

# 2018 PNAA B2B Representatives

AIM Aerospace	
<b>Main Office</b>	705 SW 7 <sup>th</sup> St. Renton, WA 98057 425-235-2750
<b>Website</b>	www.aim-aerospace.com
<b>Representative</b>	Jim Berett, Purchasing Manager
<b>Description of Company</b>	AIM Aerospace, is a Washington based advanced manufacturer company offering a full line of services from design, analysis, prototyping and intelligent production of advanced composite products. AIM manufactures and engineer's products for the aerospace and defense markets. With 4 Center of Excellence locations, including a Research and Technology Center, AIM provides manufacturing technologies that will define the way we fly.

  

AIRBUS Americas, Inc.	
<b>Main Office</b>	2550 Wasser Terrace, Suite 9100 Herndon, VA 20171 703.834.3400
<b>Website</b>	www.airbus.com
<b>Representative</b>	Joe Marcheschi, Director Procurement Pierre – Laurent Mace, Vice President Procurement
<b>Description of Company</b>	<p><b>Airbus</b> is at the forefront of the aerospace industry, building the most innovative commercial aircrafts, helicopters, military transport aircrafts, fighters, satellites and space exploration vehicles.</p> <p>Thanks to its deep understanding of changing market needs, customer focus and technological innovation, Airbus helps <b>airlines grow and people connect</b>.</p> <p>As the world's <b>No. 1 helicopter manufacturer</b>, Airbus provides the most efficient civil and military helicopter solutions to its customers, who serve, protect, save lives and safely carry passengers in highly demanding environments.</p> <p>The company contributes to nations' defense and security through its strong capabilities in military aircraft and cybersecurity markets.</p> <p>Airbus' space technologies also have a growing impact on our daily lives: from <u>deep-space exploration</u> and scientific missions to today's most reliable telecommunications and Earth observation satellites.</p>

## Aircraft Philipp Group

**Main Office** Gewerbestrasse 12-14  
D-83236 Uebersee, Germany +49 86425959 29

**Website** [www.aircraft-philipp.com](http://www.aircraft-philipp.com)

**Representative** Peter Kellner, VP Procurement

**Description of Company** Owner-managed, medium-sized group company with over 50 years of experience in manufacturing ready-to-install metal components and assemblies for the aviation and aerospace industry. With locations in Germany, Austria, Israel and India, we are a globally positioned supplier specialized in the machining and sheet metal forming of aluminum, titanium and other alloys used in aeronautics. We are proud of the fact that we supply components for almost all the projects being carried out in the international aviation and aerospace industry.

## Boeing Commercial

**Main Office** P. O. Box 3707  
Seattle, Washington 98124

**Website** [www.boeing.com](http://www.boeing.com)

**Representative**

Table 1	Amy Mori, Boeing Global Services Emily Goe, Boeing Global Services
Table 2	Tim Smythe, Materials, Parts & Assemblies Jeremy Romrell, Materials, Parts & Assemblies
Table 3	Robert Hoover, Materials, Parts & Assemblies Olivia Larson, Materials, Parts & Assemblies
Table 4	Jennifer Henry, Systems
Table 5	John Ray, Structures Kevin Olivier, Structures

**Description of Company** Boeing is the world's largest aerospace company and the leading manufacturer of commercial jetliners and military aircraft combined. Additionally, Boeing designs and manufactures rotorcraft, electronic and defense systems, missiles, satellites, launch vehicles and advanced information and communication systems. As a major service provider to NASA, Boeing is the prime contractor for the International Space Station. The company also provides numerous military and commercial airline support services. Boeing provides products and support services to customers in 150 countries and is one of the largest U.S. exporters in terms of sales. Boeing has a long tradition of aerospace leadership and innovation. We continue to expand our product line and services to meet emerging customer needs. Our broad range of capabilities includes creating new, more efficient members of our commercial airplane family; integrating military platforms, defense systems and the warfighter through network-centric operations; creating advanced technology solutions that reach across business units; e-enabling airplanes and providing connectivity on moving platforms; and arranging financing solutions for our customers. Headquartered in Chicago, Boeing employs more than 169,000 people across the United States and in more than 65 countries. This represents one of the most diverse, talented and innovative workforces anywhere. Our enterprise also leverages the talents of hundreds of thousands more skilled people working for Boeing suppliers worldwide.

## Consulate General of Canada, Seattle

**Main Office** 1501 Fourth Ave., Suite #600  
Seattle, WA 98101 206.770.4082

**Website** [www.seattle.gc.ca](http://www.seattle.gc.ca)

**Representative** Monica Tate, Trade Commissioner | Aerospace, Defense, Security  
[monica.tate@international.gc.ca](mailto:monica.tate@international.gc.ca)

**Description of Company** The Seattle office of the Consulate General of Canada is the proud representative of Canada and Canadian aerospace businesses in the Pacific Northwest region, including Washington, Oregon, Idaho and Alaska. Canada offers Northwest companies a strong aerospace technology and manufacturing base of operations, one focused on world-class research and development, cutting edge ideas concepts in simulators, 3-D printing and advanced materials, space exploration, unmanned aerial systems and more. These industries are supported by a talented, highly productive workforce, a pro-business government and a spirit of entrepreneurship and innovation that has drawn leading U.S. companies to open offices in Canada. See how Canada can be part of your successful aerospace strategy for 2016 and beyond!

## Diehl Aerosystems

**Main Office** Am Flugplatz  
88471 Laupheim +49 (73 92) 703 1722

**Website** [www.diehl-aerosystems.com](http://www.diehl-aerosystems.com)

**Representative** Richard Freiherr von Ketteler, Head of Category Advanced Procurement  
Peter Wiech, VP Procurement Metals

**Description of Company** Diehl Aerosystems is a corporate division of Diehl Stiftung & Co. KG and covers all aerospace activities of the Diehl Group. With its business units Diehl Aerospace (a joint venture with Thales), Diehl Aircabin, Diehl Comfort Modules and AOA, Diehl Aerosystems is a leading systems supplier for avionics and cabin solutions. Diehl Aerosystems currently employs more than 5,000 staff. Amongst its customers are leading aircraft manufacturers (OEMs), such as Airbus (both fixed-wing aircraft and helicopters), Boeing, Bombardier and Embraer, as well as airlines and other operators of commercial and business aircraft.

## Electroimpact, Inc.

**Main Office** 4413 Chennault Beach Rd  
Mukilteo, WA 98275 425.348.8090

**Website** [www.electroimpact.com](http://www.electroimpact.com)

**Representative** Ben Hempstead, PE  
[benh@electroimpact.com](mailto:benh@electroimpact.com)

**Description of Company** Electroimpact is a highly experienced aerospace automation company with a high concentration of engineers. Our wide range of projects include complete automation assembly systems for commercial aircraft wings, riveting machines

and tools for wing panel and fuselage assembly, advanced fiber placement machines, robotic assembly systems, and spacecraft transportation equipment. Our company was designed by the founder as a haven for engineers, with vertical responsibility for all work from concept to customer acceptance with minimal bureaucracy and barriers to success.

## LISI Aerospace

**Main Office** 2600 Skypark Drive  
Torrance, CA 90505

**Website** [www.lisi-aerospace.com](http://www.lisi-aerospace.com)

**Representative** Maurice Pell, Director – Business Development

**Description of Company** LISI Aerospace is a Hardware (fasteners) and structures Supplier (Tier 3).

## Meggitt

**Main Office**

**Website** [www.meggitt.com](http://www.meggitt.com)

**Representative** Fred Sandow

**Description of Company** Headquartered in the UK, Meggitt PLC is a global engineering group specializing in extreme environment components and smart sub-systems for aerospace, defense and energy markets.

Meggitt's civil aerospace presence covers large commercial transports, regional aircraft, business jets, helicopters and general aviation.

Its defense markets cover all military aircraft types, land systems, naval platforms and aerial, land-based and marine threat simulation training and weapons systems development. The firearms element of this capability extends into law enforcement and security organizations.

## Mitsubishi Aircraft Corporation

**Main Office** 4965 Preston Park Blvd. Suite 90E  
Plano, TX 75093 972-814-9249

**Website** [www.flythemrj.com](http://www.flythemrj.com)

**Representative** Roger Marszalek, Manager of Marketing

**Description of** Mitsubishi Aircraft Corporation was formed in 2008 to conduct the design, type certification, sales and marketing, and customer support for the Mitsubishi

**Company**

Regional Jet (MRJ). The MRJ is a family of 70- to 90-seat next-generation regional jets that will offer best-in-class operating costs and outstanding cabin comfort. Mitsubishi Aircraft Corporation is one of the Mitsubishi Heavy Industries Group companies in Japan. Mitsubishi Heavy Industries (MHI) has manufactured components as a tier 1 supplier for global aviation giants for more than 40 years. With the development of Mitsubishi Aircraft Corporation and the MRJ program, MHI has focused its extensive aviation experience and vast resources into creating the most advanced and most efficient regional jet in the world.

The MRJ program currently has a fleet of four flight test aircraft at its Flight Test Center in Moses Lake, WA. The program has effectively passed the midpoint of its flight test program last month and currently focused on achieving the next milestone to acquire type certification.

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**Senior Aerospace AMT**

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**Main Office**

20100 71<sup>st</sup> Ave NE  
 Arlington, WA 98223  
 360.435.1119

**Website**

www.amtnw.com

**Representative**

Table 1	Kevin McKay, Director of Business Development Alyssa Shick
Table 2	Dina Cowan Dave Opel

**Description of Company**

AMT is a manufacturer of structural parts for the leading original equipment manufacturers ('OEMs') in the large, business and regional jet markets. AMT's experience and capabilities span multiple segments of an aircraft, including the engine pylon, struts, wing box, wings, wheel well and the interior. AMT's success is based on utilizing proprietary manufacturing techniques to manufacture high quality, complex parts through cost effective production. Given its breadth of capabilities and strong customer relationships, AMT has substantial content on the aviation industry's most popular aircraft, such as the Boeing 737 and Boeing 777, as well as positions on new technology aircraft, such as the Boeing 787.

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## Spaceflight Industries

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**Main Office**

1505 Westlake Ave N  
Seattle, WA 98109

866-342-9934

**Website**

www.spaceflightindustries.com

**Representative**

Table 1	Paul Nitsch, Director of Space Systems Engineering
Table 2	Andrew Bertino, Director of Manufacturing

**Description of Company**

Spaceflight Industries is a next-generation space company enabling access to space and redefining global intelligence.

Our distinct approach of “using up there to make down here better” focuses on removing the complexities and high cost that once prohibited the majority of organizations from getting to space and observing our planet. It’s not just talk to us, we’re truly changing the game.

Through our services Spaceflight and BlackSky, we are enabling timely and affordable access to space while redefining how we observe our changing world. This combination of innovative satellite design and integration, rideshare launch offerings, and geospatial intelligence services provide the insights that transform how we view ourselves and the planet on which we live.

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## STELIA North America

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**Main Office**

8407 S. 259th Street, Suite 303  
Kent, WA 98030

**Website**

www.stelia-aerospace.com

**Representative**

Table 1	Kevin Steck, Vice-President, Business Development
Table 2	Julie Pfeiffer

**Description of Company**

STELIA Aerospace was formed in Jan 2015 in a merger between the former AEROLIA and SOGERMA companies, and their subsidiaries. The company has a global presence with over 13 locations in France, Canada, Morocco Tunisia, and the United States. STELIA North America is a subsidiary of STELIA Aerospace, is headquartered in Canada, and produces composite structures.

STELIA Aerospace is the world's third largest Tier I supplier in Aero structures with extensive design/engineering expertise, diverse metallic and composite technologies and supporting major OEMs on virtually all major commercial and military aircraft, helicopter and satellite platforms. STELIA is also an OEM itself specializing in premium first and business class seats, specialty cabin interiors, and pilot seats.

STELIA is looking to expand its design, development and manufacturing footprint in the aerospace industry and is seeking qualified suppliers who have demonstrated competitive capabilities in a variety of metal, composite, electrical, control, tooling, and assembly processes and products. suppliers who have demonstrated competitive capabilities in a variety of metal, composite, electrical,

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control, tooling, and assembly processes and products.

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## UK Department for International Trade

**Main Office** 2001 6<sup>th</sup> Ave, Suite 2600  
Seattle, WA 98121 206-618-0892

**Website** <https://www.gov.uk/government/organisations/department-for-international-trade>

**Representative** Adam Kephart, Aerospace Trade & Investment Executive  
Adam.kephart@mobile.trade.gov.uk

**Description of Company** Interested in learning more about aerospace in the United Kingdom? The UK is Europe's leading aerospace manufacturing nation and second only to the USA globally, with strengths in the most technically advanced aircraft components (wings, engines and advanced systems). More than 3,000 aerospace companies operate in the UK, including global leaders such as Airbus, BAE Systems, Boeing, Bombardier, GE Aerospace, Leonardo and Rolls-Royce. Connect with me to learn more about growing your business in the UK and utilizing the UK's Department of International Trade to help navigate the challenges of international business development. I look forward to meeting you.

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## UmbraGroup

**Main Office** 6707 Hardeson Rd  
Everett, Wa., 98203 425-405-3507

**Website** [www.umbragroup.com](http://www.umbragroup.com)

**Representative** Shawna Livingston

**Description of Company** UmbraGroup is a cutting-edge manufacturing company in the aeronautics & industrial sectors.

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## UTC Aerospace Systems

**Main Office** 4020 Lake Washington Blvd NE, Ste 312  
Kirkland, WA 98033 425-822-9851

**Website** [www.utcaerospacesystems.com](http://www.utcaerospacesystems.com)

**Representative** Jacqueline Kelly, Associate Director, Operations Program Management

**Description of Company** UTC Aerospace Systems is one of the largest suppliers in the industry, committed to serving customers worldwide. We provide various systems and technologies as well as aftermarket services for commercial & business aviation, military & defense, space exploration, and much more.

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## Zunum Aero

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**Main Office**

811 Kirkland Ave Suite 201  
Kirkland, WA 98033

317-607-4187

**Website**

[www.zunum.aero](http://www.zunum.aero)

**Representative**

Brad Fanton, Senior Principal Engineer  
Patrick Noble, Staff Engineer "Propulsion"

**Description of  
Company**

Zunum Aero is building a family of commercial hybrid-to-electric aircraft designed for regional transit, and powered by quiet range-optimized powertrain and propulsion technologies. The company's vision is to develop 1,000-mile electric air networks to bring fast and affordable travel to every community. Founded in 2013, Zunum Aero is funded by Boeing HorizonX, Jet Blue Technology Ventures, and the State of Washington Clean Energy Fund.

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