



# ASSOCIATED ENGINEERS, LTD.

## Recruitment Talk

7 March 2008

Speaker 1

**Miss Kennex Cheung**

Officer

Speaker 2

**Mr Jude Chow**

Director & General Manager

## About AEL

### Establishment

AEL was established in 1961

### Positioning

Integrated Engineering Solution  
Provider

### Business nature

Engineering Contracting  
Equipment Manufacturing

### Target market

Main focus in China & Asia Pacific  
Also, active participated in local &  
overseas major project development

### Co. size

Currently, around 500 employees  
work in 3 offices and 2 plants  
within region.



## Engineering Contracting - Core Business



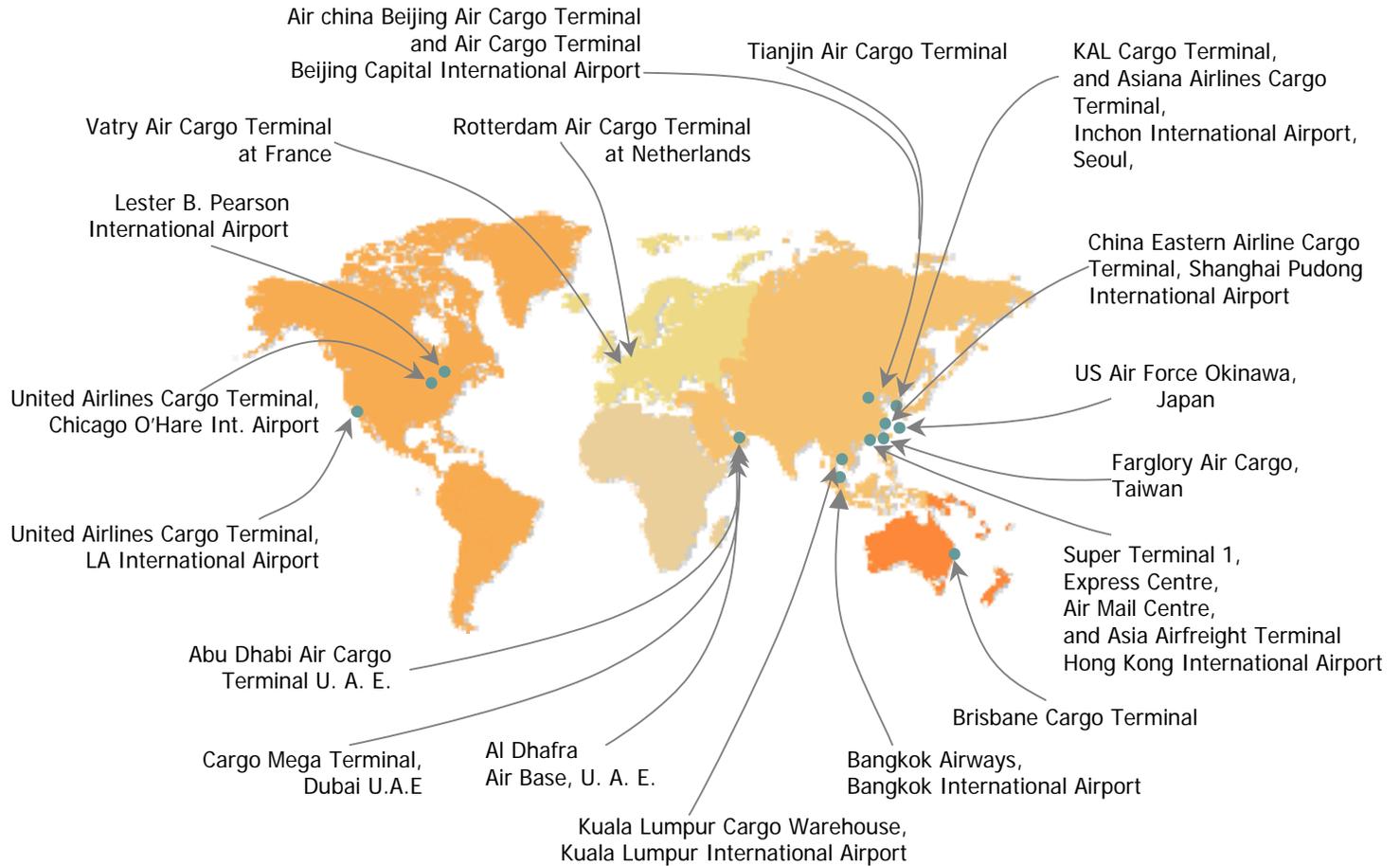
- Foundation business
  - Repair and maintenance services for airport Ground Support Equipment (GSE) and vehicles
- Today, Business diversified into several engineering disciplines
  - Airport Equipment and Service
  - Environmental Engineering
  - Construction Engineering
  - Mechanical Handling Engineering

## Core Business - Airport Equipment & Service HKIA Super Terminal 1 Cargo Terminal



- The world's biggest single cargo terminal with advance technology
- Est. cargo handling capacity at 2.6M tons/year in early establishment
- After upgrade project in 2003, cargo handling capacity over 3.5M tons/year
- Consists of 2 Container Storage Systems which hold more than 3,500 ULDs
- Project details
  - Join hands with Mannesmann Dematic
  - Commencement: Feb 96, Overall completion: Dec 98

## Core Business - Airport Equipment & Service References



## Core Business - Airport Equipment & Service Partners



### Germany- Siemens

(Mannesmann Dematic)

Cooperation since 1985, we deliver a lot of air cargo equipment for various cargo terminals



### Japan- Murata 村田

➤ Air china Beijing Air Cargo Terminal, China  
Eastern Airline, Lester B. Pearson International Airport



### Germany - Lodige

➤ Asia Air Terminal 2



### UK - FKI

➤ DHL – express centre in HK

## Core Business - Airport Equipment & Service **Aircraft Docking System**



- AEL provided an integrated service to various type of docking systems including suspended & grounded dock, from design, manufacture, install, to test & commission
- Experience in supplying aircraft docking for Military flight of EU air base
- Our dockings are capable for serving various aircrafts, including: A320,A321, A330-200/300 series, A340-200/300/500/600 series, B737-300/400/500/600/700/800/900 series, B747-100,200,300,400 series, B757,B767-200/300 series, B777-200/300 etc.

## Core Business - Airport Equipment & Service **The first Mobile Hangar in the world**

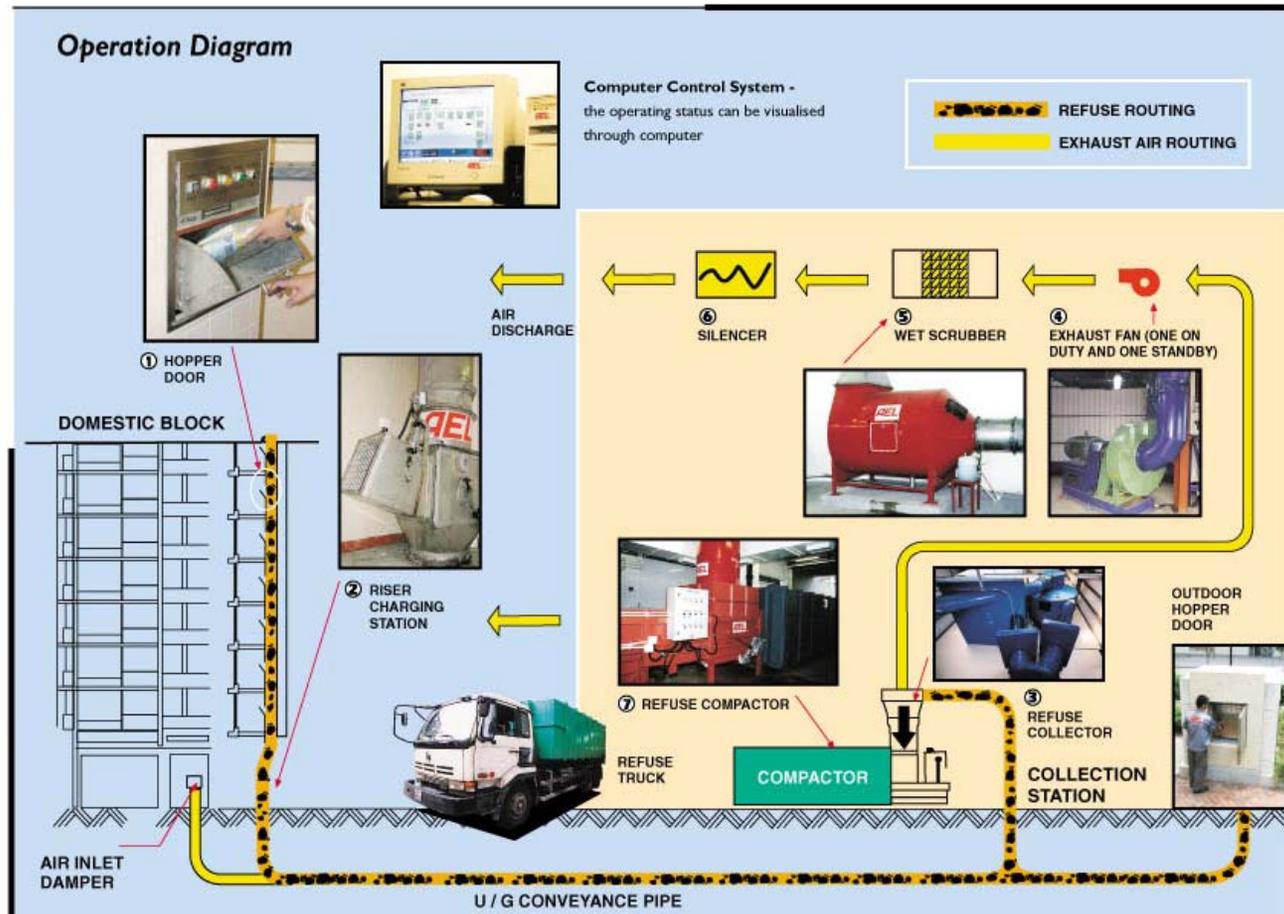


- AEL provided an integrated service to the world's first Mobile Hangar, from design, manufacture, install, to test & commission
- The total height and weight of the Mobile Hangar are 30m and 300 tons accordingly, a suspended tail docking system is included
- It can be driven freely at HKIA Aircrafts Maintenance Centre

## Core Business - Airport Equipment & Service References



## Core Business – Environmental Engineering Automated Refuse Collection System



## Core Business – Environmental Engineering

### ARCS References



- **Job references**

- Shek Yam East Estate, Kwai Chung, Hong Kong
- Yu Chui Court, Shatin, Hong Kong
- Lai Yan Court, Lai Chi Kok, Hong Kong
- Tin Yat Estate, Tin Shui Wai, Hong Kong
- Choi Ming Court, Tseung Kwan O, Hong Kong
- China Southwest Airline Catering Service Co., Cheng Du, Shuang Liu Airport, Xichuan, China
- CyberPort, Hong Kong

## Core Business – Environmental Engineering References



## Core Business – Construction Engineering **Steel Structure Construction**

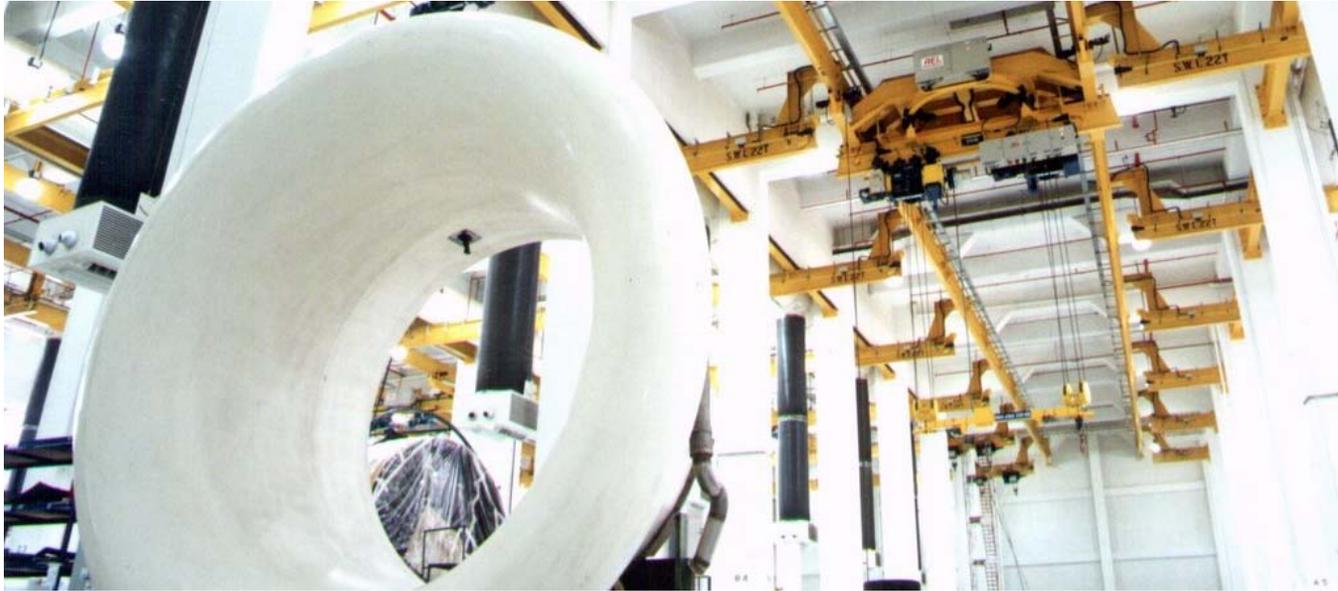


- Speciality on special form of steel structure construction
- Design, supply and install the Metal Design Ceiling Panel System
- Supply and install the steelwork for railway station, footbridge, maintenance platform, noise barrier & space frame etc.

## Core Business – Construction Engineering References



## Core Business – Mechanical Handling Engineering **Aircraft Engine Handling System**



- AEL provided an integrated service for the aircraft engine handling system to HK engine overhaul centre, from design, manufacture, install, to test & commission
- It serves the aircraft engine from over ten overhaul maintenance bay to a wind tunnel with heavy duty switching & rotating rail system.

## Core Business – Mechanical Handling Engineering **Automated Car Parking System**



- AEL design, manufacture, install, test & commission the first EMSD approved power driven parking system in HK
- The safety requirement of design & operation are according to Lift & Escalator Ordinance (CAP327)



# Core Business – Mechanical Handling Engineering References



## Equipment Manufacturing - Production Plant at Zhuhai, China



- Associated Engineers Zhuhai S.E.Z. Limited (ZAEL) was incorporated in 1994 as major production base
- It serves for production of various equipment offered by AEL like aircraft docking, ground support equipment, equipment for cargo terminal, steelwork structure & environmental products etc.
- Invest over HKD60M and 30,000sqm land used
- ZAEL employs over 300 employees including senior management, engineers and technician etc.

## Professional Qualification and Skills



Hong Kong  
Special Administrative Region  
of the People's Republic of China

### Registered Specialist Contractor of HKSAR Government

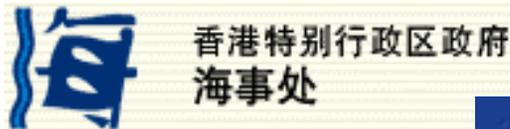
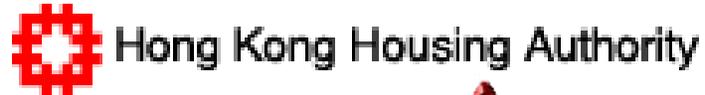
- Installation of Mechanical Handling and Lifting Appliances
- Manufacture and Erection of Mechanical Plants and Equipment (Group II)
- Approved Government Dockyard Contractors for Marine Dept. for Engine Repair (Specialised Miscellaneous) Group II
- Space Frame System - Varitec Space Frame System
- Structural Steelwork
- General Building Contractor
- Engine Repairs (Specialised Miscellaneous) Group II
- Specialist Contractor in the Ventilation Category
- Registered Lift Contractor

## Quality Assurance

- **ISO 9001**  
certificates by the HKQAA, CQM, IQNet for AEL group companies
- **ISO9001:2001**  
for the engineering & contracting division as accredited with in June 2003
- **ISO9002:1994**  
for its airport engineering services division was also accredited to in 1997.



## Customer References



# End of Part 1