

Airbiz global growth continues

Doug Nancarrow

AIRPORT CONSULTANCY AIRBIZ recently celebrated its global success at a function in Sydney which brought together its global team, local clients and other interested parties.

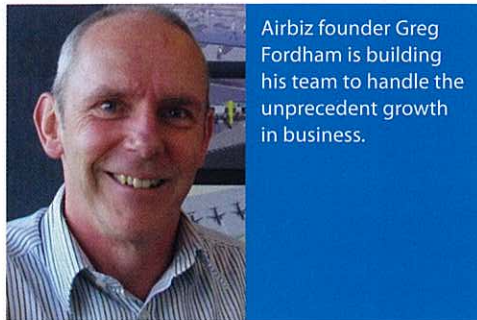
This came on the heels of the opening of India's Delhi Airport, a project in which Airbiz was involved on several fronts.

"We are proud of what we have been able to achieve internationally," Airbiz boss Greg Fordham told the assemblage in the Qantas Heritage Centre at Sydney's T3. "In fact, sixty per cent of our revenue now comes from projects outside Australia."

Fordham employed instances of major sporting events to illustrate the spread of Airbiz activity:

"Earlier in the year we had the Winter Olympics in Canada and Airbiz was involved in simulation modelling for Vancouver Airport.

"We had the World Cup in South Africa and it was only short while ago that the new greenfields Durban Airport was



Airbiz founder Greg Fordham is building his team to handle the unprecedented growth in business.

opened. Airbiz was proudly the airport and terminal planner on that project, which has some quite innovative concepts in its design.

"Then, even more recently, the new terminal at Delhi was opened in time for the Commonwealth Games; and again we were involved, initially as an adviser to the Indian Government on the privatisation of both Delhi and Mumbai airports, and then more recently we've been the terminal and air-side planner for the design-build contractor on the Delhi project."

Melbourne-based Airbiz's first major breakthrough into the global market was in North America; something that initially surprised Fordham, given the number of established players in that part of the world.

"With a bit of Australian lateral thinking and 'can do' attitude, we have been quite successful and I am very pleased with what we have been able to achieve.

Airbiz now has three offices in Canada - Vancouver, Calgary and Montreal.

In the last 12 months alone the company has done that pre-Olympic planning with Vancouver Airport, queueing simulation at Edmonton Airport, a variety of major projects at Calgary Airport (including a second runway development simulation), business diversification and asset maximisation at Regina Airport, and a runway extension and related cargo business optimisation at Moncton.

There's a new opportunity at San Francisco Airport, where a group of consultants will be called on to look at a number of different planning activities over the next four years.

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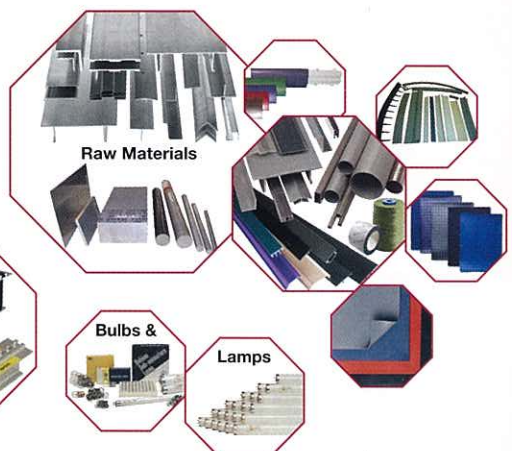
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