

Welcome to our quarterly update in which we give a brief roundup of some of our news from the past few months.

We're delighted to have just won the Greater China Business of the Year Award in recognition of our success exporting products to this region over the past decade. Our two Cabin Emergency Evacuation Trainers (CEETs) for Cathay Pacific have just arrived in Hong Kong after 15 months of hard work and we're also currently building an A330 CEET for China Southern Airlines. Further afield we've recently won contracts with airlines in the U.S. and Europe.

As ever, we hope to see you around at some of the forthcoming trade shows listed below and if we can be of assistance with your training simulation requirements, please don't hesitate to get in touch.



TONY BERMINGHAM
Managing Director



VISIT OUR WEBSITE
www.edm.ltd.uk

EVENTS WE'RE AT

World Aviation Training Symposium (WATS)

2-4 May 2017
Orlando, USA

Asia-Pacific Aviation Training Symposium (APATS)

29-30 August 2017
Singapore

European Aviation Training Symposium (EATS)

31 October – 1 November 2017
Berlin, Germany

I/ITSEC

27 November – 1 December 2017
Orlando, USA

EDM WINS GREATER CHINA BUSINESS OF THE YEAR AWARD 2017



EDM'S MANAGING DIRECTOR, TONY BERMINGHAM, LEFT, WITH BUSINESS DEVELOPMENT DIRECTOR, MICK BONNEY.

We beat a host of other top businesses in the North West to win the prestigious Greater China Business of the Year award at an evening ceremony held at The Lowry Theatre in Manchester in February. Organised annually by the UK Department for International Trade, the award recognises the achievements of businesses that have been successfully exporting products and services to the Greater China region for over three years.

Having won orders in excess of £25m since 2008 and establishing ourselves as the world's leading manufacturer and supplier of cabin crew training simulators to airlines in Greater China, we were once again successful having last won this award in 2012 and coming runners-up in 2013.

OUR CABIN CREW TRAINING SIMULATORS FOR CATHAY PACIFIC REACH HONG KONG

After travelling by sea for over a month all the way from the U.K. our two Cabin Emergency Evacuation Trainers (CEETs) for Cathay Pacific have finally arrived in Hong Kong. The B777 and A330 CEETs will join our B777, A330 and B747 Door Trainers which are already at the airline's training centre in Cathay City at Hong Kong International Airport. Once installed and operational, these state-of-the-art cabin crew training simulators will be used to enhance the training of Cathay's highly proficient crew in the handling of emergency situations and provision of cabin services to passengers.





OUR COMBINATION B787 / B777 CEET FOR A MAJOR U.S. AIRLINE WILL BE SIMILAR IN DESIGN TO THE ONE ABOVE THAT WE MANUFACTURED FOR ETHIOPIAN AIRLINES.

EDM WINS CABIN EMERGENCY EVACUATION TRAINER ORDER FROM MAJOR U.S. AIRLINE

We have recently won a contract from a major U.S. airline to manufacture a combination B787 / B777 Cabin Emergency Evacuation Trainer (CEET). Designed to meet the training requirements of the airline and the Federal Aviation Authority (FAA), the CEET will enable cabin crew to be comprehensively trained in B787 and B777 safety emergency procedures (SEPs) including fire and smoke training, door and exit operation, secure cockpit procedures and emergency equipment usage. The trainer will include six training doors with the front left and right doors fully functional B787s and the rest fully functional B777s.



EDM IN THE MEDIA

We have enjoyed a lot of coverage in the media lately as we continue to win new contracts and expand our operations. The Manchester Evening News wrote a great profile article about EDM's history, recent success and exciting plans for the future which you can read at www.manchestereveningnews.co.uk. We were covered by leading aviation news platform, Runway Girl Network, who produced a terrific video about EDM which you can view at www.runwaygirlnetwork.com. We even appeared on the BBC's Inside Out programme about how UK companies are preparing for Brexit and also in the documentary TV series, Mega Shippers, which followed the journey of one of our CEETs for Ethiopian Airlines from Manchester all the way to Addis Ababa!



EDM REACHES 2016 FUNDRAISING TARGET FOR MACMILLAN

We are now proudly into our fourth year raising funds for the fantastic charity, Macmillan Cancer Support, which provides specialist health care, information and financial support to people in the UK affected by cancer. We reached our fundraising target for Macmillan in 2016 with staff organising and participating in a range of activities including a cake sale, coffee morning, Christmas Festive Day, Go Sober and an online auction of unwanted household goods. Combining these fundraising initiatives with company donations, EDM raised almost £7000 for Macmillan last year.

For information about Macmillan visit:
www.macmillan.org.uk



UK INTERNATIONAL TRADE SECRETARY, DR LIAM FOX, VISITS EDM

We enjoyed a visit from UK Government Minister and International Trade Secretary, Dr Liam Fox, last Autumn. Visiting Manchester to give a speech to business leaders about free trade, the Minister met with EDM's Managing Director, Tony Bermingham, and other Directors for a round-table discussion about the company's exporting success and how the government can better support British businesses selling goods overseas. The Member of Parliament for North Somerset also enjoyed a tour of our facilities during which he was shown a range of our market-leading training simulators for civil aviation and defence clients.