



PARIS AIR SHOW
Le Bourget, France
June 19-25, 2017

<http://www.paris-air-show.com/en>

U.S. DEPARTMENT OF COMMERCE PROGRAMS at the 2017 PARIS AIR SHOW

The U.S. Commercial Service is the export promotion arm of the U.S. Government. Our office in France will be present at the show, located in the Official USA Partnership Pavilion and supporting all U.S. exhibitors at the Paris Air Show.

The U.S. Commercial Service will offer free programs to American exhibitors, aimed at promoting U.S. products and services overseas. **Stop by and see us in Hall 3, stand E-97!**

Business Counseling/Global Chat

Industry specialists from U.S. Commercial Service posts in Europe and Asia will be available to meet with exhibiting and visiting U.S. firms from June 20-22 to answer questions and provide general and market-specific business counseling. If a firm is already doing business in these regions, specialists are also available to discuss strategies to increase market share. Business counseling sessions are scheduled for 20 - 30 minute intervals. **To schedule a meeting, please complete the registration form [here](#).** The deadline for registration is **May 18**.

Trade Leads/Industry Focused Promotion

In addition, exhibiting and visiting companies should take advantage of the U.S. Commercial Service's *Industry Focused Promotion (IFP)*, which is free of charge. Through this program, your company will be featured on our global IFP **trade lead website**. Our Aerospace Specialists around the world will promote companies on the IFP site to potential buyers and partners in their respective markets. Once a trade lead has been generated for your company, you will automatically be notified and receive contact information. Foreign leads are pre-approved by the Embassy project manager, meaning no spam! Some of these leads may result in scheduled meetings with you at the show. **To register for this free program, please click [here](#).** As there is a single registration form for both the Global Chat and IFP programs, the deadline is also **May 18**.

WEBINAR:

"Know Before You Go" at the Paris Air Show

Date: Thursday, May 4, 2017

Time: 11:00 am Eastern Time

Cost: Free, but you must register

Registration: <https://go.usa.gov/xXAnn>

This webinar is **FREE OF CHARGE**, thanks to our partners at Kallman Worldwide, Inc, organizer of the USA Partnership Pavilion.

In preparation for the Paris Air Show, all exhibiting and visiting companies and groups are invited to register for a free webinar on the following:

- Know Before You Go - What to Expect, What You'll See & Info You Might Not Get Elsewhere
- Do's and Don'ts of Export Controls at Trade Shows
- Export Finance Options - Export-Import Bank of the United States (Ex-Im)
- Best practices from an Aerospace manufacturer

TOP MARKET REPORTS

Two great reports are available for you:

Aircraft Parts - Includes a revised ranking of the top markets, an analysis of recent changes that affect the international competitiveness of U.S. suppliers of aircraft parts. Also updates to five country case studies from the previous report (Canada, China, Germany, Saudi Arabia and Singapore) and the inclusion of two additional country case studies (Australia and Brazil).
Find this report at: <http://trade.gov/topmarkets/aircraft.asp>

Defense Products Report - The Defense report covers both individual and regional country case studies, and provides key trade statistics, trends, challenges and opportunities in the defense sector.

Find this report at: <http://trade.gov/topmarkets/defense-products.asp>

AEROSPACE RESOURCE GUIDE

Includes details for 35 countries around the world: Market Entry, Current Market Trends, Current Demand, Barriers, Competition, Trade Associations, Trade Events

Find this report at:

<http://2016.export.gov/industry/aerospace/aerospaceresourceguide/index.asp>

OTHER PROGRAMS TO KNOW ABOUT:

Paris Air Show U.S. Industry Reception, Monday, June 19

This is the premier networking event of the Paris Air Show and is sponsored by the Aerospace Industries Association (AIA) and its partners. It will be held at the Official Residence of the United States Embassy to France. Register for this event [here](#).

Business to Business Matchmaking Program - Special negotiated rates for US International Pavilion Exhibitors only!

The show organizers have mandated BCI Aerospace for the management of a matchmaking program between exhibitors (direct and indirect), procurement from exhibiting OEMs and professional visitors. It's easy, efficient, helps save time: a plus to your attendance! For more info and registration, see:

https://www.siae.fr/en/exhibiting/b2b_meetings.htm

This service aims to complement your own activity at the show. All participants in the B2B program must enter their detailed profiles into an online catalogue (capabilities, requirements and applications). Access to the detailed catalogue is strictly reserved for the exhibitors who sign up for the B2B program.

Exhibitors:

Package 1: BtoB Package (3 days BtoB meetings + cocktail)

350 € (Full Price) - 200 € (US International Pavilion Exhibitors)

Package 2: Packages 1 & Conferences (OEMs procurement policies)

500 € (Full Price) - 350 € (US International Pavilion Exhibitors)

Visitors:

Package 3: Package 2 + 2 permanent professional visitor passes included - 1,500 €

Exhibitors and Visitors:

Package 4: Round table Key Decision Makers - 250 €

Questions on the US Partnership Pavilion:

The Paris Air Show has been the world's leading aviation event for the past 100 years. In 2015, 2,303 exhibitors, 150,000 professional visitors and another 201,000 public visitors participated in the show. 2017 is sure to be an even better year for the Paris Air Show; The USA Partnership Pavilion, organized by Kallman Worldwide Inc., can be your direct link to the show. Working in coordination with the U.S. Commercial Service and the American Embassies around the world, the USA Partnership Pavilion will once again be the focus of many visiting delegations and civil and military aviation decision makers.

KALLMAN WORLDWIDE, INC.

4 North Street, Suite 800

Waldwick, New Jersey 07463-1842 USA

Telephone: (201) 251-2600

Fax: (201) 251-2760

Website: <https://www.kallman.com/shows/paris-air-show-2017>

Contact Name: Mike Petrassi, Paris Air Show Sales Manager Email: mikep@kallman.com

Who's exhibiting at the 2017 Paris Air Show? Follow this link to see:

https://www.siae.fr/en/the_show/2017_exhibitors_list.htm

CHECK BACK WITH US SOON!

Feel free to contact Cara Boulesteix at the U.S. Department of Commerce office in Paris, France:

Cara.Boulesteix@trade.gov or telephone (33-1) 43 12 70 79.