an HR company as a recruitment assistant.

Industry Watch

2009 has been again an especially tough year for the airlines. The question for all participants of the aviation industry is what will happen in 2010?

According to IATA, 2010 will bring "fragile recovery and substantial risks remain". It is also expected that the fuel price will increase significantly again. However recovery is observed uneven. Big economies such as the US and Europe only showed modest recovery even though having the largest travel markets. Emerging countries such as Brazil, China or India on the other hand showed strong recovery in their economies which is said to have a positive effect on air travel and freight.

Did you know that?

Our operations are split between Frankfurt and Madrid. About 15 operators each work on a 24h basis at our two premises. The work of every shift is evenly shared between both sites.

Our operators also perform an operator exchange between Frankfurt and Madrid showing flexibility on a day to day basis. Our staff's motivation comes from our international atmosphere, our high team spirit and an attractive bonus scheme.