



“EACP ABROAD”

» Business Mission to Seattle, February 13-17 2017«



Co-funded
by the COSME programme
of the European Union

MARKET INTRO

- › Aerospace Cluster Seattle / Washington State



Washington State Aerospace Facts

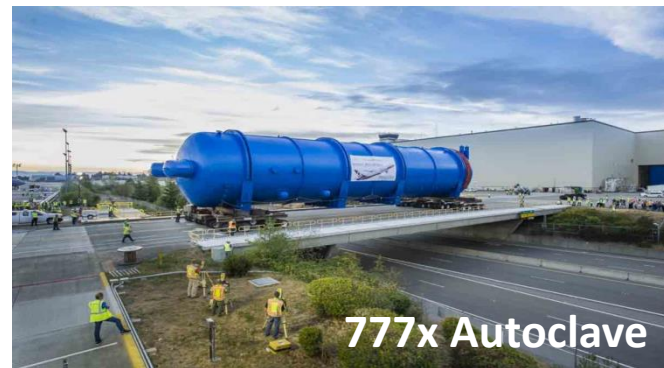
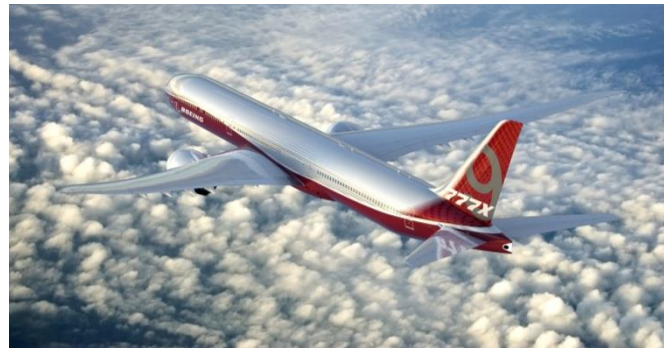
1350 Aerospace related companies

252,800 Aerospace related jobs

Boeing employs over **80,000** people in Washington State today

About **1400** planes produced annually

Final Assembly Boeing Programs = 777x, 737 MAX, 737, 767, 747, 777 and most of the 787 Dreamliner's.



Washington State Aerospace Facts

WASHINGTON AEROSPACE

\$76B DIRECT, INDIRECT, & INDUCED
IMPACT SALES, 2012

BOEING COMMERCIAL

\$476M IN STATE
TAX REVENUES

REVENUE TO THE STATE ECONOMY = **\$70B**
(11% OF STATEWIDE GROSS BUSINESS INCOMES)

#WAAero INDUSTRY | \$4 BILLION IN STATE REVENUE SINCE 2004

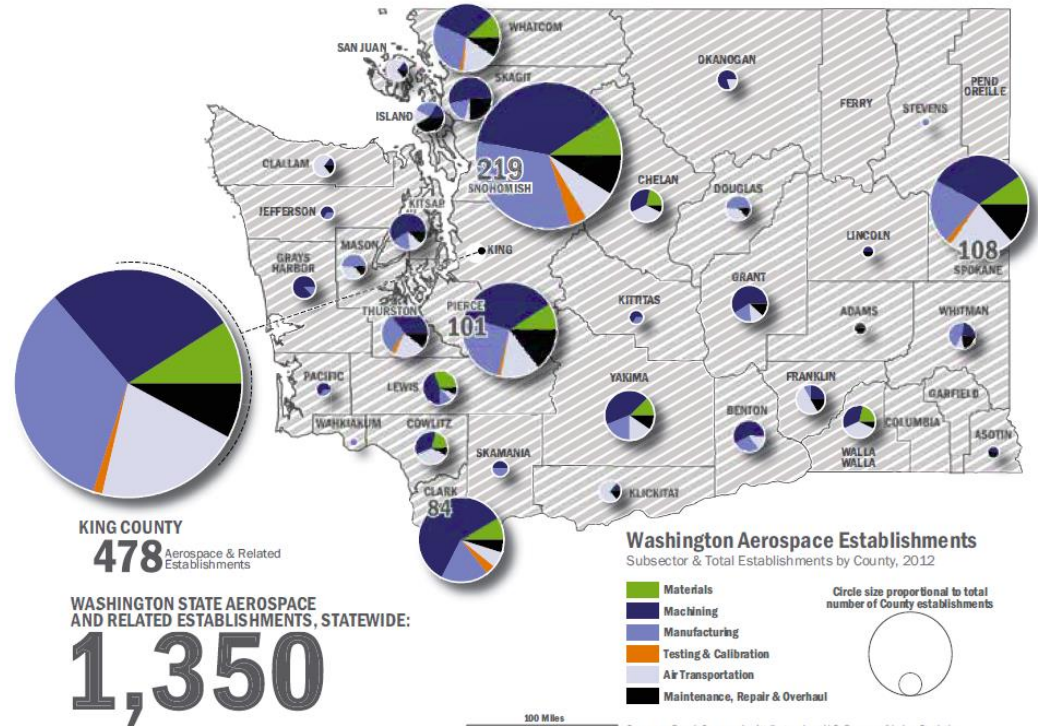
132,500



\$11.5B

WAGES FOR THE INDUSTRY*
(11% OF ALL WAGES EARNED STATEWIDE)

AT **1,350** ESTABLISHMENTS
ACROSS THE STATE



Who's in Washington State?



Aerospace & Defence



UMBRA GROUP



ZODIAC
AEROSPACE



SAFRAN

Turbomeca



SGL GROUP
THE CARBON COMPANY



ThyssenKrupp



COMPANY MISSION TO SEATTLE

Background:

- › Partnership between Niedersachsen Aviation and PNAA since 2009
- › EU-project „EACP ABROAD“

Your participation:

>> REGISTER NOW <<



PNAA: PACIFIC NORTH-WEST AEROSPACE ALLIANCE



ABOUT PNAA

- › **The Pacific Northwest Aerospace Alliance is a non-profit organization promoting growth and success of the aerospace industry in the Northwest region of the United States.**

PNAA accomplishes this by:

- › Providing frequent networking opportunities
- › Promoting and conducting educational seminars
- › Informing members of business opportunities and industry changes


PNAA's Mission

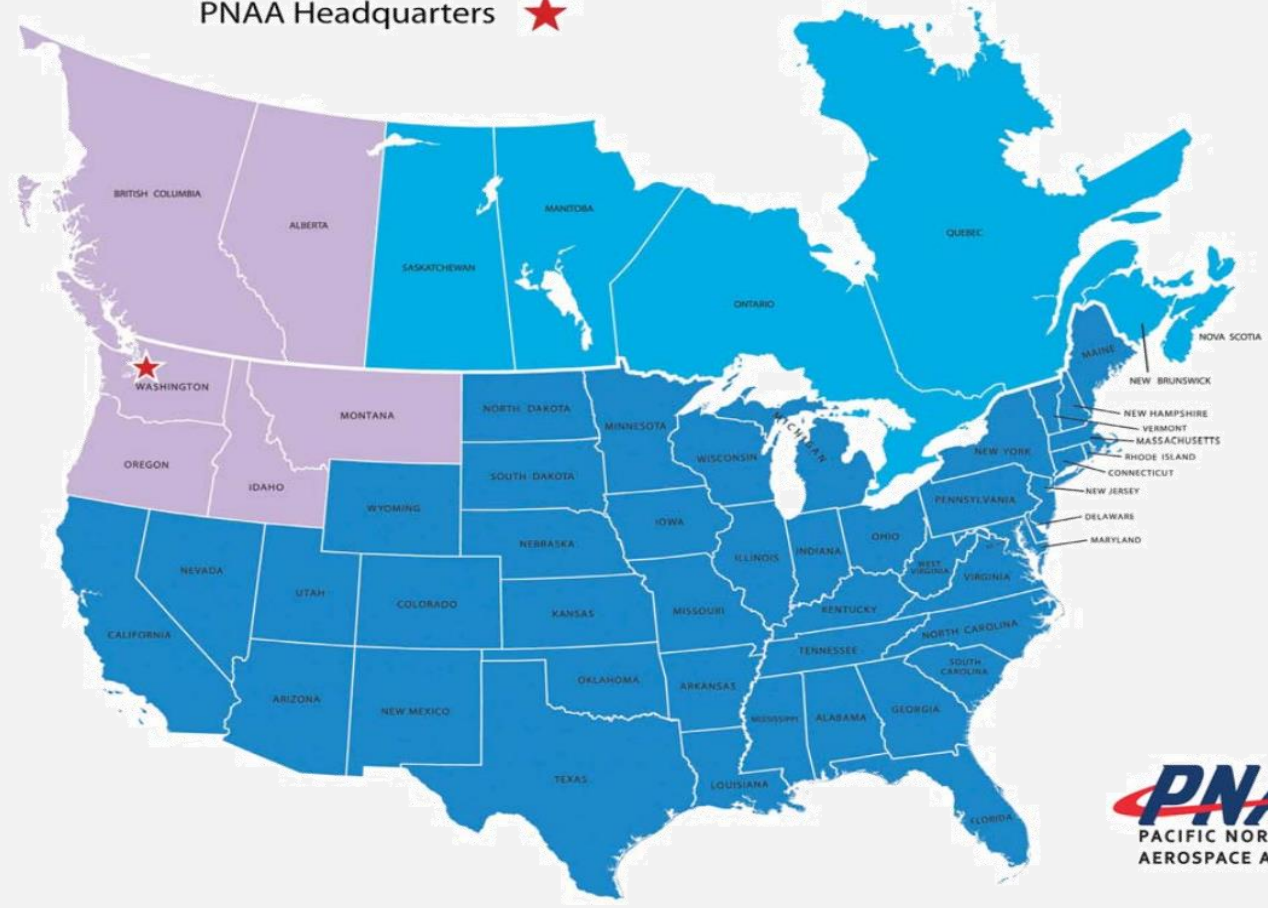
- › PNAA promotes the growth of the Pacific Northwest Aerospace Industry. We assist members to be globally competitive through education, access to business opportunities, information on emerging markets and facilitation of key relationships.



PNAA: PACIFIC NORTH-WEST AEROSPACE ALLIANCE



PNAA Service Area 
PNAA Headquarters 



PARTNERSHIP BETWEEN PNAAC AND NIEDERSACHSEN AVIATION SINCE 2009



Exploratory project (BMBF) 2009



PNAAC-Conference 2010



PNAAC-Conference 2011 / MOU PNAAC-Nds. Aviation



Mission with Governor Gregoire in Germany 2011



PNAAC-Conference 2012 / Premium Aerotec



2012 Mission + MOU State of Washington/Niedersachsen



PNAAC-Conference 2013 / „German Panel“



PNAAC-Conference 2014



PNAAC-Conference 2015



BDLI / BMWI Business Mission 2015



PNAAC-Conference 2016

PNAACONFERENCE 2016

23 participants from 14 institution:

- Aircraft Philipp Group
- Bishop GmbH
- Broetje Automation GmbH
- Hilger & Kern GmbH / Dopag Group
- HYDRO Systems KG
- NORD/LB
- Premium AEROTEC GmbH
- RUAG Aerospace Structures GmbH
- Süderelbe AG
- SupplyOn AG
- Bremen Invest
- Wickert Maschinenbau GmbH
- Nds. Ministerium für Wirtschaft, Arbeit und Verkehr
- Niedersachsen Aviation





COMPANY MISSION TO SEATTLE FEBRUARY 13-17 2017

- › Core Activity: **PNAAConference 2017**
- › „International Reception“ in Co-operation with PNAAC
- › Local briefing: Meet successful Europeans in Seattle
- › Site-visits / Industrial Tour (e.g. Boeing-Everett, Boeing-Renton)
- › Individual Meetings with local companies and institutions
 - › *Please tell us your ideas / requests!*

PNAACONFERENCE

**B2B**

Networking

**600**

Attendees

**355**

Companies

**10**

Countries

- › PNAACONFERENCE is the premier aerospace conference held annually in the Pacific Northwest.
- › This event is an excellent **opportunity to meet and network** with some of the major companies in the aerospace industry, while at the same time keeping abreast of timely issues that affect you.
- › The 3-day event convenes a dynamic **cross-section of the supply chain** to learn from leaders and experts on the **latest trends, forecasts and analytics** impacting the industry.

Featuring:

- › Boeing Supply Chain Leadership
- › Tier 1 Integrators and Partners from around the globe
- › Airbus Americas
- › Industry Experts
- › B2B Suppliers Fair
- › Executive Networking

IMPRESSIONS: PNAA-CONFERENCE 2016



Plenum / Audience



Exhibition



Lunch/Coffee-break networking

IMPRESSIONS: PNAA-CONFERENCE 2016

World Class Speakers



Kent Fisher
Boeing Company



Simon Pickup
Airbus Americas



Rodrigo Souza
Embraer



Randy Tinseth
Boeing



Richard Abouafia
Teal Group



Kevin Michaels
ICF International



Jason Brewer
GE Aviation



Hideyuki Kamiya
Mitsubishi



Bruno Ferrand
Latecoere



Bret Neely
Greenpoint Technologies



John Murray
Concept Laser



Alan Young
Spirit AeroSystems



Christine McCoy
Boeing



Michel Merluzeau
Frost & Sullivan



Scott Hamilton
Leham News



Scott Dewis
RaceRocks 3D

IMPRESSIONS: PNAA-CONFERENCE 2016



Conference Dinner / Awards



Daily reception



B2B-Meetings

TENTATIVE AGENDA: FEBRUARY 13-17 2017



Sat/Sun,
02/11-12

- Arrival
- Touristic Programme
- Joint Dinner on Sunday



Mon 02/13

- Group-Briefing
- Site-Visits
- Individual Meetings
- Boeing / Industrial Tours
- International Reception (tbc)

Tue 02/14

- Morning:
 - Site-Visits
 - Individual Meetings
- Afternoon:
 - PNAA-Conference Day 1
- Joint Dinner

Wed 02/15

- PNAA-Conference Day 2
- Conference Dinner

Thu 02/16

- PNAA-Conference Day 3
- B2B-Meetings
- Site-Visits
- Individual Meetings

Fri 02/17

- Optional: Individual Meetings
- Departure

Your participation:

**Note: Schedule is still tentative, subject to change!*

>> REGISTER NOW <<

VISIBILITY DURING THE CONFERENCE: JOINT BOOTH* AND JOINT BROCHURE



*depending on number of participants

COST

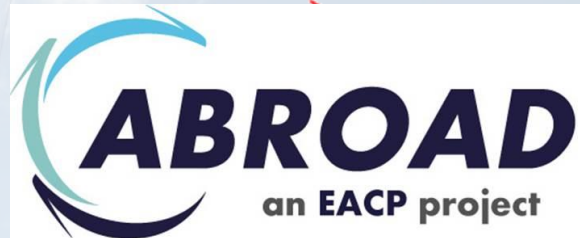
Activity	Cost	
Travels (Flight, Hotels)	own expense	
PNAAC-Conference	Non-Member	PNAAC-Member
› Participant	\$1.100 (~1.000 EUR) <i>Early bird until 12/14: 975\$</i>	\$900 (~820 EUR) <i>Early bird until 12/14: 775\$</i>
› Exhibitor (incl. 1 participant)	\$3.000 (~2.730 EUR)	\$1.500 (~1.365 EUR)
› Sponsorships	For Sponsorships / Advertising see Sponsor-Exhibitor-Matrix	
› Conference Dinner	\$65 (~60 EUR)	
› Industrial-Tour	tbc	tbc
Organisational fee	EUR 450,-	

Your participation:
[>> REGISTER NOW <<](#)



**Note: Prices do not include tax!*





Questions?

For more information visit our website:
www.niedersachsen-aviation.com



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THANK YOU!



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