



US aerospace market  
opportunities and perspectives

**AEROMART**  
TOULOUSE 2010

November 30<sup>th</sup>, December 2<sup>nd</sup>

Date: December 2<sup>nd</sup>, 2010

## Program preview

**09h00- 09h10**

**10mins**

### **1) Welcome**

**Presented by:** the US Consul in Toulouse, David BROWN

**09h10- 10h10**

**1hour**

### **2) Aspects of the US aerospace market:**

**Moderated by :** Mark Weaver, Senior International Trade Specialist, Us Department of Commerce

#### **1. Market overview**

(10mins)

**Presented by:** Bruce R. GREENWOOD, President of the Council of American States in Europe  
(C.A.S.E./Council of American States in Europe's members are the official European offices of 19 individual U.S. state governments. C.A.S.E. helps European companies locate production sites or sales and distribution operations for their products and services in the U.S.)

#### **2. Focus on US parts assembly and machining capabilities**

(20mins)

**Presented by:** Robert SMITH, President of Acutec Precision Machining

Case study of an American supplier

(Acutec machines high precision components parts for the aerospace market.)

#### **3. Rockwell Collins**

(10mins)

**Presented by :** Jack BARBIEUX, Managing Director, Rockwell Collins France

Experiences/Lessons Learned of an American OEM in Toulouse

#### **4. USAIRE (Association of US and European Aerospace Industry Representatives)** (10mins)

**Presented by :** Maurice Marais, Regional Vice President of USAIRE and Business Development Director, Panasonic

(USAIRE enables its members to enlarge the scale of networking and to create professional relationships between American and European corporations and government representatives.)

#### **5. Sourcing in the United States**

(10mins)

**Presented by:** Mark WEAVER, Senior Trade Specialist / US Commercial Service

**10h10-10h25**

**Break**

**10h25- 10h55**

**30mins**

**3) Inward investment to the USA**

**Presented by:** Bruce R. GREENWOOD, President of the Council of American States in Europe (C.A.S.E.), Berlin

**10h55- 11h25**

**30mins**

**4) A US Aerospace State**

**Case study of Washington State**

The aerospace industry comprises a significant component of the manufacturing economy in the state of Washington. The magnitude and scope of the aerospace industry are major factors influencing the general level of commercial and industrial activity within the state economy.

The state aerospace industry is dominated by The Boeing Company—the world’s largest aerospace company and the state’s largest private employer. In 1998, The Boeing Company accounted for over 90 percent of the total employment of 112,980 within the state aerospace industry.

Finally, aerospace is the state’s leading export sector. The ability of a state to sell goods and services in markets beyond its borders is a key determinant of its economic health and welfare.

**11h25- 12h25**

**1hour**

**5) ITAR/EAR (International Traffic in Arms Regulation / Export Administration Regulation)**

**EAR:** an actual shipment or transmission of items subject to the **EAR** out of the United States; or release of technology or software subject to the **EAR** to a foreign national in the U.S.

**ITAR** protects national security and safeguard foreign policy objectives in the United States of America. It was implemented by the US government to control the export and import of defense-related articles and services beyond the states.

**Presented by:** Mark WEAVER; Senior Trade Specialist / US Commercial Service

**12h25- 12h35**

**10mins**

**6) Question & Answer Session**

**Total Duration:** 3hours 20minutes (including the break as well)

**Organized by:**



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