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Contact: Mike Marino, CEO  
(206) 830-7699

Dick Friel, Sr. VP Marketing  
(206) 762-1171

## **Shandong Airlines Buys Blended Winglets and Becomes First Operator in China with an All-Winglet Boeing NG Fleet**

*Shandong is the launch customer for BFE winglets and Aviation Partners Boeing's first sales agreement directly with a Chinese operator*

Shandong Airlines, a subsidiary of SDA (Shandong Aviation Group, a state-owned aviation transportation giant), signed a sales agreement for 3 Boeing 737-700's and 4 Boeing 737-800's to be delivered in 2005. The carrier has also committed to options for 8 additional 737 Blended Winglet shipsets. This makes Shandong the first customer for Buyer Furnished Equipment (BFE) winglets in China and the first operator of an all-winglet Next Generation 737 fleet in this booming marketplace.

**"We are very proud that Shandong has selected our Blended Winglets™ for their NG fleet," says Mike Marino, CEO of Aviation Partners Boeing. "Moreover, this is our first agreement directly with a Chinese operator. We consider this a landmark sale, a new business friendship and a great opportunity to make a marketing impact in China."**

Today, over 30 airlines worldwide are flying Blended Winglets. The winglets improve range up to 5%, save fuel, improve performance, reduce engine maintenance cost and provide an assortment of environmental benefits.

**"This technology has measurable benefits for airlines," says Senior Vice President marketing Dick Friel. "Blended Winglets will help Shandong Airlines maximize their productivity and be even more successful in their daily flight operations."**

Boeing 737 NGs are the most technologically advanced aircraft in the single-aisle market. Blended Winglets further enhance the performance and productivity of the 737, making this popular world-class transport the ideal choice for airlines worldwide.

To learn more about Aviation Partners Boeing's patented Blended Winglet Technology, call Mike Marino at 206-830-7699 or go to [www.aviationpartnersboeing.com](http://www.aviationpartnersboeing.com) for more information.

\*Patent No. 5348253

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