

AEROSPACE

& DEFENSE SUPPLIER SUMMIT
SEATTLE



March 12-15, 2012
SEATTLE, USA



www.bciaerospace.com/seattle

ORGANIZED BY:

 **BCI AEROSPACE**

WITH SUPPORT FROM:

 **BOEING**

 **Washington State USA**
Innovation is in our nature.



What is Aerospace & Defense Supplier Summit Seattle 2012?

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 in the coming years, and we need to be prepared to meet the demand. A&DSS Seattle enables companies throughout the global supply chain to come together, make connections, and identify new business partners.

Washington State is delighted to host Aerospace & Defense Supplier Summit Seattle 2012. With our rich history in the aerospace industry, we are pleased to partner with Boeing, BCI Aerospace and the hundreds of aerospace suppliers in Washington to bring this unique event to our state and the United States. We welcome the global aerospace industry in March 2012!



Christine O. Gregoire
Governor State of Washington

Boeing's role in Aerospace & Defense Supplier Summit 2012?

Boeing supports the mission and initiative of this Aerospace & Defense Supplier Summit. As we assess the future of our industry, it is increasingly clear that a dynamic, engaged global supply chain is going to be more critical than ever. We believe A&DSS Seattle would provide an invaluable opportunity to step up the industry's preparation for the aircraft manufacturing needs facing us over the next 20 years.

We are actively recruiting our top tier supplier partners to participate and engage in A&DSS Seattle, making connections and participating in discussions that will create greater capacity and capability in the supply chain. All business categories will be relevant as Boeing Commercial Airplane, Boeing Defense, Space and Security, Boeing Shared Services and Boeing Engineering, Operations and Technology will be involved.



Stan DEAL,
Vice President and General Manager,
Supplier Management,
Boeing Commercial Airplanes





EXPECTED FIGURES

600 Companies

7000 One to One Meetings

30 Countries represented

AEROSPACE STATISTICS IN DECEMBER 2010 SUPPLIED BY AIA

Total Aerospace Sales (2010):
\$216.5B

Profit (2010): \$15.9B

Aerospace Industry Employment
(3rd quarter 2010): 624,300

Foreign Trade (3rd quarter 2010)
Imports: \$6.8B

Aerospace (2010):

Net new orders: \$195.7B

Shipments: \$193.4B

Backlog: \$421.5B

Washington: the Global Industry Leader

Washington State leads the global aerospace industry. Our companies drive innovation in avionics, composites and advanced materials, aero-structures, aviation biofuels, design and engineering, tooling and interiors. Washington boasts more than 82,000 skilled workers directly employed in aerospace and a cluster of 650 companies, making our industry one of the most robust and dynamic in the world.



Event format & Program

March 12, 2012

OEMs Procurement & supply chain policies

These sessions are exclusively presented by large OEMs. They aim to provide the industry a deeper understanding of the OEMs supply chain strategies. A rare occasion for suppliers who are ready to cope with ongoing or future changes.

March 13 & 14, 2012

One to One Meetings

The program will offer all participants the opportunity to sign up, identify and request meetings with relevant contacts prior to the show. Schedules of meetings, based on those choices, will be pre-arranged. The one to one meetings will be held at the venue.

Workshops

These presentations focus on either technologies or products. This is a chance for a limited number of suppliers to reach an audience of professionals willing to increase and optimise their market knowledge. These activities will be held in parallel to the meetings.

March 15 & 16, 2012

Visits to Aerospace facilities

A limited number of participants will be given the opportunity to visit aerospace facilities. The program will be released later on and offer detailed tours.

Who can attend?

**You want to meet
suppliers and
manufacturing partners!**

You are involved in:

- Supply chain,
- procurement,
- purchasing,
- engineering,
- fabrication,
- R&D,
- etc.

**You want to sell
your capabilities,
products or services!**

You are involved in:

- Sales,
- marketing,
- business development,
- technical promotion,
- etc.



AEROSPACE & DEFENSE SUPPLIER SUMMIT SEATTLE

BCI AEROSPACE

BCI Aerospace is advanced business events specialized division for aeronautics & defense business-to-business events. Established in 1996, it has grown to become the world leader in the business meeting market.

BCI Aerospace pre-arranges meetings for supply chain, procurement, engineering fabrication teams and contract manufacturers prior to the event. This is an outstanding tool to save time, meet the right people and discuss requirements and capabilities in just 3 days.

Our business is to make your business meet the right contacts.

Contact us

BCI Aerospace in the USA

T. 206-256-6100

Alain NGOIE
angoie@advbe.com

Dalia CASTILLO ANDRADE
dandrade@advbe.com

Anke TERDU
aterdu@advbe.com

Washington Department of Commerce

Mark CALHOON
T. 206-256-6100
mark.calhoon@commerce.wa.gov

US Commercial Service Seattle Office

Diane MOONEY
T. 206 553 56 15
diane.mooney@trade.gov

BCI Aerospace Headquarters

Stéphane CASTET 
CEO
scastet@advbe.com


Sales Team

Thomas GAYRAUD 
tgayraud@advbe.com
T. +33 (0)1 41 86 49 18

Vianney THOMAS 
vthomas@advbe.com
T. +33 (0)1 41 86 41 50

Stéphanie FOYART 
sfoyart@advbe.com
T. +33 (0)1 41 86 41 60

Shéhérazade BENELASRI 
sbenelasri@advbe.com
T. +33 (0)1 41 86 41 30


Elena GRAUS 
egraus@advbe.com
T. +39 06 88 64 49 49
(cell. +39 346 322 92 78)

Wei JIN 
wjjin@advbe.com
T. +33 (0)1 41 86 49 11

Ruiching PORTIER 
rportier@advbe.com
T. +33 1 41 86 41 46

Marie FRANCOIS 
mfrancois@advbe.com
T. +33 1 41 86 41 41


Logistics

Amelie DUPREZ 
aduprez@advbe.com
T. +33(0)1 41 86 41 90


Communication

Fanny ALEXANDRE 
falexandre@advbe.com
T. +33 (0)1 41 86 41 67

Marketing

Laetitia ARAUJO 
laraujo@advbe.com
T. +33 (0)1 41 86 41 09

Conferences/Sponsoring

Marianne BOHSSEIN 
mbohssein@advbe.com
T. +33 (0)1 41 86 41 98

www.bciaerospace.com/seattle



BCI Aerospace an abe division

General Organization Aerospace & Defense Supplier Summit Seattle
35/37 rue des Abondances – 92513 Boulogne Billancourt cedex
T. +33(0)1 41 86 41 51 • F. +33(0)1 46 03 86 26 • Email: adss-seattle@advbe.com
abe – SAS capital 50 000 € - RCS Nanterre B 515 013 506 00024 – NAF 8230 Z