



WASHINGTON STATE

HANNOVER MESSE - COMPANY DIRECTORY



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Before joining Commerce in July 2003, Andrew worked as a buyer for a leading Japanese food processing company that procured from Washington, Oregon and Idaho. His work took him frequently to rural areas of Washington, as well as Mexico and Ecuador. Andrew taught English for three years in Hyogo, Washington's sister state in Japan, and helped establish the ongoing sister-city relationship between the cities of Sequim, Washington and Yamasaki, Hyogo. Andrew holds undergraduate degrees in international studies and economics and an MBA with an emphasis on international business, all from the University of Washington. He is fluent in Japanese.



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Washington State. We build business legends.

It's no secret that Washington State is the birthplace of business legends. Amazon, Boeing, Microsoft, Costco, Starbucks, REI, Nordstrom – they all got their starts here. Other companies aren't household names quite yet, but give them time. From lattes and wine to composite aircraft and luxury yachts, "made in Washington" goods have found their way around the world and into the hearts and minds of millions of customers.

It shouldn't be surprising that Washington State has given rise to so many legendary businesses. It's part of the pioneer spirit that defines the Pacific Northwest, a spirit that continues to drive visionary businesses who see challenges as opportunities and who turn adversity into unbridled success.

Indeed, Washington State has become an epicenter of innovation and growth in composites, providing businesses worldwide with new opportunities for investment, partnership and expansion. The state's equidistance between Asia and Europe, savvy trade culture, robust supply chain and outstanding quality of life offer everything a success-driven business is looking for.

A culture of innovation

Washington's culture of innovation encourages and fosters new ways of thinking, turning ideas into viable products and services that often go on to become cultural icons, deeply entrenched in the fabric of society. Our competitive nature drives entrepreneurs and established companies to challenge the status quo, engage in calculated risk taking, embrace new ideas and overcome challenges, removing roadblocks to progress, invention and innovation along the way. It's one of the many reasons why Startup Genome named Seattle the 4th best place to start a business in the world. New discoveries flow daily from our research labs, incubators and start-ups, brought to market by experienced entrepreneurs and businesses who not only know how to stay ahead of the curve, but shape it in the process.



A clean tech powerhouse

An established leader in renewable and sustainable energy, particularly in wind, solar and hydropower, Washington State is at the epicenter of innovation in clean technology and has been for some time.

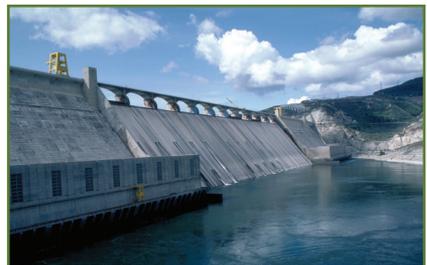
Part of the state's success lies in its legacy as a low-cost energy provider. Dams on the 5,000 miles of rivers and streams in Washington generate nearly 75% of the power used by homes and businesses. Energy rates are low, as little as 2.5 cents per kilowatt-hour.

Washington's core green areas – energy, renewable energy, pollution reduction and mitigation, and pollution cleanup employ 90,000 experts, scientists, researchers and workers, backed by more than a billion dollars in venture capital. The clean technology sector is supported by world-class research institutions that attract top-tier talent, including the Pacific Northwest National Laboratory, University of Washington and Washington State University.

Embracing new ideas

Washington's legislature has such confidence in the future of clean energy in the state that it has mandated that 15% of Washington's future power come from new energy sources – wind, tidal, biomass, biofuel and solar – further driving innovation and investment.

New ideas are encouraged at all levels, from the use of real-time mathematical and computer computational science to improve power grid management and control and the use of algae to create energy efficient fuel sources to tidal power generators and more efficient solar production capabilities.



Washington State Department of Commerce

Organization Description

The agency was formed to grow and improve jobs in Washington State. We can help your business in several ways including:

- **Education and Workforce Training-** Improve your workers' performance through one of the state's training programs
- **Efficient and Effective Regulation -** Reduce time and costs of meeting regulatory requirements by connecting with the Governor's office of Regulatory Assistance.
- **Infrastructure Investment –** This program enables local governments to support businesses by financing infrastructure that supports economic development and business opportunities.
- **Export Financing Assistance**
- **Overseas Trade Delegations**

The agency manages more than 100 programs that are designed to promote and enhance sustainable communities and economic vitality. Key customers include businesses, local governments and community-based organizations. The Department of Commerce works closely with local, state, regional and federal partners and stakeholders to bring economic prosperity to the State of Washington and its citizens.

For more information on the Washington State Department of Commerce, visit www.commerce.wa.gov

For more information on doing business in and with Washington, please visit www.choosewashington.com



B & G Machine

Company Description

For sixty years, B&G Machine of Seattle, WA has been a global leader in diesel engine rebuilding and component machining.

Our unparalleled experience and 7,000 m. sq. of state-of-the-art machining and re-manufacturing facilities and equipment allow us to deliver the strongest, most reliable, and best warranted engines to customers in mining, marine, oil and gas and power generation here in North America and the world around.

In addition to engine rebuild, we provide an engine exchange, machine shop services, and maintain an expert parts department.

Key Contact

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Breedt Production Tooling & Design, LLC.

Work Cells • Tools • Fixtures • Machine Design

Breedt Production Tooling and Design

Company Description

Breedt Production Tooling and Design (BPT) is based in Kent, WA. BPT specializes in tooling & fixtures and is highly experienced with dies, molds, press tools, welding fixtures and assembly fixtures. BPT prides itself on providing fast, conceptual designs created by our 3D CAD SolidWorks program. SolidWorks helps us to eliminate prototyping and we are able to provide cost efficient solutions with shorter lead times for custom ideas.

BPT can design and build completely new tooling and fixtures, as well as repairing or modifying existing items. BPT also specializes in the design and manufacture of right-size machines; these machines help customers simplify production, increase production and product safety, and provide a consistent, quality product.

One BPT specialty is our Intelligent Cart System. We design and build carts to produce returnable shipping containers or in-house parts storage/staging units. Benefits provided by these carts include product organization, protection and quality control.

Key Contact

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Flux Drive

Company Description

Flux Drive, Inc. of Sumner, WA, develops and manufactures couplings based on permanent magnets for use in industrial drive systems.

The company has developed and patented the truly game-changing Flux Drive SmartCOUPLING (FSC) which provides adjustable power / torque including soft-starting, over-torque protection and most important, provides energy savings with our SmartPOWER adjustment technology. With no moving parts to wear out, it is a simple but smart coupling designed as a 'drop-in' replacement (upgrade) for standard grid, gear, or rubber flexible couplings.

The FSC can attain up to 30 percent energy savings by allowing every motor to run at its constant design speed while providing variable torque / power to the output shafting attached to a pump, blower, or other centrifugal device.

The innovative SmartCOUPLING is simple, rugged and contains no electronic components or elaborate mechanisms, but rather uses permanent magnets and an adjustable induction rotor design to provide tunable - variable SmartPOWER in a power transmission coupling. The FSC has taken adjustable torque / power transfer to the next level of (24/7) reliability and maintainability. Fully automatic ASD control is also available with Flux Drive's innovative line of products

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National Science Foundation
WHERE DISCOVERIES BEGIN

National Resource Center for Materials Technology Education (MatEd)

Description

The National Resource Center for Materials Technology Education (MatEd) is funded by the National Science Foundation (NSF) Advanced Technological Education (ATE) initiative.

MatEd is developing an on-line collection (www.materialseducation.org) of teaching materials which can easily be integrated into a variety of courses, classroom settings and industry. The MatEd collection is expanding rapidly providing material science labs, hands-on demonstrations, modules and papers.

MatEd is housed at Edmonds Community College in Lynnwood, WA in an 11,000 sq foot advanced technology lab which offers the only two-year, materials science focused degree in Washington State. MatEd is also creating a national network by partnering with industry, high schools and higher education institutions, including other NSF ATE funded centers and projects.

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OneOcean

Company Description

Seattle's OneOcean Corporation is changing the way big ocean data is managed, accessed and exchanged across the globe.

OneOcean has formed a unique team of software technologists, geospatial engineers, and data experts to develop an innovative service based in the cloud. The ClipCard platform, exclusively from OneOcean, creates a rich abstract of big data that can be viewed and shared anywhere.

OneOcean is on a mission to help government, industry, and researchers alike take command of their information.

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Outback Power

Company Description

OutBack Power Technologies in Arlington, Washington USA is the leading designer and manufacturer of advanced power conversion and energy storage products and systems for renewable energy, back-up power, grid-support, and mobile applications.

With battery back-up in its “brand DNA,” OutBack’s legendary off-grid performance and reliability are the platform for grid-interactive systems for users with higher expectations and demands of their energy investment.

From Baja to Bangladesh, from the Equator to the poles, OutBack components transform energy from renewable and conventional energy sources into the clean, reliable power people need to transform the quality of their lives.

OutBack’s innovative product line includes the Radian series of advanced inverter/chargers, the renowned FX and VFX series inverter/chargers, FLEXmax charge controllers, energy storage systems, pre-assembled power systems, and communications hubs and system programming/control components. OutBack products and systems are distributed worldwide. The company is a member of the Alpha Group.

Key Contact

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Silicon Energy

Company Description

Product Category: Solar module and solar inverter manufacturer, renewable energy
Silicon Energy provides an innovative double-glass PV module that balances beauty, safety, quality, and an unwavering commitment to long-term durability. In a world focused on commodity PV, Silicon Energy strives to be more.

Silicon Energy has designed an integrated solar product that outperforms other products on the market especially in the most severe environmental conditions. This enables us to offer an industry leading warranty and fire safety rating. Our attractive open-frame, double-glass module has an integrated mounting system that encloses all wiring, enables unobstructed light passage, and facilitates debris and snow shedding.

Silicon Energy is committed to sustainable business practices and products, and manufactures in the USA. Silicon Energy is truly an example of a company focused on the new economy: the fusion of social and environmental responsibility with financial sustainability. Durable, sustainable, and beautiful- that is the Silicon Energy Difference.

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UniEnergy Technologies

Company Description

UniEnergy Technologies (UET) is a clean energy company based in Mukilteo, WA, USA.

The company is positioning itself to be a world-leading developer and provider of energy storage solutions (ESS) that enable growing deployment of renewables, such as wind & solar; implementation of smart, reliable grids; and transition to a clean, sustainable energy future.

UET was founded by leading scientists Dr. Gary Yang and Dr. Liyu Li, who were motivated to commercialize advanced technologies developed at the Pacific Northwest National Laboratory in Washington State. The company's offerings center on new-generation vanadium redox flow batteries. UET's development efforts are focused on producing systems built from 25 kW modules that will scale to multi-MW applications within a few years.

UET's lead investor is Bolong Industrial Investment Co. (BIC) of Dalian, China. UET is active in international ESS associations and the Washington Clean Technology Alliance.

Key Contact

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WHY WASHINGTON?

Highly Skilled Workforce

Culture of Innovation

Low Cost Energy

Pro-Business

Centralized Export Hub

End-to-End Supply Chain

Quality of Life

Poised on the Pacific Rim and steeped in a rich tradition of international trade, Washington State was built to do business. Our ports serve as a gateway for your products and services, connecting you quickly to markets throughout North America. Our pro-business environment welcomes investment, thrives on partnership and encourages innovation at all levels. We are a culture of entrepreneurs and pioneers, bringing new ideas to market that change the world. We lead the way to the future while embracing and celebrating our past. Come join us in Washington State, the birthplace of business legends.

CHOOSE  **Washington**
STATE

www.choosewashington.com