

January 2011 – Present

Market Research

<p>Vietnam: Aerospace Industry Overview</p>	<ul style="list-style-type: none"> • Vietnam is set to be one of the world's fastest growing aviation markets over the next three years • Aviation has been designated as one of the top priority sectors for development by the Vietnamese government <p>For more information visit: http://www.buyusainfo.net/docs/x_6781100.pdf</p>
<p>Greece: Airport Development & Security</p>	<ul style="list-style-type: none"> ▪ The civil aviation sector in Greece is one of its most vital industries, as tourism is the number one income generator for the country. ▪ For more information, visit: http://www.buyusainfo.net/docs/x_7388331.pdf ▪
<p>Finland: An Overview of the Aerospace Market</p>	<ul style="list-style-type: none"> ▪ The Finnish market for aircraft and aircraft parts in 2009 was around \$965 million. The market for aircraft parts was valued at \$323 million. ▪ Aircraft parts imported from the U.S. included propellers, rotors, landing gear and their parts. ▪ Finnair, the national air carrier and major buyer in the market, is currently in the process of replacing its fleet; its technical department has established several long-term service and maintenance contract of U.S. build wide-body aircraft with other airlines in the region, reflecting positively on the market demand of aircraft parts from the U.S. ▪ For more information visit http://buyusainfo.net/docs/x_3019588.pdf
<p>Canada: Aerospace (Government of Canada)</p>	<ul style="list-style-type: none"> ▪ Canada has the world's fifth largest aerospace industry, consisting of approximately 400 firms, generating over \$22 billion, and employing nearly 80,000 Canadians as of 2009. The Canadian Aerospace industry is expected to generate \$24.1 billion in revenues in 2010. ▪ Fifty percent of Canada's aerospace imports originate from the United States. ▪ The Government of Canada is the sixth highest military spending economy in NATO, and as part of the <i>First Defense Strategy</i> the Government of Canada plans to increase its defense funding over the next 20 years to close to \$490 billion. ▪ For more information visit http://buyusainfo.net/docs/x_6333452.pdf
<p>Philippine Airport Projects for 2011</p>	<ul style="list-style-type: none"> ▪ The Philippine Government has identified four immediate airport Public-Private Partnership (PPP) projects for 2011. ▪ Foreign investors are being asked to invest in infrastructure that the country is unable to fund internally. ▪ Both solicited and unsolicited bids are being accepted for PPP proposals, but the approval process is expected to be faster for solicited bids. It is recommended to submit a complete application and feasibility study upfront. ▪ For more information visit http://buyusainfo.net/docs/x_5920606.pdf
<p>China's Commercial Aircraft Parts and Components Snapshot</p>	<ul style="list-style-type: none"> ▪ China's rapidly expanding aviation industry presents many opportunities for U.S. exporters, particularly in the market for aircraft parts. ▪ China's import market for aircraft parts and components is valued at more than \$1 billion and has quadrupled in size over the past 10 years. ▪ For more information and Trade Show dates visit

<p>Mexico: Aerospace Industry Market Overview</p>	<p>http://buyusainfo.net/docs/x_8758467.pdf</p> <ul style="list-style-type: none"> ▪ The Mexican Federation of the Aerospace Industry (FEMIA) states that the aerospace industry has registered an annual growth of 25% in the last two years ▪ Mexico continues to exhibit strong growth and development toward becoming a regional aerospace manufacturing hub. Currently, the industry's greatest challenge is a reduced local supply chain, which also represents market opportunities for U.S. manufacturers to provide local OEM's with more sophisticated products and services. ▪ For more information visit http://buyusainfo.net/docs/x_9242919.pdf
<p>European Union: New EU Policy on Offsets in Defense Contracts</p>	<ul style="list-style-type: none"> ▪ The new EU Directive 2009/81 for defense and security procurement is set to challenge the way Member States currently purchase sensitive military and security equipment. ▪ It is important for U.S. firms to fully understand the implications of this new EU Directive with regard to the rights and obligations of procurement authorities in the EU. ▪ U.S. firms should also be cognizant of the effects of the new Directive on their offset negotiations to ensure the compatibility of their offers with EU law. ▪ Procurement professionals and their advisers will need to be properly briefed on the real risks to business under the new Directive and how that risk is likely to be affected by new developments. ▪ For more information visit http://buyusainfo.net/docs/x_9976982.pdf

Trade Events

Russia Moscow Air Show (MAKS) Aerospace & Defense

MAKS provides participants with the most comprehensive understanding of the Russian aerospace industry's priorities and advances.

MAKS provides experts and businessmen a rare opportunity to establish contacts at various levels, further development of R&D and production cooperation and search for new business partners.

Date: 08/16/2011 - 08/21/2011

Registration Open: 05/26/2011

Registration Cut Off: 08/16/2011

For More information and registration regarding the Russia Moscow Air Show (MAKS) Aerospace & Defense please visit:

http://export.gov/eac/show_detail_trade_events.asp?EventID=31498&InputType=EVENT

AUVSI's Unmanned Systems North America 2011

AUVSI's Unmanned Systems North America is the premier forum for reviewing, assessing and discussing the current state of the unmanned systems market. The event brings together the key leaders and decision-makers in the industry. Officials from government and user organizations around the world attend and participate in the symposium program.

- 450+ Exhibitors
- 6,500+ Attendees
 - Commercial and defense operators
 - CEOs and high-level decision-makers
 - Government and industry program managers
 - Policy makers
 - Scientists, researchers and students
- Representation from over 30 countries:

- 150+ Technical, Workshop, Panel and Poster Presentations

For more details and registration pertaining to the AUVSI's Unmanned Systems North America 2011, a "Great event...best ever for the industry," please visit:

<https://symposium.auvsi.org/auvsi11//public/enter.aspx>

Aircraft Interiors Expo Americas Airline Interior Design and Airline Cabin Systems Engineering

September 12-14, 2011

Join us in Seattle for Aircraft Interiors Expo Americas the only dedicated aircraft interiors event in the Americas region showcasing airline interior design and airline cabin systems engineering.

Discover the latest cabin interior designs and innovations featuring cabin management systems, seating products, soft furnishings, leathers & textiles, galley equipment, lighting and more.

- The expo will once again be held alongside the Airline Passenger Experience Association (APEX), formerly the World Airline Entertainment Association and the International Flight Services Association (IFSA).

Interested in Exhibiting?

- Take part in the only dedicated interiors event in the Americas region and meet with senior decision-makers.

Interested in Visiting?

- Meet and network with key interiors buyers and suppliers from US regional and international airlines.

For more details and registration for the Aircraft Interiors Expo please visit:

<http://www.aircraftinteriorsexpo-us.com/>

South Korean Aerospace & Defense Exhibition Aerospace & Defense Exhibition

-Period : Oct. 18 ~ 23 (6 days)

- Exhibitors : 300 companies from 30 countries

-Business Day : Oct. 18 ~ 21 (4 days)

- Visitors : About 250 thousands

-Public Day : Oct. 22 ~ 23 (2 days)

- Seoul Airport (Located at Seongnam-si, Gyeonggi-do)

Indoor Exhibition

- Aircraft (Rotary / Fixed wing), Space Material, Weapon Systems mock-up and full scale
- Weapon Systems equipment, Simulator
- Ground/Naval Weapons and equipments
- Others : Products related to airport, Publication related to weapon systems

Outdoor Exhibition

- Newest Fighter, Transport Airplane, Helicopter and Civilian Aircraft
- Armored & Unarmored vehicles, Assisting & Impending Mobility, Amphibious Equipment

Demo Flight / Aerial Acrobatic, Ground Equipment Demo-Maneuver

- Business purpose : KT-1, T-50, F-15, F-16, AH-64 demonstration flight and more
- Event purpose : Black Eagle(ROK Air Force), Civilian aerial acrobatic teams from abroad
- Ground Equipment Demo-Maneuver, manufactured in Korea : K1A1, K2, K-9, K21, AFV and more

Seminars

- Aerospace Symposium, Air Force and Army Weapon Systems Seminar, UVS Seminar, Defense Acquisition Seminar

For more information about the Exhibition please visit:

<http://www.seoulairshow.com/dbhome/user/airshoweng/>

Additionally, The U.S. Commercial Service of the U.S. Department of Commerce presents the Aerospace Executive Service at the Seoul Air Show 2011.

- The Aerospace Executive Service (AES) is designed to deliver an effective business development package for small- and medium-sized companies combining aspects of a trade mission, trade show presence and networking activities.

More Information and registration is available at the following URL:

http://www.export.gov/industry/aerospace/eg_main_030459.asp

Dubai Air Show 2011 Aerospace and Defense Show

November 13 – 17, 2011 at Airport Expo

The Dubai Air Show is the foremost aerospace event in the Middle East and the fastest growing airshow in the world. The 2009 event drew 52,978 trade visitors from around the world along with 890 exhibitors from 47 countries and 1,389 international and regional media. The 2011 event is on course to be even bigger, make sure you are a part of it this November in Dubai. As the world's fastest growing air show the event consistently delivers key buyers and decision makers - offering you unrivalled access to the Middle East aerospace market in a highly focused environment.

For more information and registration, please visit: <http://www.dubaiirshow.aero/>

LANGKAWI INTERNATIONAL MARITIME & AEROSPACE EXHIBITION

6 - 10 DECEMBER 2011 | LANGKAWI, MALAYSIA

LIMA '11 will showcase the whole supply chain in the maritime and aerospace industries. These will include commercial aviation, defense and security, equipment, aero engines and materials, training as well as general aviation. LIMA is an excellent platform for suppliers to gain maximum return and establish new partnerships by networking with government officials, senior company executives, engineers, and R&D directors in the aerospace and maritime industries.

For more information about the exhibition please visit: <http://www.lima.com.my/>

Arizona Export Compliance Summit

Location: Scottsdale, AZ, United States

Dates: 09/07/2011 - 09/08/2011

A hands-on, application-focused two-day review and update of the compliance challenges facing technology exporters, manufacturers, brokers, freight forwarders and academic institutions of all sizes. Insightful speakers will review a wide range of issues facing trade compliance executives, empowered officials and practitioners at all levels including: automation in trade compliance; best practices; export control reform; merger and acquisition due diligence; enforcement, disclosures and investigations; real world case studies, lessons learned from industry peers; and more.

For more information about the Arizona Export Compliance Summit please visit:

http://export.gov/eac/show_detail_trade_events.asp?EventID=17176&InputType=CALEVENT

U.S. Pavilion at SecureTech

Location: Ottawa, Canada

Date: 10/25/2011 - 10/27/2011

A three day public safety and security omnibus Conference and Exhibit, organized by the Canadian Association of Defense and Security Industries (CADSI), in partnership with the U.S. Embassy and the British High Commission in Canada. It will be held from October 25 - 27 2011, in conjunction with a major 55,000 square foot exhibit at the new Ottawa Convention Centre. SecureTech 2011 will focus on three nations Canada, the UK and the United States that share the majority of the same security and public safety concerns. The cost is C\$3,500 plus 13% tax.

For more information please visit:

http://export.gov/eac/show_detail_trade_events.asp?EventID=17164&InputType=CALEVENT

Defense & Security 2011

Location: Bangkok, Thailand

Date: 11/02/2011 - 11/05/2011

U.S. companies involved in land, air and sea defense, and homeland security industries won't want to overlook exhibiting at Defense & Security 2011! Held November 2-5, 2011 at the IMPACT Exhibition Center in Bangkok, Thailand, Defense & Security 2011 is supported at the highest levels by the Thailand Government and its Ministry of Defense. Participating in Defense & Security 2011 will help open doors to Thailand's modernizing military forces and the increasingly important Southeastern Asia defense and security market. Over 200 official and non-official delegates from more than 20 countries attended Defense & Security 2009, visiting the 208 exhibitors from 28 countries. High level delegations comprised of Thai and Southeast Asian Ministers of Defense as well as Army, Navy and Air Force officials from Thailand and other Southeast Asian countries will participate in Defense & Security 2011.

For more information please visit:

http://export.gov/eac/show_detail_trade_events.asp?EventID=31352&InputType=EVENT

Israel Space Trade Mission 2012

Location: Herzlia, Israel

Date: 01/30/2012 - 02/02/2012

The Israel Space 2012 trade mission coincides with the annual Ilan Ramon space conference attended by government and institutional decision makers. Israel government's commitment to allocate NIS 10 billion (appr. \$2.5b) for the development of a commercial space industry, presents an excellent opportunity to partner with Israel's innovative industry. The mission program includes one day at the space conference, a business forum with B2B meetings at Tel Aviv University and site visits to the industry and research institutions.

For more information please visit:

http://export.gov/eac/show_detail_trade_events.asp?EventID=31917&InputType=EVENT

Singapore Air Show 2012

Location: Singapore, Singapore

Date: 02/14/2012 - 02/19/2012

U.S. aerospace and defense manufacturers and suppliers won't want to miss participating in the Singapore Airshow 2012, scheduled to take place February 14-19, 2012 at the Changi Exhibition Center in Singapore. Asia's largest aerospace and defense event, the Singapore Airshow serves as a global marketplace and networking platform for the military and aviation community. With defense spending in the Asia Pacific Region on the rise and a vibrant Asia Pacific civil aviation sector, the Singapore Airshow 2012 is a "must exhibit" event for U.S. companies serious about expanding their export sales.

For more information please visit:

http://export.gov/eac/show_detail_trade_events.asp?EventID=31771&InputType=EVENT

ABACE 2012

Location: Shanghai, China

Date: 03/27/2012 - 03/29/2012

U.S. manufacturers and suppliers of business aviation aircraft, parts, systems, and services interested in the rapidly growing Asia market will want to exhibit at ABACE 2012, held March 27-29, 2012 at the new Shanghai Hawker Pacific Business Aviation Service Center on Hongqiao International Airport in Shanghai, China. China and the rest of Asia are playing an ever more important role in the world's economy. These countries continue to experience unprecedented economic growth while the rest of the world witnesses difficult times.

With this growth comes the realization that business aviation enhances the business of doing business, providing flexibility and efficiency. ABACE 2012 is where business aviation's top vendors, industry leaders and experts from around the world will come together with an emerging Asian market eager for products, services and information that can assist in its economic growth.

For more information please visit:

http://export.gov/eac/show_detail_trade_events.asp?EventID=32201&InputType=EVENT

Aircraft Interiors Expo 2012

Location: Hamburg, Germany

Date: 03/27/2012 - 03/29/2012

The U.S. Commercial Service (CS) in Germany offers a wide range of support services to U.S. exporters who wish to expand their international business. At Aircraft Interiors Expo 2012, commercial specialist Moritz Holst will conduct a pre-show outreach campaign to potential buyers and partners in Germany. He will team up with CS aerospace specialists in selected European countries to alert European buyers about the U.S. presence at the show. During the 3-day show in Hamburg, he will work the floor and meet with U.S. exhibitors, provide them with market research reports, key contact lists and do one-on-one counseling sessions to assist them in finding European representatives. Holst will also help U.S. exhibitors with IPR and VAT recovery issues. The U.S. Commercial Service program will start with the official U.S. exhibitors reception at the American Consulate General on the evening before the show. Please contact Moritz Holst at +49-89-28 88-754 or <mailto:moritz.holst@trade.gov> if you have any questions. He can give further information about our services, including the possibility to be featured on BuyUSA.gov Germany to generate additional business leads. The U.S. Commercial Service looks forward to seeing you at Aircraft Interiors Expo 2012.

For more information please visit:

http://export.gov/eac/show_detail_trade_events.asp?EventID=31977&InputType=EVENT

FIDAE 2012

Location: Santiago, Chile

Date: 03/27/2012 - 04/01/2012

FIDAE 2012 is the ideal platform for U.S. aerospace, defense, space technology, and security companies to showcase their products and services in Chilean and South American markets. Held March 27-April 1, 2012, at the Arturo Merino Benitez International Airport, Santiago, Chile, FIDAE is the largest, most significant air show in Latin America. FIDAE brings together aerospace and defense companies, airlines, and other key players from the global aviation, defense and homeland security communities. The Show is fully supported by the Government of Chile as well as the Chilean Air Force (FACH).

The U.S. Commercial Service in Santiago will work with the U.S. Military Group at the U.S. Embassy to support U.S. exhibitors at FIDAE with a country briefing for exhibitors, and full overall support for U.S. exhibitors (including a CS booth within the U.S. Pavilion and one-on-one meetings with each U.S. exhibitor).

For more information please visit:

http://export.gov/eac/show_detail_trade_events.asp?EventID=31875&InputType=EVENT

Marrakech Airshow 2012

Location: Casablanca, Morocco

Date: 04/04/2012 - 04/07/2012

The Marrakech Airshow 2012 promises to be an excellent show for the U.S. aerospace and defense industry. Marrakech Airshow 2012 will attract exhibitors, international delegations, ministries of defense, and civil aviation department delegations as well as representatives of local regional and national governments. In 2010, 260 exhibitors from 44 countries showcased their aerospace and defense products and services to 35 military delegations, 18 civil aviation delegations, 30 ministers, 19 heads of General Staff, 11 ambassadors, and 20,000 trade visitors from 78 countries.

Identified as one seven key priority industrial sectors for the country by its government, Morocco's aeronautics industry has shown significant growth since 2000. Aerospace and defense industry products expected at Marrakech Airshow 2012 will include: military aircraft; commercial aircraft; unmanned aerial vehicles and drones; civil satellites; missiles; ATC radars; electronic warfare systems; data processing equipment; logistic services; radars and sensors; launch vehicles; unpowered guided weapons; communication and navigation systems; integrated avionics systems; and professional services.

For more information please visit:

http://export.gov/eac/show_detail_trade_events.asp?EventID=31253&InputType=EVENT

AERO 2012

Location: Friedrichshafen, Germany

Date: 04/18/2012 - 04/21/2012

At AERO 2012, commercial specialist Moritz Holst will conduct a pre-show outreach campaign to potential buyers and partners in Germany and beyond. During the 4-day show in Friedrichshafen, he will work out of the Business Information Office (BIO) in the USA Pavilion and meet with U.S. exhibitors, provide them with market research reports, key contact lists and do one-on-one counseling sessions to assist them in finding European representatives. Holst will also help U.S. exhibitors with IPR and VAT recovery issues. The promotion of the U.S. presence at AERO 2012 will be extended to other European countries in order to provide U.S. exhibitors with business leads, market research and distributor lists on a broader basis. Please contact Moritz Holst at +49-89-28 88-754 or <mailto:moritz.holst@trade.gov> if you have any questions. He can give further information about our services, including the possibility to be featured on BuyUSA.gov Germany to generate additional business leads. The U.S. Commercial Service looks forward to seeing you at AERO 2012.

For more information please visit:

http://export.gov/eac/show_detail_trade_events.asp?EventID=31976&InputType=EVENT

Fieldays 2012

Location: Wellington, New Zealand

Date: 06/13/2012 - 06/16/2012

Fieldays is New Zealand's premier agribusiness event bringing together buyer and seller to showcase the latest in agricultural products and services. With more than 1,000 exhibitors and over 130,000 visitors through its gates, Fieldays is the largest agricultural trade event in the Southern Hemisphere. The U.S. booth is located in a high-traffic indoor location.

For more information please visit:

http://export.gov/eac/show_detail_trade_events.asp?EventID=16880&InputType=CALEVENT

AAD 2012

Location: Pretoria, South Africa

Date: 09/19/2012 - 09/23/2012

Africa Aerospace and Defense (AAD) is the only African commercial aerospace and defense event. The 7th AAD will take place at AFB Waterkloof, Centurion, Pretoria, South Africa from 19 to 23 September 2012, AAD is a partnership between South Africa's Aerospace, Maritime and Defense Industry Association (AMD), ARMSCOR and the Commercial Aviation Association of Southern Africa (CAASA), with full support from the SA Department of Defense.

CSSA plans to have matchmaking and hospitality programs at AAD 2012 for both business development and cash generation purposes. USDOD is also involved with VIP visitors and providing USAF assets at the show.

For more information please visit:

http://export.gov/eac/show_detail_trade_events.asp?EventID=17034&InputType=CALEVENT

The 9th China Int'l Aviation & Aerospace Exhibition

Location: Zhuhai, China

Date: 11/13/2012 - 11/18/2012

This is the only such show in China. It was certified for the previous 8 sessions, CS GZ plans to certify the 9th one. For the 8th show, CS GZ worked with Kallman Int'l to have a U.S. Pavilion with 30 U.S. exhibitors. CS GZ ran our own booth at the show as well.

For more information please visit:

http://export.gov/eac/show_detail_trade_events.asp?EventID=16894&InputType=CALEVENT

Aeromart Toulouse 2012

Location: Toulouse, France

Date: 12/04/2012 - 12/06/2012

Aeromart gathers the entire group of decision makers from companies involved in aerospace in the same place over two days and helps them interact through business meetings, solution workshops and conferences. Not a traditional trade exhibition, the attendees take part in Aeromart to have direct and technical meetings which are arranged prior the event. The profile of visitors is Directors and Managers for: Purchasing, Marketing, Production, Industry, Programs, Methods, R&D, Quality, Sub-contracting, Projects Engineering. USCS France supports participating U.S. firms on site and organizes a third day of site visits to complement this business to business meeting event.

For more info, please see <http://www.bciaerospace.com/toulouse/> or

http://export.gov/eac/show_detail_trade_events.asp?EventID=16882&InputType=CALEVENT