



Federal Ministry
for Economic Affairs
and Energy



MITTELSTAND
GLOBAL
FOREIGN MARKET
ENTRY PROGRAMME

German Aviation Delegation to Washington State and Kansas

February 2020



Imprint

Publisher

Federal Ministry for Economic Affairs and Energy (BMWi)
Public Relations
D-11019 Berlin, Germany
www.bmwi.de

Text

Representative of German Business (GACC West)
101 Montgomery Street, Suite 1900
San Francisco, CA 94104
Phone: +1 (415) 248-1240
E-Mail: info@gaccwest.com
Homepage: www.gaccwest.com

Illustrations

Representative of German Business (GACC West)
101 Montgomery Street, Suite 1900
San Francisco, CA 94104
Phone: +1 (415) 248-7800
E-Mail: info@gaccwest.com
Homepage: www.gaccwest.com

This brochure is published as part of the public relations work of the Federal Ministry for Economic Affairs and Energy. It is distributed free of charge and is not intended for sale. The distribution of this brochure at campaign events or at information stands run by political parties is prohibited, and political party-related information or advertising shall not be inserted in, printed on, or affixed to this publication.



The Federal Ministry for Economic Affairs and Energy has been awarded the berufundfamilie® audit certificate for its family-friendly HR policy. The certificate is granted by berufundfamilie gGmbH, an initiative of the Hertie Foundation.

About the Delegation

Delegation Program

From February 3-7 2020, a delegation of 13 German manufacturers and suppliers from the aerospace industry will spend five days in Washington State and Kansas. Participants will take part in the Transatlantic Aviation Forum in Lynnwood, Washington, visit the PNAA Conference in Lynnwood, as well as conduct individual business meetings and meet with industry-relevant companies in Washington State and Wichita, Kansas. The focus of the delegation is civil aviation.

With this delegation, the German Federal Ministry for Economic Affairs and Energy (Bundesministerium für Wirtschaft und Energie; BMWi) is supporting the foreign trade activities of small-to-medium sized enterprises (SMEs) from the industry through targeted development and expansion of business contacts in the USA. The purpose of the trade mission is to gauge business opportunities in the US aerospace industry, as well as establish long-term market potential for the German participants.

The program for the delegation participants will consist of:

- Individual B2B meetings with specialists and executives from US-companies
- Presentation of the companies' products to an audience consisting of representatives and multipliers from the industry
- Networking with potential business contracts, distribution partners, and decision makers from the sector
- On-site visits directly with potential customers

About the Federal Ministry for Economic Affairs and Energy's (BMWi) Foreign Market Entry Program

The Federal Ministry for Economic Affairs and Energy (BMWi) supports the growth of German small and medium-sized enterprises on an international level with its foreign market entry program. The BMWi Foreign Market Entry Program offers different modules that can be used by interested companies to facilitate market entry in a foreign country.

The program focuses on supporting the market entry of companies in more traditional industries, as well as in forward-looking industries such as energy, environmental technology, healthcare and civil security.

The German Companies



Aircraft Philipp
GROUP

Aircraft Philipp

Aircraft Philipp Group is a group of companies with more than 50 years of experience in the manufacture of pre-finished, metal components and modules made of aluminum and titanium for the aerospace industry. In the future they will also be placing a key focus on Additive Manufacturing, (AM), Wire Arc Additive Manufacturing (WAAM) and Selective Laser Melting (SLM). With sites in Germany, Austria, India and Israel, they have a global set-up that enables an optimum cost structure.

Stefan Horn
VP Sales
+49 151 15169444
Stefan.horn@aircraft-phillipp.com

aljo

Aljo Aluminium-Bau Jonuscheit GmbH

Aljo has been a proven supplier for machined or sheet metal formed aluminum components, welded parts, assemblies and complex structures in line with the certified aerospace processes. As a build to print partner Aljo offers manufacturing solutions for prototypes, single parts, as well as small and large series.

Matthias Schüler
Head of Sales Aerospace Division
+49 172 5989465
matthias.schueler@aljo.de

BROETJE
AUTOMATION

Broetje-Automation

Broetje-Automation Group is the world's leading expert for highly automated and cost-efficient production processes in the aerospace industry. Broetje-Automation's solutions include robotics as well as standard NC machines for both composite and metals for airframe component production. The product range covers a broad range from fastening, joining and positioning, through automated fiber placement and preforming up to Industry 4.0 solutions for digital production systems. Using this know-how, we compose sustainable, efficient turnkey assembly solutions for all aircraft types.

Norbert Steinkemper
VP Communication and Marketing
+49 151 51094491
norbert.steinkemper@broetje-automation.de



C6 Composite Tooling

C6 Composite Tooling has been developing, producing and selling tools and Aggregates for the aerospace industry since 2015. Our tailor-made solutions are used for manual processes such as drilling, countersinking or reaming as well as for operations in CNC machining centers. The combination of a coordinated tool and a C6 Aggregate is a unique selling point, especially for process-safe drill countersinking in CNC systems. A further unique selling point is the world innovation "Straight & Curve", a saw that can be used to saw curves as well as a cut-off cut. The milling tools developed in-house are also ideally suited to the demanding challenges of high-performance machining of lightweight materials.

Michael Kraft
Sales Manager USA
+49 151-17710354
michael.kraft@c6-tooling.de



E.I.S. Electronics GmbH

E.I.S. is an expert for electrical wiring interconnection systems (EWIS) and supplier of the aerospace & defense industry. The company did not invent the wire harness, but they are constantly working to make it better and more cost effective as well as always thinking along with the customer.

Cezary Pilarski
Operations Manager Aviation
+49 151 40018460
c.pilarski@eis-electronics.com



F.Zimmermann

Zimmermann offers milling machines built with pioneering technology. And whose most important component is dedication. As a leader offering top-quality, high-performance portal milling machines and horizontal machining centres "Made in Germany", the most vital elements are confidence and reliability. And this applies to the people just as much as it does to the machines.

Frieder Gänzle
CEO
+49 715 89489550
gaenzle.f@f-zimmermann.com



Forst Technologie

Forst has been a leading global supplier of broaching machines and broaching tools for the automotive and turbine industries for over 100 years. The Automotive industry with virtually all leading manufactures, not just limited to all top OEMs but also Tier1 and 2 suppliers, use FORST Broaching Machines e.g. in the manufacturing of helical Ring Gears used in Automatic Transmissions.

Jan Eberhard
Global Sales Director
+49 160 5253624
eberhard@forst-online.de



Hufschmied Zerspanungssysteme

Hufschmied is a developer and manufacturer of high-quality tools for machining in manufacturing and a provider of performance strategies for increased process efficiency in all kinds of materials. We aim at lowering your costs per part. Hufschmied tools are in the production lines for the fuselage, nacelles, HTP/VTP, interiors, doors, floor panels and more. Through our expertise with various partners we are working on innovative manufacturing processes such as controlled process monitoring, in-line quality controls and more.

Patrick Pulendran
Business Development
+49 172 4030764
p.pulendran@hufschmied.net



iFAKT

iFAKT is a solution provider for industry 4.0 technologies in the area of production and logistics planning and optimization, as well as of lean improvement of business processes. Many years of experience as well as innovative technology and method competence, supported by our cloud-based software, are our significant success factors. Our customers include global player from aviation, automotive, mechanical engineering and medical industries.

Lars Schubert
Managing Director
+49 172 8765103
l.schubert@ifakt.de



Kasiglas

KASIGLAS is a medium-sized family owned hidden champion in Northern Germany. The company has been producing plastics and polymer-based safety glazing for land vehicle applications since 1987. 5 years ago, the extensive knowledge in law enforcement and heavy machinery glazing led to the foundation of an aerospace branch. The first major achievement was the creation of a bird strike resistant helicopter canopy, which earned KASIGLAS the Supplier Innovation Award of Airbus Helicopters in 2017.

Adrian Jochum
Key Account Manager
+49 171 1041784
adrian.jochum@kasiglas.de



Metalux

Metalux is a leading company in the field of surface technology. Founded in 1975, we have developed from small beginnings with only 30 employees to a healthy, medium-sized company with meanwhile 200 employees and a broad, constantly expanding range of services.

Hendrik del Rosario
CEO
+49 620 5390106
Hendrik.delrosario@metalux.de



Synergeticon

Synergeticon's mission is developing innovative solutions that make the aviation industry more productive. Highly flexible and versatile products are developed by combining the latest technologies and research findings. Human-machine interaction is always in the foreground and is particularly considered in the development of digital platforms, camera-based process monitoring systems and AI applications. In collaboration with Airbus and the Center of Applied Aeronautical Research, Synergeticon is researching in the field of semantic data modeling and AI-based systems for context adaptive workflow assistance.

David Küstner
Co-Founder & Managing Director
+49 172 8344408
d.kuestner@synergeticon.de



WST Group

WST Group is a market leading manufacturer of turned and milled parts, delivering innovative, high-quality solutions to the industry. In addition to being experts in precision engineering, they are also experienced machinery specialists and tool professionals, brilliant organizers and passionate supporters of their customers. With a healthy curiosity and many years of experience and expertise the WST group also has the courage to combine proven methodologies with innovation and a passion for experimental research and development. WST – one turn ahead! More than 600 employees with a passion for the detail, 2 plants in Germany and since 2018 an additional plant in the USA.

Manuel Willmann
VP, Business Development and Sales
North America
+49 160 1911903
manuel.willmann@wst-willmann.de

Supported by



Leichtbau Baden-Württemberg

Are you looking for a lightweight solution or a qualified partner? Then get in contact with us. **Leichtbau BW** is a collaborative network of more than 2.200 companies and more than 300 research facilities – which is probably the largest lightweighting network in the world. For your individual needs, we select the most suitable institutions and persons and bring you into contact with suppliers, project partners and research institutes from the lightweighting sector in Baden-Wuerttemberg. Talk to us – we connect your business!

About the Organizers

Representative of German Business

The Representative of German Business for the Western United States (GACC West), located in San Francisco in direct proximity to Silicon Valley, acts as a link between German and American companies and organizations. The GACC West is the first point of contact for German companies interested in doing business in the United States, particularly on the West Coast, providing assistance through a variety of services. The GACC West focuses primarily on progressive industries such as renewable energies, biotechnology, nanotechnology, IT, etc. The Chamber also organizes business events and political delegations designed to connect German decision-makers with their U.S. counterparts. The goal is to bring German and American companies together, and thus, foster, strengthen and advance bilateral trade between Germany and the U.S.

Anna-Maria Swiridoff

Manager, Innovation Solutions

Representative of German Business (GACC West)

+1 415 248 1242, +1 530 521 8663

aswiridoff@gaccwest.com

www.gaccwest.com

German American Chamber of Commerce of the Midwest

The German American Chamber of Commerce of the Midwest (GACC Midwest), headquartered in Chicago with a branch office in Detroit, was founded in 1963. GACC Midwest is an integral part of the German Chamber Network (AHKs) with 140 offices in 92 countries around the globe. Our continuing mission is to promote German-American business relations and to support trade and investment between Germany and the US, especially the Midwest. Our organization combines elements of a trade commission, a membership association and a professional consultancy for market entry, apprenticeships in the US and more. With this unique concept in international trade promotion, GACC Midwest's territory covers 14 US states: the 13 states of the Midwest (Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota and Wisconsin) and Colorado, comprising together appr. one quarter of the nation's geographical area, its population and its GDP. Main industries include advanced manufacturing in the US, automotive, medtech, agriculture and food processing. GACC Midwest's initiatives facilitate know-how, technological and business exchanges in various fields between industry experts, policy makers and academia in Germany and the US.

Martha Erhard

Manager, Trade Missions

German American Chamber of the Midwest (GACC Midwest)

+1 312 585 8318

erhard@gaccmidwest.org

www.gaccmidwest.org

Süderelbe AG

Süderelbe AG has been supporting network and cluster projects in the aerospace industry for more than 10 years. All German aviation clusters and associations are involved in the project via the partnership within the Supply Chain Excellence Initiative. Süderelbe AG enhances the competitiveness of the aerospace sector and ensures effective collaboration between economy, science and politics.

Daniela Richter

Project Manager, Aviation

Süderelbe AG

+49 160 9325 6238

richter@suederelbe.de

www.german-aerospace.de



www.ixpos.de/markterschliessung

www.bmwi.de

