

AEROSPACE & DEFENSE NEWSLETTER

U.S. Department of Commerce
International Trade Administration

July 2012



Dear Connecticut Aerospace and Defense Exporter:

To keep you informed of pertinent international aerospace/defense news and events, the U.S. Commercial Service Middletown has compiled a monthly newsletter detailing worldwide opportunities in this industry sector. Below you will find articles included in our July edition that may be beneficial to your company. If you would like to start receiving the Aerospace and Defense Newsletter, please email Melissa Grosso at Melissa.Grosso@trade.gov with your name, company name, E-mail address stating that you would like to be added to the Aerospace Defense Newsletter list.

U.S Commercial Service Middletown
Tel: 860-638-6950 Fax: 860-638-6970
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Website: www.export.gov/connecticut



**Aerospace and Defense Executive
Trade Mission to Pretoria, South Africa
September 18-21, 2012**

Aerospace and Defense Executive Trade Mission to Pretoria, South Africa September 18-21, 2012

The Aerospace and Defense Trade Mission to Pretoria, South Africa on September 18-21, 2012 is designed for representatives from U.S. firms specializing in all facets of aerospace, and defense equipment, logistics and related services. This mission will include personalized meetings and access to the continent's premier exhibition AAD 2012 <http://www.aadexpo.co.za>

Why South Africa? South Africa is enjoying remarkable macroeconomic stability and a pro-business environment. South Africa is the most advanced, broad-based and productive economy in Africa, and has a gross domestic product (GDP) of \$363.7 billion in 2010, or about one third of the total GDP for sub-Saharan Africa region. Over the last five years, the annual growth of South Africa's GDP has averaged 3.2 percent.

As a participant in the Trade Mission to AAD in South Africa, you will benefit from the following:

- Participation in full-day, invitation only, **US-Africa Peace Support Industry Symposium** on Tuesday, September 18;
- **Pre-scheduled meetings with potential partners, distributors, and end-users** recruited by the Commercial Service;
- **Space within the U.S. Pavilion** for displaying 1 poster and company literature; use of a shared area for conducting meetings.
- **Pre-symposium show briefing;**
- One **show entry pass** per company representative;
- Participation in the U.S. Exhibitors **Welcome Reception;**
- **Access to the Official U.S. Pavilion** amenities, including meeting area and shared business center when not in use for one-on-one appointments;
- Copy of the official **2012 AAD Air Show Exhibitor's Directory;**
- **Meetings with U.S. Commercial Service** aerospace and defense industry specialists from U.S. Embassy South Africa;
- **Assistance from on-site AES program coordinator.**

Cost USD:

\$3,630 for small to medium sized firms (under 500 employees).

\$5,000 for large firms.

\$500 for each additional company participant.

[REGISTER NOW](#)

Prospective participants must contact Diane Mooney no later than August 7th

Please direct questions to Diane Mooney.

Diane Mooney
Director, U.S. Export Assistance Center
Seattle, Washington
(206) 553-5615, Ext. 236
Diane.Mooney@trade.gov

TURKEY AEROSPACE AND DEFENSE TRADE MISSION

Ankara and Istanbul

December 3-7, 2012



Turkey is a booming market and emerging hub for markets in Europe, Russia, the Caucasus, the Middle East, and North Africa. On the civil aviation side, Turks are frequent flyers. Domestic and international passenger numbers totaled over 85 million last year. Turkey's strategic location ensures unrivaled advantages in airline, MRO, cargo and air taxi services in the region. Istanbul is considering adding a 3rd international airport. At the same time, there is strong growth in Turkey's defense sector. The Turkish market is particularly promising for U.S. suppliers seeking joint-venture opportunities. There are increased opportunities for US small- and medium-sized enterprises within a Turkish partnership framework to enable the modernization of the Turkish Armed Forces. Within the next 25 years, combat weapons and equipment will need to be replaced or modernized.

As a participant in the trade mission, you will benefit from the following:

- **Pre-travel briefings/webinar** on subjects ranging from business practices in Turkey to security
- **U.S. Embassy Country Team Briefing** led by the Ambassador (TBC)
- **Pre-scheduled matchmaking meetings** with potential buyers, partners, distributors, and local industry contacts
- **Transportation to/from the hotel to meetings for the duration of the mission**
- Meetings with U.S. and Turkish government officials
- Participation in industry **networking lunches and receptions**
- High profile local and international **press coverage**

REGISTRATION

Fill out the [Trade Mission Application](#) and email or fax the completed form to:

Mark Cooper	Amy Magat
Email: Mark.Cooper@trade.gov	Email: Amy.Magat@trade.gov
Fax: (317) 582-2301	Fax: (213) 894-1197

We will accept up to 15 qualified companies on a first-come, first-served basis, subject to U.S. Department of Commerce vetting.

Deadline to apply is September 28, 2012.

Upcoming Aerospace & Defense Trade Events

- **[The 9th China Int'l Aviation & Aerospace Exhibition](#)** Location: Zhuhai, China Dates: 11/13/2012 - 11/18/2012
- **[Aeromart Toulouse 2012](#)** Location: Toulouse, France Dates: 12/4/2012 - 12/6/2012
- **[GPEC](#)** Location: Leipzig, Germany Dates: 9/11/2012 - 9/13/2012
- **[ILA 2012 - The Berlin Air Show 2012](#)** Location: Berlin, Germany Dates: 9/11/2012 - 9/16/2012

For a complete list of Aerospace and Trade Events, [click here.](#)

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AUVSI Unmanned Systems North America 2012

Location/Date: Las Vegas, NV, United States; 08/07/2012-08/10/2012

AUVSI's Unmanned Vehicle North America is the largest show in U.S. with 300 exhibitors with 5,000 visitors expected in 2011. As unmanned air, land, sea and submarine vehicles are expected to have significant market gains due to Future Combat Systems (FCS) and the civilian application of robotic cargo airplanes flying 30% of air cargo by 2030, the market is clearly growing in importance. The exhibition also ties into Korea's interest in developing UAV systems in partnership with U.S. technology companies.

Contacts:

Myoung Soo Lah, Seoul
Senior Commercial Specialist
Phone: 82-2-397-4516
MyoungSoo.Lah@trade.gov



Aerospace Industry Association's Summer Supplier Management Council Meeting

Hosted by Pratt & Whitney, August 14-16, 2012
Hilton Hartford Hotel, Hartford, CT.

If you are not a member of AIA and are interested in attending the meeting, please contact David Mandell, Vice President, Membership & Business Development at david.mandell@aia-aerospace.org or (703) 358-1005.
[Learn More About the Meeting](#)

Export Opportunity for Aerospace and Defense in the Philippines

The Armed Forces of the Philippines (AFP) is undertaking over 130 projects to upgrade its capabilities. Included is the Command Control Communication Computer Intelligence Surveillance Target Acquisition and Reconnaissance (C4ISTAR) Project, estimated to have a budget of US\$100 million. The AFP is looking for systems integrators with the capability to provide a turn-key C4ISTAR solution.

U.S. Embassy Manila, through the efforts of the U.S. Commercial Service and the Joint U.S. Military Assistance Group Philippines (JUSMAGPHIL), has proposed a "C4ISTAR Industry Day" exclusive to U.S. companies on August 2012.

The Industry Day will provide participating U.S. companies an opportunity to meet with and make direct presentations before key decision makers of the AFP and the Department of National Defense (DND). The AFP-DND envisions the following to be covered by the C4ISTAR project:

- Command and Control
- C4ISR Application Suite (blue force tracking, sensor output)
- Collaboration tools (web, telepresence, etc)
- Defense mapping (GIS, base maps, satellite imagery)
- Command center facility upgrade (civil works, video displays, LAN)
- Communications & Computers
- Microwave links (SDH, PDH, Hybrid & Pure IP radios)
- Telephone switching (VoIP + Legacy TDM)
- Data network (router, switches, etc)
- Outside/Inside plant facilities (fiber to the bldg)
- Satcom (Ku, C, BGAN, mobile etc)
- Mobile Command Center/Commo Van
- Wired to Wireless network integration (Ethernet to Tactical Wireless Radio Gateway)
- Tactical data links
- Intelligence Surveillance Target Acquisition Reconnaissance
- Unmanned systems
- Coastal surveillance
- Air surveillance
- Ground surveillance
- Electro-Optical/Infra-Red

Contact: Melissa Grosso at 860-638-6950 or Melissa.Grosso@trade.gov



Aero Montreal Global Supply Chain Summit, Montreal September 26-28, 2012

Join the US Department of Commerce at the Aero Montreal Global Supply Chain Summit. The cost per person to attend the Summit only is \$450. The US Commercial Service Montreal is partnering with AmCham Canada to deliver a great value added US Delegation program at this event. This program will provide valuable extra services and opportunities for a small additional cost of \$550 per company (up to two representatives: any additional representatives at \$200).

The US Delegation program will provide:

- Aerospace OEMs visits (plant access and transportation)
- Briefings on the latest U.S. aerospace business development opportunities in Canada
- Preferential Access to Supply Chain / Procurement Representatives
- A U.S. Delegation networking reception with Canadian supply chain representatives
- Pre-event counseling on your appointment schedule

Information and pre-registration can be found at http://amchamcanada.ca/aerospace_delegation#

Best prospects include: companies selling into MRO/engines/structures; avionics; software; composites; R&D; electronics; assemblies/sub-assemblies; companies already working with the JSF program. Specialized machine shops may also find success particularly those that have a presence in Mexico; or have specialized processes; or ability to work with very high volume and/or large structures.

Interested firms should contact Sally Chambers at 480-884-1658 Sally.Chambers@trade.gov

Aerospace & Defense Market Research

- **FRANCE: 2012 Defense Business Overview** France is characterized by an extremely sophisticated and competitive defense industry. Politically, France and the U.S. are long-standing, close allies. Despite occasional differences of views, the U.S...
- **Aerospace and Aviation - a Top US Export Prospect for Canada 2012** Part of Canada's Country Commercial Guide (CCG) 2012...
- **Opportunities for the U.S. Aerospace Sector under the US-Korea Trade Agreement**

To access our market research reports, please [click here](#) to register.