

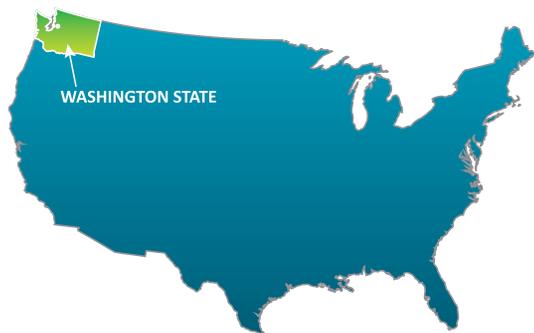
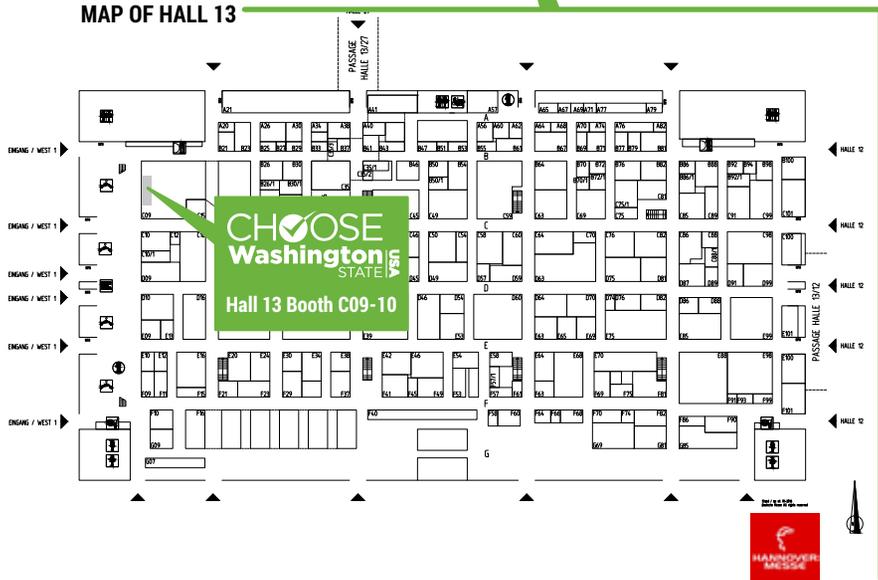
WASHINGTON STATE

HANNOVER MESSE 2016 COMPANY DIRECTORY

Interested in investing in Washington State?
Visit Hall 3 Booth F06-55

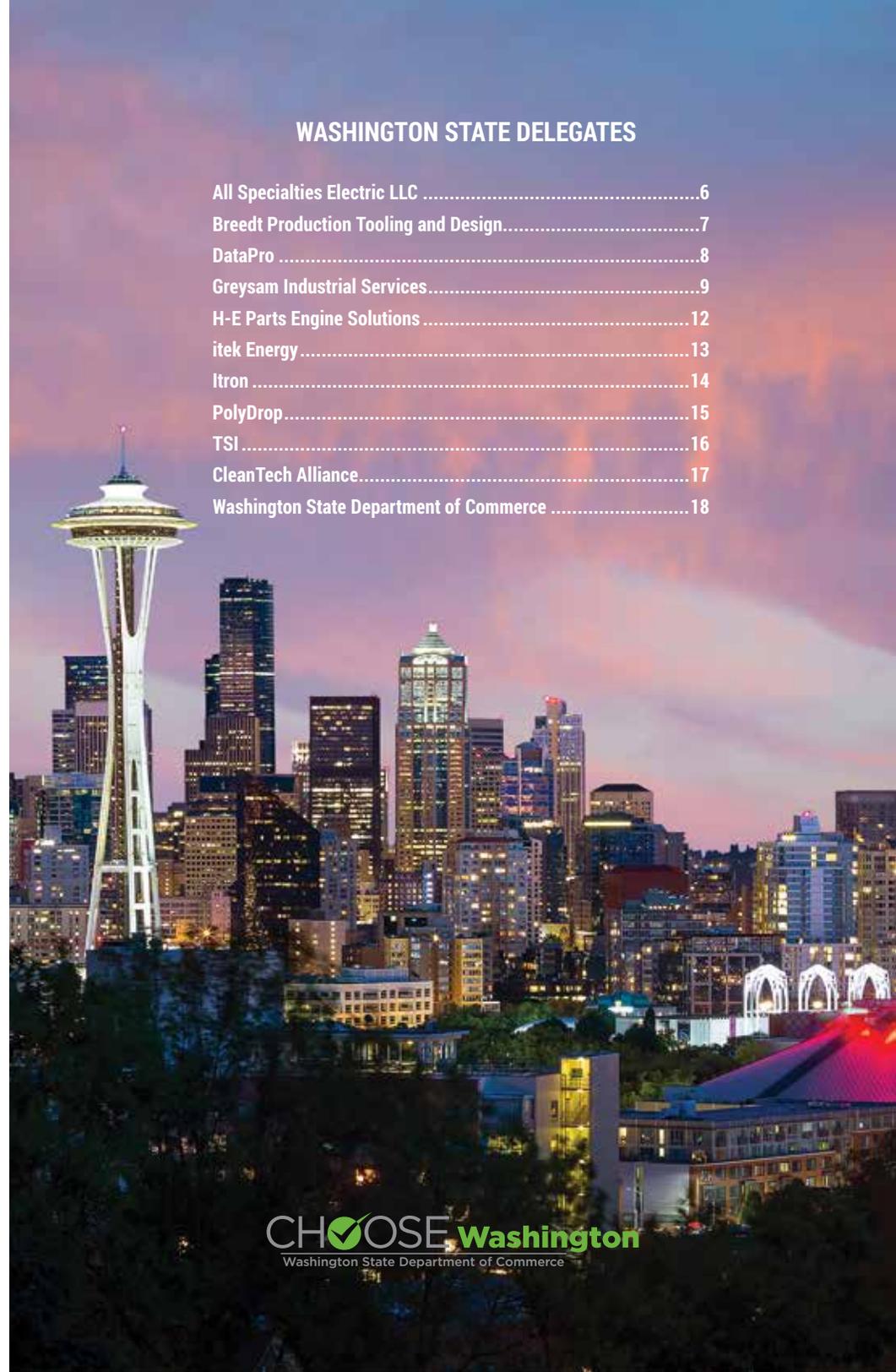


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WASHINGTON STATE: A Clean Tech Powerhouse

Blessed with 50,000 miles of rivers and streams and a deep love of nature and the environment, it shouldn't be surprising that Washington State is leading the way in finding new products, services, materials and instrumentation in the clean technology industry.

Washington is the nation's low-cost energy leader, with energy rates as low as 4.25¢ per kilowatt hour. Nearly 75% of the state's power comes from an extensive hydroelectric grid, drawing renewable energy from the state's abundant water supply.

Washington State has taken a leading role in alternative and renewable energy, pollution reduction, power storage and grid management. The sector employs approximately 90,000 scientists, researchers and technicians, backed by nearly a billion dollars in venture capital. Research labs at the University of Washington, Washington State University and the Pacific Northwest National Laboratory – one of only 10 such federal laboratories in the United States – continue to find new ways to solve the complex issues of energy production, storage, conservation and management.

On the cutting edge of energy

Washington is so dedicated to the future of clean energy that the state's legislature has mandated that an additional 15% of the state's power in years to come must come from new energy sources – wind, tidal, biomass, biofuel and solar among them.

New ideas are being explored at all levels: the development of highly-efficient integrated storage battery systems that can store wind and solar energy; the use of computational science to improve power grid management; and the utilization of low-value plant biomass to produce biofuels and other bioproducts in an environmentally and economically viable manner.

Best of all, the clean tech industry gets the enthusiastic support of Washington State government at all levels, right up to the Governor's office. This level of support can help your business get ahead of the pack in clean technology and new energy strategies for the future.

Contact our clean technology team today!

If you're a company exploring or producing next-generation clean energy products, technologies or concepts, even those still on the drawing boards, come to Washington State.

Our culture of innovation and invention offers you dynamic partnerships with other high performing companies; a workforce of highly-skilled, out-of-the-box thinkers; a pro-business environment in which there's no such thing as a corporate or personal income tax; and a stunning natural landscape that will inspire you to create and succeed in exploring new energy sources and technologies that protect the environment and reduce our carbon footprint.

To learn more about Washington's clean tech industry, whether you're a startup bent on bringing the next big thing to market or a multinational firm looking for new investment or growth opportunities, contact one of our business experts at the Washington State Department of Commerce.

Give us a call at:
+1 206 256 6100
or email us at:

moreinfo@choosewashington.com
and we'll be happy to answer your questions and help your company succeed in Washington State.

WASHINGTON STATE
Building Business Legends



PRODUCT/SERVICES

Next-gen Solar Panel Systems

High-efficiency Lighting Products

Alternative Energy Connectivity Devices

All Specialties Electric LLC is a continuation of a conventional electrical power service business that was founded in 1983. ASE manufactures a variety of electrical products, and is preparing to expand into the green energy market. ASE is partnering with other businesses, both local and overseas, to begin producing the next generation of solar panel systems and high-efficiency lighting products, including LED fixtures. Company founder Mike Allenbach also holds a U.S. patent on an alternative energy connectivity device which allows cost-effective interconnection of alternative and emergency power devices. To support this expansion, ASE is building a new manufacturing facility in south Seattle, Washington. With nine other patents in the works we look forward to having a wide array of products ready for world markets.

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Breedt Production Tooling and Design, LLC is a tooling and design house that creates solutions for challenges facing global and local OEMs across the manufacturing industry including, but not limited to: aerospace, vertical lifting equipment, construction supplies, exercise equipment, rubber molding, plastic injection molding, computer hardware, and emerging industries, such as hydroponic farming. BPT Design also develops their own products in conjunction with their manufacturing solutions and most are privately sold. BPT Design's Green Marine Solutions is generating new designs and materials for use in bumpers, pile protectors and other fendering products. The new design and materials posed challenges to accepted means of performance testing and so Andries Breedt created a new kind of testing unit for marine fenders, Waterbok. Waterbok is debuting at the 2016 Hannover Messe, Hall 6, Stand F46-20, complete with commercial samples of Breedt's Stabilizing Pile Protector and Floating Fender. *Another innovative solution from BREEDT.*

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Find us in Hall 6, Stand F46-20

PRODUCT/SERVICES

Marine Bumper/Fender System

New Product Development

Tooling and Manufacturing

DataPro

www.datapro.net

PRODUCT/SERVICES

Specialty
Data Cables

Custom Wall
Plates and
Panels

Design,
Assembly,
Installation

Formed in a garage in the Queen Anne neighborhood of Seattle, Washington thirty years ago, DataPro International is now a worldwide wholesaler and retailer of imported and locally-made computer cables and components. DataPro supplies audio and visual cables, including those for legacy and custom systems. DataPro manufactures panel-mount cables, custom machined wall plates, panels and enclosures. DataPro was founded in 1986 and we ship worldwide from our headquarters in Seattle, Washington. DataPro is an ISO-9001:2008 certified company. Our capabilities allow you to design custom wall plates online, to build custom panels to your certification, and our IPC-certified assembly personnel can engineer the perfect solution to your cabling needs. We also offer fully customized injection molding for cable termination, splices and breakouts. We are expanding our line of Rugged Case Panels to include custom Seahorse cases as well.

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Greysam Industrial Services is an industrial automation product and service provider to the petrochemical, aerospace, manufacturing, defense and marine sectors. Our services and products include instrumentation and controls, automation, system integration, robotics, and remote and autonomous vehicles, with a range of add-on systems. We provide engineering, design and integration of systems for operating in harsh and marine environments.

Greysam is a system integrator and distributor for KUKA Robotics, Teledyne SeaBotix, SubC Imaging and others. Using our in-house capabilities, we integrate systems and develop packages that help clients meet their goals safely and on time.

Greysam holds Master Services Agreements as a prime specialty contractor with most Petrochemical Operators, and is a prime contractor for the U.S. Navy Surface Warfare Center and other defense departments. Based in the Pacific Northwest in Washington State, we operate globally.

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PRODUCT/SERVICES

Process Control
and Robotics

Instrumentation
and Controls

Automation,
Systems
Integration

Remote and
Autonomous
Vehicles

WASHINGTON STATE'S GLOBAL CONNECTIVITY



WASHINGTON STATE
139 REGIONAL AIRPORTS
75 PORTS
3,666 MILES OF RAILWAY

SEATTLE
 AN HOUR CLOSER TO ASIA THAN OTHER WEST COAST CITIES
LONDON to ASIA
 THROUGH THE U. S. A.
SAVE FLIGHT TIME THROUGH SEATTLE

- FLYING THROUGH SEATTLE
- via SFO is 1000 miles longer
- via LAX is 1420 miles longer

WASHINGTON STATE GATEWAY TO ASIA

SINGAPORE IS CLOSER TO **SEATTLE** THAN Los Angeles

ABU DHABI IS CLOSER TO **SEATTLE** than Atlanta

DELHI IS CLOSER TO **SEATTLE** THAN NEW YORK

NON-STOP INTERCONTINENTAL FLIGHTS FROM SEATTLE

- 7** NON-STOP FLIGHTS DAILY TO EUROPE
- 12** NON-STOP FLIGHTS DAILY TO ASIA & MIDEAST



PRODUCT/SERVICES

Parts and Components for Heavy Diesel

Fast Solutions, Competitive Prices

Rebuild and Testing

H-E Parts International was founded in 2006 with a core mission to strategically combine leaders in the aftermarket parts and components industry. The company is a global leader in the manufacturing, servicing and marketing of aftermarket parts and components for the energy, mining, crushing and heavy construction equipment. These types of equipment are among the most expensive in the world to acquire, and downtime for such equipment is similarly expensive. We deliver fast solutions at competitive prices. H-E Parts' position in the industry is the result of acquiring and combining several highly successful and complementary aftermarket parts and service companies, enabling us to leverage each other's technologies and customers on a worldwide basis. Among its facilities worldwide is 7,000 sq. m. state-of-the-art facility in Seattle, Washington. The Seattle facility includes a machine shop and a 4300 horsepower dynamometer.

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PRODUCT/SERVICES

Manufacture Solar PV Modules

Nimble, Low Cap Production

Design, Prototyping and Manufacturing Services

itek Energy is Washington State's foremost manufacturer of industry-leading monocrystalline photovoltaic (PV) modules and customer PV applications. In an industry dominated by large, capital intensive factories, itek's nimble production method allows us to bring your solar designs to market. itek Energy's team is composed of highly qualified engineers, technicians and production experts. We provide design, prototyping and manufacturing services. Our continued development of cutting edge technology and use of the most efficient P-type cells in the world allows us to manufacture in the United States our top-in-class 305 watt, 60-cell modules. itek Energy is committed to quality manufacturing, environmental stewardship and powering thriving communities.

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PRODUCT/SERVICES

Smart Metering
for Energy and
Water

Real Time
Analysis
Enabling
Smart Grid
Applications

Itron is a world-leading technology and services company dedicated to the resourceful use of energy and water, and a trusted technology partner to the global utility industry. Itron's products help utilities worldwide improve the efficiency, reliability and safety of their distribution systems. We are developing products and services that support an expanding array of smart city and industrial internet applications from a rapidly growing ecosystem of technology providers. Itron's products and services enable real time analysis of high-resolution data while also providing a robust distributed computing platform to run "apps" on edge devices, thereby unleashing a growing ecosystem of developers to innovate on the platform. By combining computing power to analyze high-resolution data along with unique communications capabilities, Itron is enabling a new frontier of smart grid use cases. These very same capabilities can be leveraged for smart cities applications, creating the robust and sustainable cities of the future.

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PolyDrop has developed an innovative conductive polymer additive for coatings, composites, batteries, marine (anticorrosion), textiles, floor and electronic applications. To date, industry coating additives, such as metallic-based fillers and carbon-based nanomaterials, have been non-transparent and require up to 60 percent weight loadings, which dramatically reduces the integrity and adhesion of the carrier paint or composite. PolyDrop addresses this issue by creating a non-metal, lightweight conductive polymer additive that can be formulated into existing coatings and plastics to transform them into conductive coatings or composites.

PolyDrop uses a fully organic additive to allow for compatibility and low-loadings which maintains the original coating quality. The viscosity of PolyDrop's additive can be customized to match carrier paint properties for simple product integration. The adaptable PolyDrop technology platform opens opportunities in markets beyond conductive coatings. PolyDrop is developing additives that actively inhibit corrosion, and applications for battery technology, conductive inks and electronics sectors.

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PRODUCT/SERVICES

Polymer Additive
for Coatings

Electroconductive,
Lightweight

Useful in Multiple
Industries



PRODUCT/SERVICES

- Process Equipment for Wood Biomass
- Design, Fabrication, Commissioning
- Single-source Solution

TSI is a machinery manufacturer based in Washington State. TSI designs and builds process equipment for the highly automated plants of today's engineered wood and biomass sectors. TSI specializes in dryer islands, torrefaction and finishing lines. Dryer islands cover the process of drying wood chips or flakes and are central to manufacturing end products such as wood based panels or wood pellets. A dryer island includes the heat energy system, dryers and emission control equipment. TSI is one of very few companies that offer such equipment from one source. Finishing lines are systems that convert wood based panels from the press into a sized, graded and packaged product ready for market.

The company motto – Responsible Innovation – reflects our goal of bringing innovative designs and solutions to the industry in a responsible manner. TSI does this by using incremental improvements or new, but proven, components to increase performance or develop new applications. We are results-driven and always design machines to achieve specific goals. TSI partners with universities and other research organizations for research into science that underlies commercial practice. TSI takes on commercialization of science into practical and cost effective solutions for our clients.

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Cleantech Alliance Washington is the largest state-based cleantech trade association in the nation, representing more than 300 members from across Washington State. Founded in 2007, the mission of the Alliance is to help members prosper while facilitating the generation and growth of cleantech companies, jobs, services and products to advance Washington State's position as a leader across a variety of activities, including public policy and advocacy, networking and events, business development, business services, information resources and more. For more information, visit www.CleanTechAllianceWA.org or follow us on Twitter at [@wacleantech](https://twitter.com/wacleantech).

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www.cleantechalliancewa.org

PRODUCT/SERVICES

- 300+ Members
- Online Directory of Cleantech Companies
- Referrals and Connections

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

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www.choosewashingtonstate.com

Also visit the Choose Washington booth in Hall 3 Booth F06-55 to learn more about investing in Washington State.

**Washington State
 Department of Commerce Team**

Washington State maintains a network of foreign offices to provide no-cost international business development assistance and attract foreign investment. Our team of business experts stands at the ready to help you do business in and with Washington State. There's no doubt about it, Washington State is leading the way in clean technology. Whether you want to locate a new facility or partner with a leading edge Washington company, we are ready to help you expand.



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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.