

AEROSPACE & DEFENSE NEWSLETTER

U.S. Department of Commerce
International Trade Administration

September 2012



Dear Aerospace and Defense Exporter:

To keep you informed of pertinent international aerospace/defense news and events, the U.S. Commercial Service has compiled a monthly newsletter detailing worldwide opportunities in this industry sector. Below you will find articles included in our September edition that may be beneficial to your company. The newsletter will be updated on a monthly basis and can be found at: <http://export.gov/industry/aerospace/>

Should you have questions, please contact:

Melissa Grosso
Global Aerospace and Defense Team Leader
860-638-6955
Melissa.Grosso@trade.gov



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>

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](#)

Please direct questions to Diane Mooney.

Diane.Mooney@trade.gov



U.S.-Vietnam Aviation Cooperation

Working Group

Airport Management and Safety Conference with Airports Corporation of Vietnam September 19-20, 2012

Vietnam's aviation sector is expanding at annual rates of more than ten percent to meet the air passenger and cargo transportation needs. This growth in both domestic and international aviation translates into the need for substantial increases in flights, passenger and cargo aircraft capacity, airport upgrade and construction, general aviation, air traffic management systems, and upgraded professional training, —all of which constitutes a substantial market opportunity for the U.S. aviation sector.

USCS Vietnam will organize its second Aviation Cooperation Working Group event co-hosted with the Airports Corporation of Vietnam (ACV) on September 20, 2012. The one day conference will allow ACV to outline their management structure, priorities and key projects and will focus on the following areas:

- Airport Development and Construction
- Airport Capacity and Efficiency (systems and means for improvement)
- Airport Operation and Management
- Terminal Passenger Handling (improving Capacity, Efficiency, and Security)
- Airport Safety (systems and means for improvement)
- Runway Excursion and Safety
- Airport Limitations and Slot Management

Participation Options and Costs:

1. One sponsorship for Executive Dinner/Cocktail Reception on September 19th: US\$4,000

Note: The sponsor will have an opportunity to give brief remarks at the dinner, be highlighted in the Ambassador/Consul General's remarks and receive two invites to the dinner. The sponsor will also be able to display materials at the conference and have their logo prominently displayed on the conference backdrop and materials and receive two guest passes to the conference

2. Sponsorship for conference on September 20th: US\$2,000

Note: Sponsors will be able to display materials at the conference, have their logo prominently displayed on the conference backdrop and materials, two guest passes to the conference, and two invites to the Executive Dinner/Cocktail Reception

3. Ordinary participation: US\$500/person

Note: Participants will have a brief description of their company in the conference materials and receive one invite to the Executive Dinner/Cocktail Reception

If your organization is interested in participating in the event contact:

Mr. Triet Huynh, Commercial Specialist, US Commercial Service

Email: Triet.Huynh@trade.gov

Tel: 848-3520-4658

Fax: 848-3520-4681

Upcoming Aerospace & Defense Trade Events

- [Aeromart Toulouse 2012](#) Location: Toulouse, France Dates: 12/4/2012 - 12/6/2012
- [The 9th China Int'l Aviation & Aerospace Exhibition](#) Location: Zhuhai, China Dates: 11/13/2012 - 11/18/2012
- [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](#).

AEROSPACE & DEFENSE NEWSLETTER

U.S. Department of Commerce
International Trade Administration

September 2012



[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

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

TURKEY AEROSPACE AND DEFENSE TRADE MISSION **Ankara and Istanbul** **December 3-7, 2012**



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
Email: Mark.Cooper@trade.gov
Fax: (317) 582-2301

Amy Magat
Email: Amy.Magat@trade.gov
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.



UPDATED **AEROSPACE AND DEFENSE** **WEBSITE**

Over the past month your Global Aerospace and Defense Team have been working to update our [website](#). The goal is to provide as much useful information to you as possible. On the site you will find trade leads, information about upcoming events, links to market research, information about our services, [points of contact](#), industry associations, and more.

You should check back often in order to stay abreast of the opportunities available to you in the aerospace and defense field.

Aerospace & Defense Market Research

- Kenya: Invitation to Bid for Supply, Installation & Commissioning of Aviation...
- Austria: Civil Aviation Market Brief 2012
- EU Defense Procurement Directive 2009/81 Revised 2012

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