



Sonex Aircraft, LLC

511 Aviation Road

Oshkosh, WI 54902

(920) 231-8297

Fax: (920) 426-8333

www.SonexAircraft.com

PRESS RELEASE 新闻发布

FOR IMMEDIATE RELEASE

**Sonex Aircraft and Uniworld/BAT Aim to Make
Kit Building Part of Mainstream GA in China**

**Sonex 飞机公司与美国世兴公司/北京航空科技公司合作
在中国推动通用航空的主流活动 - 套材飞机组装**

July 24, 2016, Oshkosh, WI 2016年7月24日于美国威斯康辛州Oshkosh市

Sonex Aircraft, LLC is excited to announce a new initiative to make kit aircraft building a part of the mainstream general aviation infrastructure in China. Working with renowned China GA trailblazer Francis Chao and his firm Uniworld LLC, Sonex Aircraft is set to promote its products in China with a multi-part strategy to include government advocacy, participation in the training infrastructure for GA pilots and mechanics, and growth of the Chinese recreational aviation enthusiast base. Vetted and brokered with the help of Uniworld, Beijing Aviation Technology Company Limited (BAT) will become a major driving force in this initiative, becoming a franchisee of the Sonex and AeroConversions brands across China, and Chao has been selected by BAT as their director of Sonex operations in China. Sonex Aircraft is prominently featured in Uniworld's China Pavilion at EAA AirVenture Oshkosh 2016.

Sonex飞机公司非常兴奋的宣布一项新的倡议在中国推动通用航空的基础主流活动-套材飞机的组装。与中国知名通用航空先驱赵嘉国先生和他的美国世兴公司共同合作在中国进行多层面的策略推广，包括与政府沟通交流，通航飞行员与技师培训基础设施的建设参与，以及广大业余航空爱好者的群体培养。在美国世兴公司的支持协助下，北京航空科技公司（BAT）将会是这个倡议的主要推动者，成为Sonex飞机公司飞机和发动机在中国的特许经营商，赵先生也将在BAT扮演重要角色负

责Sonex飞机在中国的业务拓展。Sonex 飞机公司将会是2016年EAA中国馆的主要展商。

“Sonex Aircraft has been working with Francis Chao and Uniworld since 2014 to broker sales in China and vet potential distributors, while keeping a finger on the pulse of GA developments in China,” remarks Sonex General Manager Mark Schaible. “The approach and dedication of Francis is outstanding. He clearly has the right vision for GA in China, and the tenacity to make it happen.”

“Sonex 飞机公司与赵先生在2014年开始合作在中国推广销售并寻找具资质的经销商，同时关注中国通用航空的发展与脉动” Sonex 飞机公司总经理Mark Schaible 表示 “赵先生的中国推广模式与投入是杰出的，他对中国通用航空的发展有清晰的洞察能力并坚持不懈的向前推进达成目标”。

BAT has established a new Aviation Education Center in Beijing featuring Sonex Aircraft and flight simulator manufacturer Precision Flight Controls, Inc. The Education Center includes a workshop space for Sonex Aircraft seminars and aircraft projects with the goal of educating the general public, entrepreneurs and government officials wishing to get involved in General Aviation in China. The facility also features offices and living quarters for international aviation professionals coming to China to share their knowledge and experience with Education Center attendees. The attractive Aviation Education Center is located in the city of Beijing to attract new people to aviation from a convenient, highly trafficked location. Getting them to a GA airport to discover aviation is eliminated from the equation with the Center’s metropolitan location, and participation by Precision Flight Controls offers a fun introductory experience for the first-time visitor. 北京航空科技公司（BAT）在北京成立了航空教育中心利用Sonex公司套材飞机以及PFC公司的飞行训练模拟器进行教学，该教育中心提供套材飞机组装与讲座让对通用航空有兴趣的广大群众，企业家和地方政府能有机会接触航空。该中心更配备了办公场所和生活区提供国际航空专业人士来华分享经验与知识，一同组装飞机及学习飞行。该中心位于北京市东区交通便利，适合刚开始接触航空的人士认识了解航空的基础知识。在中国通用航空体验飞行尚未普及的今天，该中心的PFC飞行训练模拟器提供初始接触者完整的飞行体验过程。

Through the Aviation Education Center, Sonex Aircraft and Uniworld/BAT will be providing introductory experiences to potential recreational or career aviators interested in building and flying their own aircraft, and can provide more in-depth education and

support to those who decide to purchase. Interested entrepreneurs will also be welcomed at the Aviation Education Center as Sonex Aircraft and Uniworld/BAT work to establish a high-quality dealer and support network throughout China. Education of government officials is also key in promoting further opening of GA freedoms in China. Sonex and Uniworld/BAT will be working with the Chinese CAAC aviation authority to bolster the opening of recreational aviation freedoms, including construction of Experimental Amateur-Built aircraft using current US regulations as a working template. Additionally, Sonex Aircraft and Uniworld/BAT seeks to obtain approval in China for the use of kit aircraft in training operations.

透过航空教育中心，Sonex 飞机公司与世兴公司/北京航空科技公司将提供协助让有意成为业余或专业飞行员亲自组装和飞行自己的飞机，同时提供购买者进阶教育与技术支持。有兴趣的企业家也可以透过该中心认识航空科普教育的商业价值并成为中国经销技术支持网络的一员。提供地方政府相关通用航空的科普教育对中国的通用航空发展至关重要，Sonex飞机公司携手美国世兴公司/北京航空科技公司向中国民航主管机构中国民用航空局游说开放娱乐性航空领域，包括实验性业余组装飞机，参照美国既有法规法令进一步允许套材组装飞机执行航空培训职责与功能。

“The current aviation infrastructure in China supports training operations primarily for the airlines and military only at the current time,” comments Schaible. “This is true for both pilots and mechanics. In order for privatized GA to grow and succeed in China, a network of private A&P and flight schools must be established to train the qualified personnel required to support GA, and to become owner/operator consumers of GA products in China. Sonex Aircraft products like the Sonex Sport Trainer airframe kit and the AeroVee Engine Kit are perfectly suited to this mission, providing an economical avenue to growth of the GA aircraft training fleet in China while also providing kit-based aircraft and engine construction to train and employ tomorrow’s A&P mechanics. Widespread adoption of these products by training facilities will create a level of uniformity in the entry-level GA aircraft fleet in China that makes technical support and expertise easy to obtain, not only for these commercial training operations, but also for the kit building enthusiast population. This uniformity and advanced level of available support will serve to increase safety in a young GA system, an important consideration for the CAAC in expanding GA freedoms in China.”

“目前中国的飞行培训系统是以培养运输航空和军事航空为主” Schaible表示“飞行员和航空技师都是同样的状况。若要是成功的建设中国的通用航空，一个由私人拥有的技师培养机构与飞行培训学校网络必须建立以便培养培训大量有资质的人员来使用中国生产制造销售的航空产品与设备。Sonex 飞机公司所生产的运动器材飞机与发动机正好符合并满足这个要求与需要，在供应经济实惠的训练教练机的同时又培训将来支撑中国通用航空发展所需的飞机与发动机技术人才。大量器材飞机的使用可以让培训机构对初级训练有了一致的教具，让技术支撑容易保证与获得，这有助于后续的商业培训工作。一致而先进的技术支撑有助于航空安全的促进，在中国通用航空发展的初期是一个重要的考量”。

“This strategy goes far-beyond just recreational aviation, and has implications in the growth & development and safety of China’s modernized communities across the country,” continued Schaible. “Small, light aircraft are required as the first step to the training of every civilian pilot, including professionals who may go-on to serve their communities in the many important ways that GA serves communities worldwide. From medical evacuation and disaster relief, to law enforcement, construction and infrastructure, commuter and regional cargo & passenger service and more.”

“这个策略远远超出运动业余飞行的范畴，它深深地影响了中国广大社区的现代化成长和发展” Schaible进一步解释“小而轻的飞行器是任何民航飞行员训练的起步，包括那些后来成为专业飞行员，对社会社区作出重大的贡献，从医疗到应急救援，公安保全，工程建设，通勤和支线航空与物流等。

Community service to improve the lives of Chinese citizens has been Francis Chao’s vision for GA in China since the establishment of Uniworld, LLC in 1970. Francis is widely known for his work, and is prominently featured in the acclaimed 2012 book “China Airborne” by James Fallows. Chao has been the organizer of the China General Aviation Forum since 2002, produces the monthly publication, “China Civil Aviation Report”, and has served as a consultant to the United States FAA and Department of Defense to provide interpretation/consultation support in USA-China Civil/Military aviation exchange activities since 1998. “Sonex Aircraft is under no illusion that expanding business in China will be a fast or easy process,” remarks Schaible. “It is a complex place for western companies to do business, and aviation in China presents its

own unique and complex challenges, however, we are confident that Sonex is positioned for success with Francis Chao and Uniworld/BAT as our team mate.”

借重通用航空来加强社区服务以便改善人民生活品质一直是美国世兴公司总经理赵嘉国先生的认知与理念，他对中国通用航空发展的努力推动被大量翔实的纪录在美国知名政论作家James Fallows 在2012年撰写出版的“中国腾飞”书中。赵先生自2002年开始就在中国举行通用航空商务交流会，并出版发行“民航报导”英文杂志向全世界介绍中国航空发展与成就。赵先生在1998年起服务于美国联邦航空局和国防部，以承包商的身份在中美军民航交流活动中提供翻译与顾问的协助。“Sonex 飞机公司很明白进入中国市场不是一夜之间就能完成的” Schaible 解释“中国市场对西方公司来说是一个独特而复杂的挑战，航空产业更是有其复杂性和挑战性，但是我们相信与赵嘉国先生以及世兴公司/北京航空科技公司的合作是通往成功的组合。

Sonex Aircraft, LLC is a leader in the experimental kit aircraft industry, providing a series of sport aircraft along with the AeroConversions line of products, which include the AeroVee engine, AeroVee Turbo, AeroInjector and ancillary aviation products. Sonex Aircraft's Sonex, Waix, and Onex sport planes, the Xenos sport motorglider, and the SubSonex Personal Jet, offer outstanding performance in an easy to build, easy to fly kit package that can be purchased and completed with full technical support at an unrivaled price. Highly regarded as an engineering company, Sonex has diversified its offerings to include the Teros line of UAV aircraft for civil and defense missions in conjunction with Navmar Applied Sciences Corporation. Sonex and AeroConversions continue to invest heavily in developing new products. Our team is committed to providing simple, elegant and low-cost solutions for sport flying. Simply put, Sonex Aircraft and AeroConversions products provide the Best Performance Per Dollar. Check us out at www.SonexAircraft.com and www.AeroConversions.com

Sonex 飞机公司是实验器材飞机产业的领导者，提供一系列运动飞机和发动机产品。Sonex飞机包括Waix 和Onex 运动飞机，Xenos运动滑翔机和SubSonex 个人喷气式飞机，性能优异，安装驾控容易，可负担价格及有坚强技术支持的器材组件。Sonex 公司的科技被业界认同，其Teros系列产品已经被Navmar科技公司应用在工程与国防工业的无人机发展上。我们团队一直致力于单纯，高贵，具有竞争性价比的运动飞行解决方案。简单，却又是性能价格比最高的飞机和发动机产品。相关产品信息请浏览www.SonexAircraft.com and www.AeroConversions.com 网站。

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SONEX AIRCRAFT, LLC PRESS CONTACT:

Sonex 公司联系方式:

Mark Schaible

Sonex Aircraft, LLC

www.SonexAircraft.com

Phone: (920) 231-8297

Fax: (920) 426-8333

E-mail: mark@sonexaircraft.com

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