

WASHINGTON STATE

JEC 2014

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JEC europe
COMPOSITES SHOW & CONFERENCES
PARIS MARCH 11, 12, 13, 2014

LEADING THE WAY IN COMPOSITES

It wasn't so many years ago that automobiles were forged from steel, aircraft from aluminum, and boats fiberglass. Times have certainly changed. The same pioneer spirit that unrelentingly challenges us to break barriers, reach new heights and explore the unknown, has also required us to find new materials, ones that can withstand the laws of physics, the forces of nature and our insatiable desire to push the envelope.

For more than 50 years, Washington State has been at the forefront of the advanced manufacturing industry, developing new materials and cutting edge techniques that have since become the industry standard. We continue to lead the way, finding new uses for revolutionary materials coming out of our R&D labs and innovative companies.





OPPORTUNITIES ABOUND

Whether you are looking to invest in existing companies, expand into the U.S. market or establish new partnerships with some of the most successful businesses in the world, Washington State is a great choice. Not only are we business friendly, but Washington offers you a strong network of support, including:

- **EB-5 Citizenship.** Washington State has 13 regional centers that have been approved by the USCIS that can guide you through the EB-5 process designed exclusively for the immigrant investor.
- **The FDI Network** provides a variety of resources, including export and financial services, distribution and logistics firms, public affairs, marketing, translation firms and legal services.
- **The Department of Commerce's European office** can help you with investment and expansion opportunities in Washington State.

Washington offers a wide range of incentives. Our Business Services team can help you with site selection, education and workforce training, permitting and regulations and financing. These services are free to any company wanting to do business with or in Washington State.

Other incentives include:

- Tax exemption for machinery and equipment
- Reduced business taxes for research and development
- Reduced business taxes for the manufacturing of advanced materials

For more information visit ChooseWashingtonState.com or call +1 206 256 6100.



BUILDING BUSINESS LEGENDS

Some of the most well regarded and successful companies got their start in Washington State. Amazon, Boeing, Costco, Microsoft, Starbucks, REI, Nordstrom – just to name a few – are Washington born and bred. From an international coffee culture to the next generation of composite aircraft and super 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.

Our culture of innovation

Washington’s culture of innovation fosters new ways of thinking, turning fresh ideas into the next cultural icon or business legend. Our competitive nature drives businesses to take bold but calculated risks, embrace new ideas, question the status quo and tackle difficult roadblocks to turn challenges into new opportunities. It’s one of the many reasons why Startup Genome named Seattle the 4th Best Place to Start a Business – *in the world* – and why Bloomberg just named Washington the Most Innovative State in the country.



BUILDING BUSINESS LEGENDS

A global export hub

Washington is built for businesses that export products worldwide. Fully a third of the state's economic growth comes from international trade, generating \$75.5 billion in sales annually. The state's 75 ports provide plenty of options for savvy advanced manufacturers; one of our ports is a day's sail closer to key Asian markets than any other port on the West Coast. When you add in our 139 regional airports and 3,666 miles of railways that connect Washington to other North, Central and South American cities, you can see why Washington is a great place to do business.

75
PORTS



Washington State

139
REGIONAL
AIRPORTS

3,666
MILES OF RAILWAY



BUILDING BUSINESS LEGENDS

Low cost energy

Advanced manufacturing requires vast amounts of stable, sustainable and affordable energy. Washington State's hydroelectric power grid answers the call. Not only is this power source renewable and sustainable, thanks to the state's 50,000 miles of rivers and streams, but it is scalable as well, allowing power providers to meet your needs as you expand and grow. With rates as low as 4.25¢ per kilowatt-hour, low-cost, sustainable energy is one of the main reasons BMW/SGL located its state-of-the-art carbon fiber facility in the Washington State.

Unparalleled quality of life

If you like the great outdoors you'll love Washington State. It's possible to go sailing, biking and snow skiing all in the same day. There are plenty of world-class restaurants, a vibrant, eclectic arts scene and delightful communities surrounded by stunning beauty wherever you look. Though we have a reputation for rain, there are parts of the state that enjoy more sunshine and less precipitation than Florida – 300 days on average. If you're looking for a great place to live, work and play, Washington has something for everyone.

Want to know more about Washington State?

Visit www.ChooseWashingtonState.com or call one of our business experts at the Department of Commerce, +1 206 256 6100.

Become a Business Legend. Come to Washington State.



GENERAL PLASTICS
MANUFACTURING COMPANY

PRODUCTS / SERVICES

Automotive

Aerospace

Construction

Consumer goods

Marine

Sports/Leisure

Wind energy

Corrosion resistant
products

Medical

For 70 years, General Plastics has been a leading plastics innovator. We specialize in unique chemistry-based solutions, centered on our signature LAST-A-FOAM® rigid and flexible polyurethane foam. We support engineers and design teams in diverse industries with unrivaled formulations and high-quality materials for the most demanding product applications. Our customer service, chemistry, CNC design, testing and QA teams work closely with you from concept to completion.



Certified to ISO 9001:2008/AS9100C, General Plastics:

- Supplies HDU, flame-retardant, foam sheets/boards that are flat, uniform and consistent in density
- Large sheet sizes available
- Semi-rigid, flexible and integral-skin (self-skinning) polyurethane foams
- Molds, machines, fabricates and constructs parts and assemblies
- Develops complex laminates and build-to-print composite parts
- Creates custom foam formulations or pour-in place for specialized needs
- General Plastics is looking to find strategic partners, investors and distributors for our product

KEY CONTACT

Brian Sweeney
T: +1 253 330 7775
M: +1 253 777 8203
brian_sweeney@generalplastics.com

WEBSITE www.generalplastics.com



PRODUCTS / SERVICES

High capacity
automated systems

Out of autoclave
systems

Lightweight
armor presslines

Material handling
equipment

Robotic handling
equipment

Automotive

Aerospace

Pipes and tanks

Repair services,
equipment and
machines

Consulting, process
development

Established in 1917 in Tacoma, Washington, USA, Globe Machine is a machinery systems designer and builder, with expertise in high capacity automated production systems. Globe has recently moved aggressively into high capacity, automated manufacturing systems, including Globe's RapidClave™ (a highly efficient out of autoclave system, patents pending) for automotive and aerospace advanced composite and ultra-high pressure presslines for lightweight plastic armor.

Globe is a fully integrated manufacturer with complete engineering, fabrication, machining, assembly, testing and UL listed panel shop. This holistic approach, combined with our expertise in designing systems featuring high temperatures, high pressures and high volumes allows us to respond rapidly and completely to customer requirements.



Today Globe designs and manufactures systems for a wide range of industries including plastic automotive, aerospace, high pressure vessels, defense, paper and building products. We have major installations in North America, South America, Europe and Asia. Globe's composites R&D lab is providing ongoing materials testing and trials for the development of manufacturing technology and equipment packages.

KEY CONTACT

Ron Jacobsen
Vice President
T: +1-253 383 2584
M: +1-253 732 7103
RonJ@globemachine.com

P. O. Box 2274
Tacoma, WA 98401

WEBSITE www.globemachine.com



PRODUCTS / SERVICES

Automotive
Aeronautics
Aerospace
Marine
Boatbuilding
Wind energy

Since 1981, HEATCON has been providing a full range of product and training services for the repair of composite structures. With offices and distributors worldwide, including the U.S. headquarters in Seattle, Washington, HEATCON is considered the foremost supplier of repair products including hot bonders, blankets and supporting accessories. HEATCON's diverse customer base includes commercial and military aerospace, automobile, marine and wind energy industries.

HEATCON is also a global source for training and has developed basic composite courses. HEATCON's training courses are consistent with world-wide training standards, such as AIR 5719, a report issued by the global organization Commercial Aircraft Composite Repair Committee (CACRC), and the Society of Automotive Engineers (SAE). We are Innovating Solutions for the Advancement of Composite Repair Technology!



KEY CONTACT

Eric Casterline
President
T: +1 206 575 1333
M: +1 206 790 7786
ecasterline@heatcon.com

600 Andover Park East
Seattle, WA 98188

WEBSITE www.heatcon.com



Composites Washington

TRAINING

Composite fabrication

Composite repair

NDT/NDI

Machining

CAD

Composites Washington is an alliance of Washington State community and technical colleges working collaboratively with industry, policy makers and professional associations to advance Washington's leadership role in the global composites industry. The consortium enhances the competitiveness of Washington's exceptional composites workforce by providing innovative, relevant education and training to faculty, students and the incumbent workforce.

Composites Washington is comprised of 2-year colleges with composites and advanced materials programs.

Composite Washington alliance colleges include:

Clover Park Technical College

Edmonds Community College

Everett Community College

Olympic College

Peninsula College

Skagit Valley College

South Seattle Community College

Spokane Community College



Training includes advanced materials fabrication, composite structure repair, non-destructive testing, tooling, machining, high-temp curing, infusion and RTM.

KEY CONTACT

Darren Greeno
Director of Workforce Education
T: +1 360 417 6337
M: +1 360 640 0065
dgreeno@pencol.edu

1502 E. Lauridsen Blvd
Port Angeles, WA 98362



Department of Commerce

Innovation is in our nature.

Site selection

Workforce training

Permitting/regulations

Financing

Business to business
matchmaking

Foreign direct
investment

The Department of Commerce was formed to grow and improve jobs in Washington State.

We can assist your business through:

Education and Workforce Training

Improve your workers' performance through one of the state's innovative training programs designed to produce the workforce of today and tomorrow.

Efficient and Effective Regulation

Reduce time and costs of meeting regulatory requirements by connecting with the Governor's Office of Regulatory Assistance.

Investment in Infrastructure

State and local governments work in concert to support businesses through improvements to infrastructure that support economic development and new business opportunities.

Export Assistance

Our international trade team can help you enter new markets and navigate import and export regulations and processes to expand globally.



International Trade Delegations

Trade missions, many led by the Governor, provide B2B matchmaking meetings and introductions to senior business and government decision makers that build solid relationships and generate sales.

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

For more information on doing business in Washington State, visit www.ChooseWashingtonState.com

Meet our team

Washington State staffs a European office through TFDI, our overseas partner. They stand at the ready to assist you in with your expansion, relocation or investment. Washington State offers businesses worldwide tremendous opportunities in the advanced manufacturing and composites industries and is poised for further growth with the recent announcement that the Boeing 777X and its composite wing – the largest ever produced – will be built in Washington State.

Paul Sinclair
Europe Representative
Washington State Department of Commerce
T: +44 1544 327209
M: +44 7736 068882
E: paul.sinclair@tfdi.co.uk

Lucy Atkinson
Europe Representative
Washington State Department of Commerce
T: +44 1544 327061
M: +44 7899 804036
E: lucy.atkinson@tfdi.co.uk

Jeanie Ashe
Business Development Manager
Washington State Department of Commerce
T: +1 206.256.6117
M: +1. 206.618.6733
E: jeanie.ashe@commerce.wa.gov

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.



Department of Commerce

Innovation is in our nature.

www.choosewashington.com