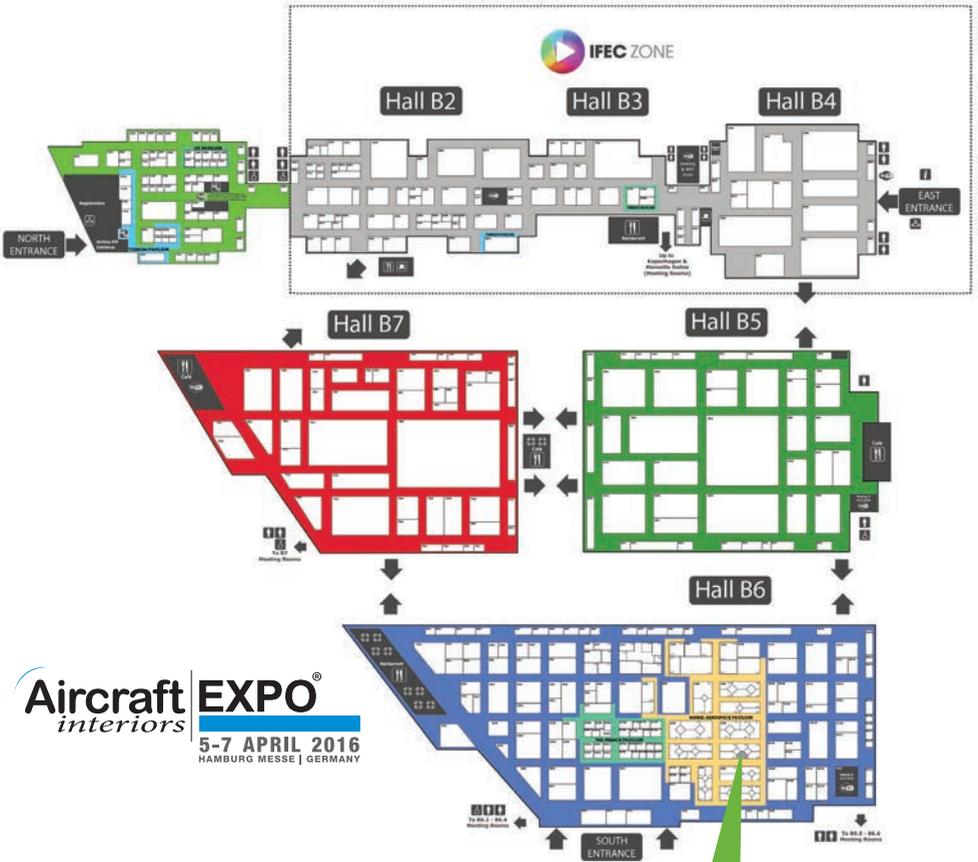


WASHINGTON STATE

AIRCRAFT INTERIORS 2016 - COMPANY DIRECTORY

HALL B6 / 6C90 - 8.2



Aircraft EXPO[®]
interiors
5-7 APRIL 2016
 HAMBURG MESSE | GERMANY

CHOOSE
Washington
 STATE
HALL B6 / 6C90-8.2

WASHINGTON STATE DELEGATION AIRCRAFT INTERIORS - HAMBURG 2016

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WASHINGTON STATE Soaring to new heights

Some states have big dreams of being a major aerospace hub someday. Washington State has been one for decades and continues to build on its leadership in the area of aircraft interiors. Hundreds of aircraft roll out of the state's factories each year. In 2015 alone, the state's aerospace sector delivered a record 718 planes, nearly 95% of all passenger planes built in the United States.

Washington's aircraft interior companies are at the bleeding edge of industry demand, providing airlines, charters, and private and corporate aircraft with innovative designs using the latest materials, technologies and concepts. From highly efficient, full-featured galleys to main cabin spaces that redefine the very

idea of luxury and comfort, Washington's businesses continue to deliver stunning new ideas and innovations in OEM, custom and after-market inflight entertainment, entertainment, connectivity, ducting, lighting, lavatories and cabin design.

With a backlog of 6,000 commercial orders and an anticipated demand for 30,000+ new aircraft in the decades to come, the state's role as a global leader in aerospace will continue to grow, especially with the transition to the next-generation of highly successful aircraft being built in Washington State – the 737 MAX and 777X. This unprecedented level of activity in the industry ensures further growth and new opportunities for companies for years to come.

Benefits of investing or expanding in Washington include:

- The opportunity to be part of the Boeing supply chain as well as those for other global manufacturers and air carriers. Washington is the second biggest supplier to Airbus.
- Access to a seasoned workforce that can contribute from the get-go, leveraging their tremendous knowledge and experience in design, production, manufacturing and MRO.
- The ability to tap into synergistic industries in Washington State, including companies engaged in information and communication technologies, advanced manufacturing, composites, avionics and entertainment.
- An extensive incentives package developed specifically for the industry that includes tax credits, offsets and reduced tax rates for various activities.

- An export hub that is equidistant between European and Asian markets and a day's sail closer to major Asian seaports. Daily nonstop flights connect Washington to major business hubs around the world.

One of the things that makes this level of productivity possible is a highly experienced, highly trained workforce of more than 135,500 and an integrated training network that brings new workers online with the latest education and training, supported by a solid STEM curriculum and industry apprenticeships.

If you're looking for new partnerships, solid investment opportunities or room to grow, contact one of our aerospace sector experts to learn more about the aircraft interiors industry in Washington State. They will be happy to help your business reach new heights.



Whether you're investing, exporting, expanding, relocating or growing your market share, our team of experienced business professionals at the State of Washington can provide you with adaptive and customized programs and services you need to succeed.

Services include:

- Site selection
- Permitting and regulatory assistance
- Infrastructure
- Financing
- Workforce training
- Export assistance
- Overseas trade offices
- Trade shows and trade missions
- Business matchmaking
- Market research
- Investment assistance

CONTACT

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AIM AEROSPACE, INC.

AIM Aerospace is a recognized leader in supplying quality products to airlines and OEMs for over 30 years. Employing 1,100 in the greater Seattle area, AIM operates three separate facilities specializing in aerospace composites. AIM Aerospace designs and manufactures a complete line of aircraft cabin interior products, ECS ducting and autoclave cured structural composites. We pride ourselves in working with customers from concept through certification and delivering quality products on schedule. AIM is certified to AS9100 Rev C.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

AIM Aerospace is a specialist in providing customer solutions. From ECS ducting to custom cabin interiors to structural composites AIM has the experience to deliver.

MEETING GOALS

AIM provides complete cabin interior solutions from concept through certification. As a contract manufacturer, AIM produces over 3,000 separate composite part numbers to OEM specifications.

CONTACT

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PRODUCT/SERVICES

Cabin Interiors:
Monuments,
Bars and Seating
Furniture

Ducting:
Oven Cured
Environmental
Control System
(ECS)

Composites:
Oven and
Autoclave Cured
parts/assemblies

Lab testing:
Certified
Flammability and
Mechanical Test
Services



PRODUCT/SERVICES

AIR INFORMATICS® LLCIFE Streaming
Content

Air Informatics® provides information, communication, analysis, analytics, informatics and cyber security consulting, products services for the connected airline.

IFEC Wi-Fi
Systems

For inflight entertainment, Air Informatics® LLC is the industry subject matter experts for wi-fi connectivity, wireless streaming IFE and cyber security. Our performance analysis service provides measured, indisputable performance data for all the connected devices on the aircraft, each access point and the aircraft. Our consulting services allow the airline to develop performance based contracts to enhance passenger satisfaction and increase airline revenue. We provide deployment performance assessments, annual performance audits, cyber security verification and validation, vendor and contract management and strategy development.

IFE Servers

Wi-Fi
Performance
AnalysisKey
Performance
IndicatorsStrategic
Consulting

Cyber Security

UNIQUE SELLING POINTS AND DIFFERENTIATORSWi-Fi Access
Points

We provide measurable, indisputable IFEC wi-fi performance measurements. For the aircraft, access points, channel and each individual passenger device, we measure the exact wi-fi performance and errors.

Contract
ValidationSystem
Comparison**MEETING GOALS**

Meet with:

- Current airlines providing inflight music and video streaming, passenger connectivity and cabin wi-fi.
- Airlines considering the adoption of in trails of inflight music and video streaming, passenger connectivity and cabin wi-fi.
- Airlines and vendors requiring cyber security verification, validation, vulnerability analysis and penetration testing.

CONTACT

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Air Informatics®,
the Leader in e-Enabled Aviation®

**AMGI, Inc****AMGI, INC.**

AMGI provides management and administrative support services to the transportation industry with a focus on commercial aviation.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

AMGI personnel have the experience and skill sets necessary to achieve success in services we provide and are local to the OEMs and suppliers we manage on your behalf.

MEETING GOALS

Seeking to meet with airlines, OEMs and foreign manufacturers who are interested in on-site representation in the United States in the areas of project management, supply chain management, quality assurance and source inspection at U.S. suppliers and OEMs.

CONTACT

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PRODUCT/SERVICES

Program/Project
ManagementSupply Chain
ManagementQuality Assurance/
Source InspectionModification/
Completion
ManagementProcess
Improvement
ManagementCertification
Management

WASHINGTON STATE'S GLOBAL CONNECTIVITY

WASHINGTON STATE GATEWAY TO ASIA

ABU DHABI IS CLOSER TO SEATTLE than Atlanta

DELHI IS CLOSER TO SEATTLE than NEW YORK

SINGAPORE IS CLOSER TO SEATTLE than Los Angeles

NINE HOURS TO ASIA

NINE HOURS TO EUROPE

SEATTLE

SFO
LAX

NYC

SEATTLE
AN HOUR CLOSER TO ASIA
THAN OTHER WEST COAST CITIES

LONDON to ASIA
THROUGH THE U. S. A.

**SAVE FLIGHT TIME
THROUGH SEATTLE**



**NON-STOP
INTERCONTINENTAL
FLIGHTS FROM SEATTLE**

7 NON-STOP
FLIGHTS DAILY
TO EUROPE

12 NON-STOP
FLIGHTS DAILY
TO ASIA & MIDEAST



PRODUCT/SERVICES

Systems Integration
Systems Engineering
Supplier Management
Aircraft Connectivity
Cabin Management
Inflight Entertainment
Inflight Connectivity
Aircraft Completions
Product Development
Local Representation

AVION PARTNERS

Avion Partners is a Bellevue, Washington based consulting and product development firm specializing in the commercial, military and general aviation sectors. Our expertise in systems design, software development, interiors integration and cabin connectivity allows us to provide a stream of value added services. Our project and supply chain management capabilities add further value for our clients. Avion also offers local representation for firms needing a presence in the U.S. Pacific Northwest region without the burden of full time remote staff.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

Avion's people bring expertise and seamless integration to companies that are either short staffed or lacking specific technical expertise in solving the industry's most complex issues. Avion acts as a catalyst to your organization, leaving your company better prepared to react and perform going forward.

MEETING GOALS

Seeking to meet with:

- Carriers and OEMs who need additional focus / leadership on projects or proposals in the aerospace field.
- Modification/completion centers, carriers and OEMs who need dedicated and additional focus/leadership on proposal generation resulting in program awards.
- OEMs desiring a local presence in the U.S. Pacific Northwest

CONTACT

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Bellevue, WA 98005

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PRODUCTS/SERVICES

Upholstery
Leather
Fabrics and
Synthetics
Carpeting and
Non-textile
Flooring for
Main Cabin,
Galley and
Lavatories

DOUGLASS INTERIOR PRODUCTS, INC

Douglass Interior Products is a Bellevue, Washington based distributor of aircraft cabin interior soft goods for Carriers, OEMs, FBOs, MROs and interior designers. We distribute and represent Muirhead leather, Replin fabrics, and Gerflor's Batiflex non-textile flooring in the US and also specialize in carpet, sheepskin, and synthetics.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

Douglass has 38 years of experience as a cabin interior supplier and maintains one of the largest stocks in the US of aviation soft goods. We are AS9120 compliant and an approved Boeing supplier. We have extensive experience managing large carrier, VIP, and military interior programs but are also a trusted resource for shops around the world who need fast access to the finest cabin materials.

MEETING GOALS

Airlines and OEMs interested in our seat-cover materials, as well as MROs and completion centers interested in all of our on-demand cabin materials. Vendors of highest quality interior materials that could possibly complement our current line of soft goods or who are looking for US representation and distribution.

CONTACT

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mo@dipi.com

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Bellevue, WA 98005

www.dipi.com



PRODUCT/SERVICES

Stress Analysis

Loads Analysis

Certification
(FAA/EASA)
Support and
TestingStress and Finite
Element Analysis
(NASTRAN/
PATRAN)on products
such as:

Galleys

Lavatories

Overhead Bins

Seats

Business

Class Furniture

Wi Fi Systems

Cargo Systems

Waste and Water

Oxygen Systems

IDEA INTERNATIONAL INC.

IDEA International is an aerospace engineering consultancy based in Seattle who supports OEMs, suppliers, MRO facilities and airlines on an international level. IDEA was formed in 2007 and has many years of experience in the aircraft interior industry and can support analysis, certification and testing. IDEA has experience in many areas of the aircraft including but not limited to monuments, stowage, waste and water, tanks, cargo systems, IFE installation, evacuation systems, first and business class seat furniture, seats, oxygen, ECS and many more.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

IDEA is highly experienced on both Boeing and Airbus platforms with an average experience level of 22 years per engineer. IDEA is highly flexible, adaptable and able to respond to extra workload or rapid response with the greatest of ease. Aircraft types include A380-800, A350, A330/A340, A320 family, B737, B747, B757, B767, B777, B787 and B777-9X.

MEETING GOALS

IDEA is looking to meet with any company who requires support on any projects requiring a high level of engineering expertise and experience.

IDEA has developed a process by which the testing and certification of monuments can be reduced by over 50% thus relieving the test facility and is interested to grow and evolve such methodology with potentially interested parties.

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**SIE**

SIE, an AS9100 certified firm, provides the highest quality aircraft engineering and certification services worldwide. Founded in 1981 and with offices in Los Angeles, Seattle and Madrid Spain, SIE delivers major modification STC programs for commercial, VIP and military operators. Airline cabin interior modifications, Satcom connectivity system installations, and VVIP custom installations including security and counter-measure systems. Worldwide airline customers include Southwest, Icelandair, Norwegian Air Shuttle, FedEx, United and JetBlue, as well as OEMs such as Panasonic, Global Eagle, Lumexis, GE Aviation, Honeywell and numerous other aerospace clients.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

"INTEGRITY IN FLIGHT". SIE is an experienced, schedule-driven, high quality aircraft modification and certification engineering team of professional engineers and program management experts.

MEETING GOALS

Seeking to meet with carriers and OEMs to handle complex aircraft modification and certification programs that deliver "on-schedule" and "under cost estimates."

CONTACT

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www.SIEinc.com

PRODUCT/SERVICES

STC Engineering

Interior
Modifications

Installation Kits

Satcom
InstallationsAircraft
Integration



PRODUCT/SERVICES

- Design & Analysis
- On-site Engineering Support Services
- In-house Engineering Design & Analysis
- DER Certification Support Services
- Conceptual Design
- Research & Development

WINDSPEED TECHNOLOGIES LLC

Established in 2006, Windspeed Technologies is a premier aerospace engineering services company offering full spectrum engineering services and product development. With over 20 years of experience in the aerospace industry, the founders of Windspeed understand the needs of the Industry. Windspeed Technologies offers the highest level of quality in providing engineering services to the industry. Windspeed is AS9100 certified. Whether it is a new aircraft program or a modification program, we have the right manpower to assist our customers meet their engineering needs.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

Windspeed Technologies is owned and managed by aerospace engineers who understand the needs of the industry. We are unique because we are continuously seeking ways to reduce costs and program risks for our clients.

MEETING GOALS

Seeking to meet potential partners who would be interested in taking the SkyDeck from concept to reality.

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**IJET TECHNOLOGIES, INC.**

iJet is a data company that understands aviation. We bring real time data into information which brings the aviation industry into the digital age. There remains a capability gap between airlines' onboard and ground data management systems in terms of realizing the operational benefit that connectivity brings. iJet fills that gap, serving as a cross-functional data management and analytics platform for the entire corporation. The system provides exceptional ROI with a 5X benefit-to-cost ratio while utilizing existing infrastructure to keep investments to an absolute minimum.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

- Flexible, scalable data architecture which enables powerful analytics-based insight
- Hardware and communication agnostic
- Software as a platform service open to third party applications
- Data volume – near constant data collection (v. “snapshot”) – richness of data set (not limited by ACARS)

MEETING GOALS

To introduce the aviation industry to how we are going to change how data is used and will make an immediate difference in their outcome.

CONTACT

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1601 5th Avenue – Suite 1200
Seattle, WA 98101

www.ijettechnologies.com

PRODUCT/SERVICES

- Software as a Service (SaaS)
- Open Platform
- Custom Software Solutions
- 3rd Party Applications



PRODUCT/SERVICES

Machined MetalsMachined
Plastics**Plastic Injection
Molded Products**Machined
Injection Molded
ProductsPlastic
AssembliesMetal
AssembliesPlastic
and Metal
AssembliesMachined
Prototypes

Mold Flow

Catia CAD

Solidworks CAD

5 Axis MachiningMulti-Axis
Machining**TOOL GAUGE**

Tool Gauge provides its customers with comprehensive manufacturing solutions that includes manufacturing of complex metal and plastic components and assemblies with an intense focus on quality, value and customer service.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

Complex molded and machined plastic and metal parts and assemblies for aerospace OEMs.

MEETING GOALS

To increase awareness of our unique capability to provide aerospace OEMs and suppliers with highly complex injection molded plastics and machined metal parts and assemblies.

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Meet Our Team

Washington State's Department of Commerce offers businesses and investors a world-class team of experts to help with your expansion, relocation or investment. Washington State offers multinational firms tremendous opportunities in the areas of aircraft interiors, systems, electronics and customized solutions. New aircraft in production, including the 737 MAX and 777X, ensures decades of work for companies doing business in and with Washington.



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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.



Department of Commerce
www.commerce.wa.gov

www.choosewashingtonstate.com