

AEROSPACE AND DEFENSE NEWSLETTER

OCTOBER 2012

U.S. Department of Commerce
International Trade Administration



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To Access the Global Aerospace and Defense Team Website follow this link
export.gov/industry/aerospace

To contact your local Aerospace and Defense Team representative
[Click here](#)

If you have any requests for content to be covered in future editions of the Aerospace and Defense Newsletter contact Dennis Adley at
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Latin America and Caribbean Aviation Summit and Webinars



To facilitate a high-level dialogue with aviation interests in the Latin American and Caribbean (LAC) region, the U.S. Trade and Development Agency, in cooperation with the Federal Aviation Administration, will sponsor the Latin America & Caribbean Aviation Summit, December 3-5, 2012, at the InterContinental Hotel in Miami, Florida. Summit topics and project briefings will focus on air traffic control modernization, airport infrastructure, aviation safety and security, IT management and green airport technologies in the region.

The Summit will promote specific commercial opportunities for U.S. businesses and seek to expand overall trade opportunities. The Summit will also serve as a technical, policy and commercial forum to assist aviation representatives in identifying U.S. products and services that would best meet their air transportation infrastructure modernization needs. Equally important, the Summit will offer valuable networking opportunities for U.S. and senior LAC airport and aviation officials. Summit registration and hotel information will be available soon.

For more information and to register for this event please visit
<http://events.aaae.org/sites/121106/>.



MEXICO AND CHILE - October 18, 2012 at 2:00pm Eastern

Aviation Market Opportunities

Mexico is a growing market for U.S. aerospace products, with exports reaching nearly \$1.7 billion in 2011. There are significant aerospace clusters in

Queretaro and Tijuana-Mexicali. In Chile, infrastructure repair and expansion has led to a booming construction industry, with specific opportunities in airport and equipment development.



BRAZIL - October 31, 2012 at 12:00pm Eastern

Countdown to 2014 and 2016 Games: Infrastructure and Market Opportunities

In preparation for the 2014 World Cup and the 2016 Olympics, Brazil has a significant number of aviation infrastructure projects under development. In addition, Brazil is one of the top export markets for U.S. aviation equipment, totaling \$5 billion in 2011. Representatives from both industry segments will be on hand to discuss opportunities for U.S. firms. Webinar will highlight specific opportunities at the Tancredo Neves Airport in Belo Horizonte, Brazil.



PANAMA AND COLOMBIA - November 14, 2012 at 12:00pm Eastern

Aviation Market Opportunities

In 2012, the United States finalized Free Trade Agreements in both Panama and Colombia, presenting new opportunities in all sectors, including aviation. Panama is an aviation hub, home to one of the world's most profitable airlines and serving as a crossroads between North and South America. Colombia expects to spend \$26 billion on transportation infrastructure over the next several years, with significant opportunities in control tower equipment, air traffic management equipment, and other electronic products and services.

Webinar Details: Cost: \$40 per webinar, per participant, payable with Credit Card

Click in Each Webinar above to register for a each Webinar or

[Click Here to Register](#) for the entire series for only \$100 per company.

For more information, contact:

[Melissa Grosso](#) (860)638.6955 or [Diego Gattesco](#) (304)243.5493

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Join Lockheed Martin Canada's Supply Chain



Join the U.S. Commercial Service Canada's third series of webinar events on supply chain opportunities under the Canadian National Shipbuilding Procurement Strategy (NSPS). This webinar will feature Lockheed Martin Canada's supply chain team, who will introduce U.S. manufacturers of technology in the military aerospace, defense and security sectors to export

opportunities when selling to Lockheed Martin Canada (Maritime Projects).

Lockheed Martin Corporation has been a valued partner in Canada with a business presence first established in 1937. Today, more than 500 professionals work in locations across the country in support of all branches of the Canadian Forces.

Lockheed Martin Canada is the prime contractor for the modernization of the combat systems on-board the Canadian Government's HALIFAX Class frigates. Awarded in 2008, the company is today working in partnership with the navy and shipyards on both west and east coasts to replace major critical sensors, command and control systems, modernize the operations room and deliver a suite of related simulation/training systems.

With the announcement of the Canadian National Shipbuilding

Procurement Strategy (NSPS), Lockheed Martin Canada will be a major participant in enabling the Crown to achieve their goals to recapitalize the Royal Canadian Navy's fleet.

Additionally, Lockheed Martin Canada is a key provider of Information Management & Information Technology (IM/IT) systems for both military and civil government departments including the Canadian Forces Health Information System, the Canadian Forces Command System, Air Force Command Information System and, the Defense Information Services Broker (DISB).

Date: Wednesday, October 10, 2012.
Time: 2:00 p.m. E.T
Cost: US\$75 [Register Here](#)
For more information, contact :
Luz E. Betancur (613)688.5411

ShowCase Europe Civil Aerospace Resource Guide

The U.S. Commercial Service recognizes the importance of building long-lasting partnerships that promote prosperity through global trade. Currently, trade and investment between the U.S. and Europe account for more than 40% of the global economy. Our goal is to help you access this lucrative market.

In order to support American business exports to international markets, we provide a wide variety of services including market intelligence, counseling, and business matchmaking. Our staff works with your business to evaluate different channels of distribution and business opportunities that suit your objectives. We advise you on how to make sure your product complies with local regulations and standards, and we can advocate on your behalf to help you resolve issues in your favor. We'll even help you to develop trade finance and insurance strategies that align with your export needs. In sum, we think you will find the services offered by the U.S. Commercial Service to be both valuable and extensive.

When attempting to access the European market, our Showcase Europe team is at your service. Showcase Europe is a U.S. Commercial Service entity organized around eight key industry sectors, including aerospace, with staff located throughout Europe.

These trade specialists are knowledgeable and dedicated to bringing you success in your endeavors. Within the aerospace sector, opportunities exist in a variety of categories including airport infrastructure, services and upgrades, aviation components, avionics, and air traffic control systems.

In creating the Aerospace Resource Guide, we at the U.S. Commercial Service Showcase Europe Team aim to provide valuable and up-to-date information that is relevant to your company and its export goals. It is our goal to make this publication an annual endeavor. We hope you find this guide useful and, as always, we appreciate your feedback.

Whether you are new to the European market in general, or you wish to expand your exports to other European countries, the U.S. Commercial Service can help. To begin your relationship with the U.S. Commercial Service, first contact your [local trade specialist](#). We look forward to working with you in the future.

Reginald Miller
Senior Commercial Officer
U.S. Embassy Paris

To access full resource guide
[Click here](#)

Aerospace composites market to reach \$10.3 billion in 2012, according to Visiongain Report October 1, 2012

Source: www.avionics-intelligence.com

By Courtney Howard

Executive Editor, Avionics Intelligence

Demand for fuel-efficient aircraft and more refined composite materials manufacturing are driving positive and continuous growth in the aerospace composites market, which Visiongain analysts predict will reach \$10.3 billion in value by year's end.

Aerospace composites will continue to achieve growth over the next decade, in large part due to a better understanding of the physical attributes of composite materials which can be integrated into the design and development process, as well as increasing demand for lighter and more fuel-efficient aircraft, according to

Visiongain's "The Aerospace Composites Market 2012-2022" report.

"Composite usage in aerospace is a growth market given the potential opportunities arising from the expansion of air travel, the importance attached to maintaining airline safety and the need by airlines to reduce operational costs," reveals the report.

Visiongain's report includes a forecast for the global aerospace composites market, three material-type submarkets (glass fiber, carbon fibers, aramid fibers), and four aircraft-type submarkets (commercial, business jets, military, and commercial helicopters).

Ten national aerospace composites markets are forecast and analyzed by Visiongain over the period 2012-2022. The report provides profiles of 20 leading companies operating within the market, and includes two interviews providing expert insight.

International Defense Exhibition & Conference 2013

Occurring in Abu Dhabi, United Arab Emirates from February 17th to February 21st, the International Defense Exhibition & Conference 2013 (IDEX 2013), serving the Gulf States, is one of the world's largest land and naval defense exhibition. Participating in the USA Pavilion, organized by The Association of the U.S. Army (AUSA), offers U.S. companies an excellent opportunity to open doors in the Middle East's important defense market. According to Frost & Sullivan's, "The Middle East Defense Market," defense spending in the Middle East is expected to top \$100 (USD) billion by 2014, opening up substantial opportunities for U.S. defense companies to develop and expand sales in the region. In addition, IDEX continues to attract a growing number of international decision-makers, and key military and government representatives. Strong representation from the Gulf Cooperation Council and Middle Eastern and North African countries make IDEX 2013 a primary vehicle to reach these influential audiences. To exhibit for IDEX please contact AUSA at Tel: Phone: 703/907-2666 or email: afrankenstein@ausa.org

Upcoming Department of Commerce Certified Trade Shows

Japan [Japan International Aerospace Exhibition 2012](#)

In Partnership With: Kallman Worldwide
Nagoya, Japan 10/9/2012 - 10/14/2012

China [Airshow China 2012](#)

In Partnership With: Kallman Worldwide
Zhuhai, China 11/13/2012 - 11/18/2012

Mexico [EXPO Manufactura 2013](#)

In Partnership with: E. J. Krause & Associates
Monterrey, Mexico 2/5/2013 - 2/7/2013

