

WASHINGTON STATE

DUBAI AIRSHOW 2017
US PAVILION STAND 1390

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WASHINGTON STATE DUBAI AIRSHOW DELEGATION 2017

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WELCOME ABOARD!

Washington's legendary aerospace industry ushered in the age of successful commercial jet service, made international travel affordable with the introduction of the jumbo jet, and reinvented the way aircraft are designed and built by harnessing the power of computer-aided design and composites.

For the last 100 years, Washington's workers have designed and produced some of the world's most enduring and visionary aircraft, from the first modern airliner, the Boeing 247, to the new 737 MAX. In fact, 90% of all commercial aircraft produced in North America are made in Washington State.

Supporting the industry is an unrivaled supply chain of manufacturers that serves customers around the world, providing parts, components, interiors, avionics, systems and services to every major airline and aircraft manufacturer.

GLOBAL LEADER IN AEROSPACE

While other parts of the United States tout their potential as an aviation and space hub, Washington has been a major player in the industry since 1916. Companies are attracted to the state by the 1,400 company supply chain, attractive investment opportunities, decades of aircraft orders on the books and a legendary workforce.

Many of our 136,000 aerospace workers today come from second and third generation families of aircraft designers and builders. Coming behind them is a new generation of workers, trained in today's technologies in unique public-private partnerships between local community and technical colleges and aerospace companies. These partnerships allow trades people to learn from the best in the industry, using the same technologies and tools they will use on the factory floor or in engineering offices.

Washington is home to 800 multinational firms employing nearly 100,000 workers, including BAE Systems, Dassault Systemes, Fokker Aerostructures, GKN Aerospace, Heroux-Devtek, Mitsubishi Aircraft Corporation, Toray Composites America, Inc. and Zodiac Aerospace.





THE WASHINGTON ADVANTAGE

Following are just a few of the competitive advantages of doing business in Washington State:

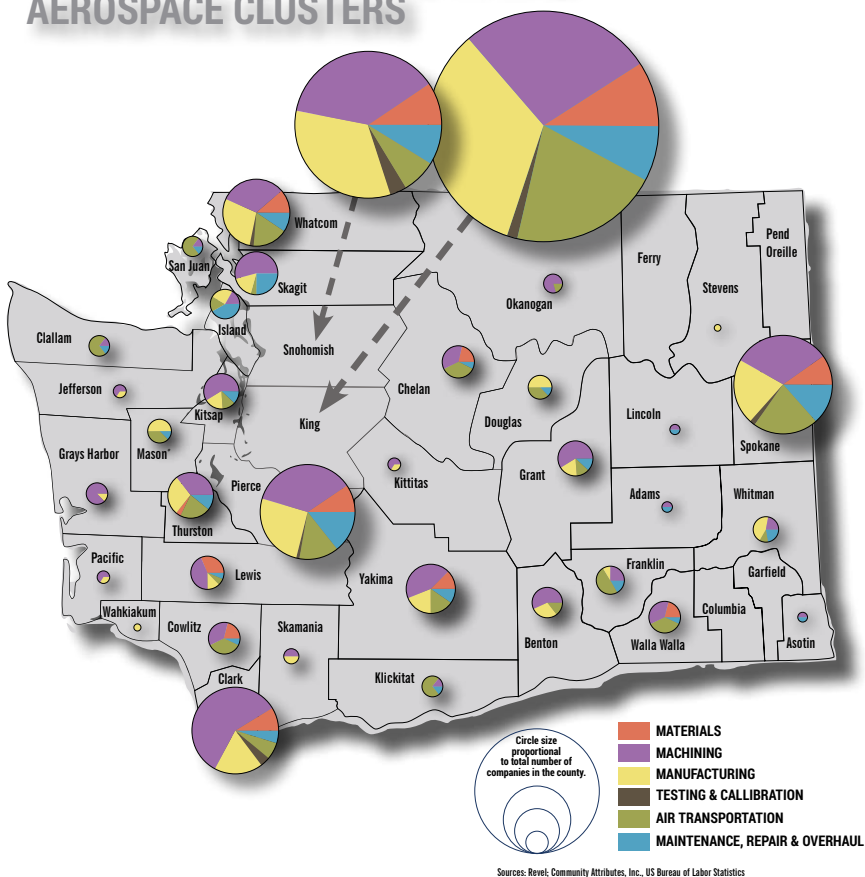
- The opportunity to be part of the Boeing supply chain as well as other global manufacturers and air carriers. Washington's supply chain is the second biggest supplier to Airbus.
- Access to a seasoned workforce that can contribute from the get-go, leveraging their tremendous knowledge and experience in design, production, manufacturing and MRO.
- The ability to tap into synergistic industries, including Washington's information and communication technology, advanced materials, military/defense, space and clean energy sectors.
- An export hub that is equidistant between European and Asian markets and a day's sail closer to major Asian seaports.
- Proximity to world-class research universities and a national research laboratory, one of only 10 such labs in the United States.
- A supply chain that is interconnected at every level, from R&D and production to training and apprenticeship programs that are closely aligned with current and emerging industry needs.



SOAR TO NEW HEIGHTS!

Washington State offers a critical mass of supply chain and investment opportunities for U.S. companies and multinational firms alike. If you're looking for additional production capacity, a smart investment or expansion strategy, or new partners in the most diverse supply chain ecosystem in the world, give us a call at +1 206 256 6100 or email us at aerospace@choosewashingtonstate.com.

WASHINGTON STATE AEROSPACE CLUSTERS



AEROSPACE AND RELATED COMPANIES 1400 STATEWIDE

478 KING
COUNTY

101 PIERCE
COUNTY

219 SNOHOMISH
COUNTY

21 KITSAP
COUNTY

108 SPOKANE
COUNTY

WASHINGTON'S LARGEST AEROSPACE FIRMS

Boeing
Aviation Technical Services
Esterline
Crane Aerospace & Electronics
AIM Group USA
Honeywell Aerospace
Janicki Industries
Skills, Inc.
Aerojet Rocketdyne
LMI Aerospace
PRV Aerospace
Electroimpact



Enabling enterprise with drone-based industrial asset inspections and data management.

We have developed cloud-based software solutions that allow our enterprise clients to effectively harness the power of drone-driven data collection and analysis.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

Our cloud based software developed from our operational expertise and experience will provide clients with end-to-end capability that complements existing inspection workflow and delivers end-to-end solutions.

MEETING GOALS

Seeking industrial enterprise clients looking to deploy drones for a variety of vertical infrastructures industries such as: oil and gas, power, utilities, bridges, telecoms and renewables.

PRODUCTS & SERVICES

Drone-based
Industrial Asset
Inspections
& Data
Management
Software

Train, Fly,
Upload and
Report
Drone-based
Data

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PRODUCTS & SERVICES

MEMS
Inertial Sensors
IMU
INS/GPS
Gyroscopes
Accelerometers

Gladiator Technologies Division of LKD Aerospace is headquartered near Seattle, Washington and since 2005 has provided industry leading high performance MEMS inertial sensors and systems for demanding applications in aerospace, defense, transportation and other markets. The company offers leading IMU with ultra-low noise gyros and accelerometers providing exceptional bias and scale factor over rugged temperature, shock and vibration at low cost. Industry leading digital processing is the fastest in the industry including IMU data rates up to 6.5kHz to optimize image stabilization performance along with many other features. The company's QMS is AS9100C (ISO9001:2008), currently transitioning to AS9100D

UNIQUE SELLING POINTS AND DIFFERENTIATORS

Ultra-low noise inertial sensors and systems in very small packages with lower power consumption and able to operate in the most demanding environments.

MEETING GOALS

Identifying customers and applications that may benefit from our high performance enabling sensor and system capabilities. These include aerospace and defense OEMs as well as rail and other transportation OEMs.



KEY CONTACT

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Established in 1979, Glasair Aviation is one of the largest, most well-established manufacturers of aircraft in the General Aviation (non-commercial/non-military aircraft) industry. We have over 2,500 aircraft flying worldwide. Our aircraft have an excellent safety record, and have won numerous awards and industry accolades for design and performance. Our reputation for innovative design, thorough engineering, quality components and conscientious customer service is unequalled in the industry. Whether your definition of flying fun is a long cross-country in relaxed comfort, dropping into a backcountry airstrip with a load of camping gear, or just punching holes in the sky on a sunny afternoon, Glasair Aviation has an aircraft to fill your needs.

PRODUCTS & SERVICES

General
Aviation Aircraft

Sportsman 2+2
Multi-purpose 4
Seat Aircraft

Merlin LSA
(Light Sport
Aircraft)
2 Seat Trainer

UNIQUE SELLING POINTS AND DIFFERENTIATORS

Our aircraft have an excellent safety record, provide outstanding performance, and are offered at a low price point compared to our competitors.

MEETING GOALS

Seeking to meet with potential customers for our aircraft including private individuals and flight schools, as well as sales agents and distributors for the Middle East and African market.



KEY CONTACT

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PRODUCTS & SERVICES

Precision
Machining
Parts Integration
Assembly
Fabrication
Prototyping
Research and
Development
Metal to Plastic
Bonding
Custom Tooling
Knitting
Supply Chain
Management
Program
Management

Hobart Machined Products, Inc. has over 40 years' experience as a solution-oriented, customer-focused, contract manufacturer of precision parts and hardware. We partner with our customers to meet project specifications. Hobart has working knowledge of machining complex parts from aircraft grade aluminum, titanium, inconel, 300 series stainless, copper, brass, 4000 series steels, exotic metals – hastalloy, invar nickel, bronze; non-metallics; nylons, Mikarta, plastics, nylons, composites and ceramics.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

Manufacturing Engineering – Precision Milling – Turning
ISO 9001-2008, AS9100C, BAC 84269, DPD Quality

MEETING GOALS

Meet end-users, generate new market sales and collaborate with existing business customers on new projects/programs.



KEY CONTACT

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IDEA International is an aerospace engineering consultancy based in Seattle who supports OEMs, suppliers, MRO, airlines and aircraft leasing groups on an international level. IDEA has many years of experience in structural design and analysis, interior design and analysis and can support certification (FAA/EASA) and testing. IDEA is equally familiar with Airbus platforms as Boeing. Also IDEA is active in the space and private space industries. IDEA can also offer electrical engineering and program management.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

IDEA is highly experienced on both Boeing and Airbus platforms with an average experience level of 22 years per engineer. IDEA is highly flexible, adaptable and able to respond to extra work load or rapid response with the greatest of ease

MEETING GOALS

IDEA is interested in supporting OEMs and suppliers on interior related design, analysis and certification programs.

IDEA can support on a global basis and is willing to operate internationally.

IDEA is interested in meeting U.S. and non-U.S. suppliers who are interested in real-time representation in the Seattle area and wishing to engage with Boeing and local suppliers.



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PRODUCTS & SERVICES

Stress Analysis
Loads Analysis
Certification (FAA/EASA)
Test Support
Finite Element Analysis
(NASTRAN/PATRAN)
Linear & Non-Linear
Thermal
Wind Milling
Dynamic
Products Include:
Galleys
Lavatories
Overhead Bins
Seats
Business Class Furniture
Wi-Fi Systems
Cargo Systems
Waste & Water
Oxygen Systems

WASHINGTON STATE'S GLOBAL CONNECTIVITY



SEATTLE
AN HOUR CLOSER TO ASIA
THAN OTHER WEST COAST CITIES

LONDON to ASIA
THROUGH THE U. S. A.
**SAVE FLIGHT TIME
THROUGH SEATTLE**



**WASHINGTON STATE
GATEWAY TO ASIA**

SINGAPORE
IS CLOSER TO
SEATTLE
THAN
Los Angeles

ABU
DHABI
IS CLOSER TO
SEATTLE
than Atlanta

DELHI
IS CLOSER TO
SEATTLE
THAN
NEW YORK

**NON-STOP
INTERCONTINENTAL
FLIGHTS FROM SEATTLE**

7 NON-STOP
FLIGHTS DAILY
TO EUROPE

12 NON-STOP
FLIGHTS DAILY
TO ASIA & MIDEAST



PRODUCTS & SERVICES

Supply Chain
Software

Quality
Management
Software

AS/EN/JISQ 9100
Compliance

Net-Inspect is the leading provider of supply chain and quality management software within the aerospace industry. Net-Inspect's web-based software is used by more than 7,000 aerospace manufacturers in 48 countries to gain real-time visibility to quality data, both internally and throughout their respective supply chains. For over 15 years, Net-Inspect has enabled companies to capture and monitor production measurement results, electronically create and approve AS/EN/JISQ 9102 First Article Inspection Reports, and more.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

Net-Inspect has the largest global network of aerospace companies. This allows Net-Inspect to efficiently connect suppliers and customers across the world and helps clients better manage and enforce quality requirements.

MEETING GOALS

Seeking to meet with supply chain and quality leaders within OEM, Tier 1 and Tier 2 aerospace manufacturing companies interested in utilizing a standardized platform, internally or throughout their supply chain, to maintain compliance with AS/EN/JISQ 9100 requirements.

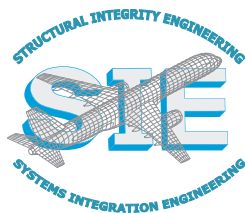
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SIE, an AS9100 certified firm, provides the highest quality aircraft engineering and certification services worldwide. Founded in 1981 and with offices in Los Angeles, Seattle and Madrid Spain, SIE delivers major modification STC programs for commercial, VIP and military operators. Aircraft cabin interior modifications, Satcom connectivity system installations, and VVIP custom installations including security and counter-measure systems.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

"INTEGRITY IN FLIGHT"™ - SIE is an experienced, schedule-driven, high quality aircraft modification and certification engineering team of professional engineers, FAA DERs, and program management experts.

MEETING GOALS

Seeking to meet with carriers and OEMs to handle complex aircraft modification and certification programs that deliver "on-schedule" and "under cost" installation packages.

KEY CONTACT

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PRODUCTS & SERVICES

STC Experts
Connectivity Installations
Major Modifications
Interior Reconfigurations
System Integration
Stress Analysis
Damage Tolerance
Aero Loads
Prototype Development
Installation Kits



Windspeed

PRODUCTS & SERVICES

Design & Analysis

On-site
Engineering
Support Services

In-house
Engineering
Design & Analysis

DER Certification
Support Services

Conceptual
Design Research
& Development

Established in 2006, Windspeed Technologies is a premier aerospace engineering services company offering full spectrum engineering services and product development. With over 20 years of experience in the aerospace industry, the founders of Windspeed understand the needs of the industry. Windspeed Technologies offers the highest level of quality in providing engineering services to the industry. Windspeed is AS9100 certified. Whether it is a new aircraft program or a modification program, we have the right manpower to assist our customers to meet their engineering needs.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

Windspeed Technologies is owned and managed by aerospace engineers who understand the needs of the industry. We are unique because we are continuously seeking ways to reduce costs and program risks for our clients.

MEETING GOALS

Seeking to meet potential partners who would be interested in taking the SkyDeck from concept to reality.

Seeking to meet clients would like to consider utilizing Windspeed's engineering services.



KEY CONTACT

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As one of ten Centers of Excellence in Washington State, the Center of Excellence for Aerospace and Advanced Manufacturing provides leadership and resources to support economic growth, focusing on aerospace and advanced manufacturing. Working strategically with our industry partners and educational institutions, we assist in developing the talent pipeline for the next generation of future workers within the aerospace industry sector.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

We convene industry and academic leaders together to develop Washington State's workforce and educational programs. We problem solve training and development issues in aerospace and advanced manufacturing to increase opportunities for community and technical college program graduates while meeting the needs of manufacturing partners. We disseminate key information to our academic and industry partners to ensure clear communication.

MEETING GOALS

Washington State has a strong aerospace and advanced manufacturing workforce. We'd like to meet with key personnel involved with workforce development within their companies to learn more about their workforce needs and how to help them bring their business to the greatest aerospace state in the United States.

PRODUCTS & SERVICES

Coordinates
Value-added
Purchases for
Educational
Partners

Develops
Collaborative
Relationships
for Business
and Education
for Productive
Outcomes



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PRODUCTS & SERVICES

International
Aerospace
Conference

Aerospace
Cluster
Organizer

Aerospace
Trade
Organization

The Pacific Northwest Aerospace Alliance serves aerospace supply chain manufacturers in the Pacific NW region surrounding Seattle, Washington. Our members produce critical parts and services for aerospace OEMs and Tier 1s around the world. PNAA promotes the growth and success of members and international associates by producing technical seminars, conferences and networking forums to share emerging industry trends and growth opportunities. Our February Aerospace Conference is the largest of its type in the western U.S. consistently attracting aerospace executives from around the globe.

PNAA

- Connects aerospace interests
- Delivers market intelligence
- Provides powerful networking and opportunities to grow

UNIQUE SELLING POINTS AND DIFFERENTIATORS

PNAA connects you to the largest commercial aerospace cluster in the world and provides exclusive executive networking opportunities.

MEETING GOALS

Seeking C-level executives from OEMs and Tier 1 suppliers to speak at our February 2018 Aerospace Conference near Seattle, Washington.



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Our vision is to be the world's leading provider of real-time space communications technologies and services for satellite operators. Our rapidly expanding Ground Station Network allows access to your spacecraft with unparalleled connectivity at an affordable price. Our world-class team of professionals works tirelessly to ensure the highest quality of service and complete client satisfaction.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

RBC Signals provides satellite ground stations "as a service" to meet customer's needs as they scale, allowing them to avoid the high capital investment and complexity of owning and operating their own ground stations.

MEETING GOALS

Meet satellite operators and satellite startups.

Increase awareness of ground station "as a service" business model.

Educate the industry on the benefits of early planning for ground station services.

PRODUCTS & SERVICES

Satellite Ground Station as a Service

U.S. and International Regulatory Support

Communication Architecture and Engineering Support



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Making a positive and profound impact.

PRODUCTS & SERVICES

Electronic
Manufacturing
Service

Electronic
Assembly

Silicon Forest Electronics builds electronic systems, subsystems and printed circuit board assemblies. Our primary markets are aerospace, military, unmanned systems and mission-critical industrial equipment. We specialize in prototype and production assemblies on a standard build or a quick turn basis; prototypes and production. Our uniqueness is characterized by our customer service, certifications, manufacturing engineering design support, materials management, obsolescence management, and ability to manufacture current and legacy products. All processes meet IPC (class 2 or 3), J-Std-001, Space Addendum, ITAR, and AS 9100.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

We pride ourselves on being "easy to do business with" while working on difficult electronic assembly projects. "If it is easy, someone else can do it. We do the hard stuff".

MEETING GOALS

Seeking to meet companies who desire their electronic assemblies to be manufactured in the U.S.

Seeking to meet companies who are currently not satisfied with the customer support and responsiveness of their current supplier.

Seeking to meet companies who are driving quality improvements in the supply chain quality and delivery requirements.



KEY CONTACT

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SPACE ANGELS

Space Angels is the world's leading source of capital for early-stage space ventures. Founded in 2007, the Space Angels portfolio includes many of the most prominent entrepreneurial space companies in the sector. Through a robust and streamlined web platform, Space Angels provides unparalleled deal access and comprehensible intelligence to its accredited investor members, making it easy to discover, select, and invest in the best space startups. For more information, please visit: www.spaceangels.com

UNIQUE SELLING POINTS AND DIFFERENTIATORS

- Unparalleled access to the best early-stage space investment opportunities.
- Ten year track record of early-stage space investing.
- The leading source of capital for space startups having invested in more companies than all other investment firms combined.
- Unique online investment platforms makes it easy to discover, evaluate and invest in the best space companies.
- The most experienced and accomplished team in the space investment industry

MEETING GOALS

Seeking to meet institutional investors interested in space investing.

Seeking to meet individual angel investors interested in space investing.

PRODUCTS & SERVICES

Angel Funds:
Invest in
Individual
Space
Companies

Venture Fund:
Diversified,
Managed Fund
Focused on
Space



KEY CONTACT

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Washington State Department of Commerce

Whether you're investing, exporting, expanding, relocating or growing your market share, our team of experienced business professionals at the state of Washington can provide you with adaptive and customized programs and services you need to succeed.

SERVICES INCLUDE

- Site selection
- Permitting and regulatory assistance
- Infrastructure
- Financing
- Workforce training
- Export assistance
- Overseas trade offices
- Trade shows and trade missions
- Business matchmaking
- Market research
- Investment assistance

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MARCH 26-28, 2018

Join us for one of the industry's most anticipated events featuring 11,000 one-on-one meetings among 850 participating companies from 40 countries. This exclusive three-day matchmaking program connects you directly to Boeing buyers and major Tier 1 and Tier 2 suppliers.

Find out how Washington State companies can get a discounted rate on admission.

Contact:
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Learn more about exhibiting and sponsorship opportunities, visit
<http://seattle.bciaerospace.com>

CHOOSE Washington
Washington State Department of Commerce

www.choosewashingtonstate.com