

AEROSPACE AND DEFENSE NEWSLETTER

JULY 2013

U.S. Department of Commerce
International Trade Administration



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U.S. Pavilion at Seoul International Aerospace & Defense Exhibition (ADEX) 2013 October 29- November 3, 2013 In Seoul, Korea - KINTEX

In 2010, the Korean government launched its Aerospace Industry Primary Plan which aims to elevate Korea to one of the G-7 in the aerospace industry, with selected major development programs.

SPECIAL OFFER FOR SMALL TO MEDIUM SIZED COMPANIES:

Individual furnished booth space (2 m x 2 m) in the U.S. or California Pavilion for display of company literature, poster and meetings.

More information is available at:
<http://export.gov/california/irvine/events/adex/index.asp>

Please direct questions to Jason Sproule by telephone at (949) 600-7105 or by emails at Jason.Sproule@trade.gov.



NEW 2013 AEROSPACE MARKET RESOURCE GUIDE

For detailed country by country analysis on worldwide markets, please see the Aerospace Resource Guide PDF available at:

<http://export.gov/industry/aerospace/index.asp>

Singapore Airshow 2014

February 10-14, 2014

At the Singapore Changi Exhibition Centre

WHY SINGAPORE?

- The Gateway to Asia – a market of over one billion people
- U.S. exports to the Pacific Rim countries total \$236 billion, making Asia our largest overseas market outside of North America
- Highly developed economy and reliance on foreign trade
- Consistent growth of its aerospace industry

WHY SINGAPORE AIR SHOW 2014?

- Encompassing all civil and military sectors of the international aerospace industry
- The foremost platform for companies to showcase their products and services in the Asia-Pacific
- U.S. Embassy, Commercial Service support for companies at the show - exhibitors and attendees

Space is limited. Register Today
<http://export.gov/california/irvine>

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THE U.S. DEPARTMENT OF COMMERCE AND THE OHIO AEROSPACE INSTITUTE PARTNER TO PROVIDE HALF DAY SEMINARS FOR U.S. AEROSPACE SUPPLIERS

The Ohio Aerospace Institute and the U.S. Department of Commerce are pleased to offer U.S. aerospace suppliers a series of half-day seminars that will deliver concrete, practical information on the do's and don'ts of exporting aerospace products. Presented by experts in various fields, the seminars are geared especially to small and medium-sized businesses.

For more information [Click Here](#)

http://build.export.gov/build/groups/public/@eg_main/@byind/@aerodef/documents/webcontent/eg_main_059964.pdf

Trade Finance for Aerospace Exporters

When: Tuesday, 8/6/13, 8a.m.–2p.m.

Where: Cleveland

Registration deadline: Monday, 7/22/13

www.oai.org/ExportFinance

FAA Regulations and International Cooperation: A Primer for U.S. Exporters

When: Tuesday, 10/22/13, 9a.m.–12p.m. **Where:** Dayton

Registration deadline: Wednesday, 10/9/13

www.oai.org/ExportFAARegs

DEFSEC ATLANTIC 2013, HALIFAX CANADA

DEFSEC Atlantic 2013, September 4-6 2013, in Halifax is Canada's Defense, Security and Aerospace Exhibition and Conference, and also the hub of Shipbuilding activity. This is a great platform for U.S. companies to join the U.S. delegation for B2B meetings and networking arranged by the U.S. Commercial Service.

For further details on these Canada shipbuilding supply chain programs please contact: Luz Betancur, U.S. Commercial Service – U.S. Embassy, Ottawa, Tel: 613 688-5411 or luz.betancur@trade.gov

transfer their technology to Russia to localize production here. Mr. Borisov mentioned EADS, SNECMA, Finmeccanica, Safran "and others" as those companies that are ready to pursue licensing the best solutions and transferring them for the follow-up localization in Russia.

In the segment of commercial aviation, the Russian state corporation 'ROSTEC' and the Austrian Diamond Aircraft Industries (DAI) signed an agreement to set up a joint venture to manufacture a family of light multipurpose aircraft. The initial assembly of aircraft, including the engine, will take place in Austria. The second phase will include partial localization of aircraft components in Russia. During the third phase, all the aircraft components and the diesel engine will be manufactured completely in Russia. Experts believe that the potential market for this 19 passenger capacity aircraft with the flight range of 250-260 miles is 200 units. This program is aimed at modernizing the Russian light aircraft fleet and replacing the aging An-2 and L-410 light aircraft with the new models. Since 2012, the Russian government has intensified efforts to support regional aviation in order to connect the outlying regions and to satisfy unmet regional air traffic needs. The project exemplifies a typical Russian government approach, when foreign imports are performed at the initial stage and are followed up by localization and the transfer of technology.

For more information, please contact:
Vladislav Borodulin at U.S. Embassy Moscow, Russia:
Vladislav.Borodulin@trade.gov

Russia Market Update and Current Trends

The Russian participation at the Paris Air Show 2013 has received heightened attention among international show visitors, due to first time aerial demonstrations of the military equipment: the Su-35 multipurpose fighter, Yak-130 light attack aircraft and the KA-25 attack helicopter. Specifically, the Su-35 fighter jet took spotlight at the show due to its outstanding maneuverability. Some industry experts believe that Russian enterprises have done a lot to develop its defense and aviation industry potential after the collapse of the Soviet Union. The products featured at the show are not modernized Soviet equipment, but are the new products developed in the post-Soviet time.

During the show, according to the Russian Defense Deputy Minister Mr. Yuriy Borisov, some major western companies made a clear announcement for the first time that they are ready to

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CHILE BRIEF MARKET OVERVIEW DEFENSE SECTOR

The Chilean Armed Forces are the most modern in Latin America. The Chilean Air Force has the largest fleet in Latin America. For years the Chilean Armed Forces have had the necessary funding for upgrading and modernization of their equipment due to the Copper Law which has been effect for decades. This law is currently being reviewed by Congress in order to have more efficient and transparent regulations with a long-term orientation. However, it is estimated that there are more than US\$ 2 billion already accumulated which can only be used by the Armed Forces.

The Chilean Military Mission in Washington, D.C. is an excellent point of contact for U.S. suppliers. U.S. companies participating

in a bid for a Chilean project should approach the Advocacy Center of the U.S. Commercial Service in Washington, D.C. to request USG support.

Before submitting a proposal to the Armed Forces, all foreign suppliers of defense equipment and their local representatives must register with each of the Chilean Armed Forces. Also, **Chilecompra** <http://www.chilecompra.cl> is the Chilean system for government procurement. The main objective of this electronic platform is to guarantee high levels of transparency, efficiency and the use of technology in the government's purchases, benefiting private enterprise, the State and the general public.

Chile hosts the most important aerospace, defense and security event of Latin America, FIDAE, which is organized by the Chilean Air Force every two years. FIDAE provides the opportunity to exhibit the latest technologies in civil-commercial aviation, defense, aircraft maintenance, airport equipment and services, space technology and homeland security. The wide range of products and services offered at FIDAE, makes this event the platform for renewal and investment decisions in technology in the region and a gathering place for executives, professionals, government officials and armed forces not only from Chile but also from the United States, Latin America and Europe. The next version of FIDAE will take place on March 25-30, 2014 in Santiago, Chile.

For more information, please contact:
Isabel Valenzuela at the U.S. Embassy Santiago, Chile
Isabel.Valenzuela@trade.gov.
Information on FIDAE at: www.fidae.cl.
Information on the U.S. Pavilion at FIDAE at:
www.kallman.com

U.S. EMBASSY PAVILION AT THE 2013 CANADIAN AEROSPACE SUMMIT

Location: Ottawa, Ontario, Canada
Dates: October 16-17, 2013
Venue: Ottawa Congress Centre.
Organized by: Aerospace Industries Association of Canada
and the U.S. Commercial Service in Canada.

For more information contact:

Lucy Latka – Government Procurement Specialist, Tel: 613 688-5219, email: Lucy.Latka@trade.gov

Luz Betancur – Commercial Specialist - Military Aerospace/Marine Sector, Tel: 613 688-5411, email: Luz.Betancur@trade.gov

Gina Bento – Commercial Specialist - Civil Aerospace Sector, Tel: 514-908-3660, email: Gina.Bento@trade.gov

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Aerospace & Defense Supplier Summit Seattle 2014

The first of its kind in the United States, Aerospace & Defense Supplier Summit Seattle is an opportunity for leaders in the aerospace industry to meet with potential industry partners.

The industry is facing significant growth and needs to continue optimizing its supply chain in order to meet the demand. A&DSS Seattle enables companies throughout the global supply chain to come together, make connections, and identify new business partners.

For more information regarding A&DSS Seattle or to register:
<http://www.bciaerospace.com/seattle/>

AEROSPACE/DEFENSE EVENTS IN INDIA

▪ Indian Business Aviation Expo 2013

Location: New Delhi

Date: 5 - 6 November 2013

English language website:

<http://www.miuevents.com/ibae2013>

▪ MRO India 2013

Location: Mumbai

Date: 7 -9 November, 2013

English Language website: <http://www.mroindia.com>

▪ India Aviation 2014

Location: Hyderabad

Date: 12 – 16 March, 2014

English language website: www.india-aviation.in

Upcoming Department of Commerce Certified Trade Shows

United Kingdom- [DSEI 2013 -- Defence & Security Equipment International 2013](#)

In Partnership with:
Clarion Defense & Security –
North America
9/10/2013 - 9/13/2013

Australia – [Pacific International Maritime Exposition 2013](#)

In Partnership with:
Kallman Worldwide, Inc.
10/7/2013 - 10/9/2013

South Korea- [Seoul International Aerospace & Defense Exhibition 2013](#)

in Partnership with: Kallman
Seoul, South Korea
10/29/2013-11/03/2013

Thailand – [Defense & Security 2103](#)

In Partnership with:
Kallman Worldwide
Bangkok, Thailand
11/4/2013 - 11/7/2013