

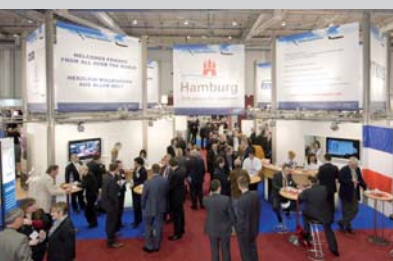
Trade fair marathon for aviation companies

This year, the two most important trade fairs in the aviation industry fall within just a few weeks of each other. Aircraft Interiors Expo will be opening its doors in Hamburg from 18 to 20 May 2010 while Aerospace Testing Expo will be taking place at the same time at the exhibition centre in Halle, marking a return to Hamburg after several years in Munich. In June, the aviation industry will all be flocking to Berlin for the ILA Berlin Air Show which will be held from 8 to 13 June at Berlin-Schönefeld airport. There will again be an International Suppliers Center (on professional visitor days) and a Career Center (on public days).

Hanse-Aerospace will be represented at all of these trade fairs and special trade fairs in the form of joint stands or member companies, thereby providing an excellent platform for visitors to find out about the diverse range of skills and offers available from the member companies.

At Aircraft Interiors Expo, the Hanse pavilion will again be the largest trade fair stand with 1069 m² of space and 75 exhibitors present. Overall, the Hanse-Aerospace members represented at the joint stand and across other parts of the fair will represent more than 18% of exhibitors at Aircraft Interiors Expo.

*Hanse Pavilion at the Aircraft Interiors Expo
(Foto Christian Brinkmann)*



Greeting – Jürgen Seidel

Minister for the Economy, Labour and Tourism in Mecklenburg-Vorpommern



Companies operating in the aviation industry from Mecklenburg-Vorpommern have teamed up to form an aviation and space industry network. The new network covers business activities in the state, establishes ties and markets offers. The Ministry of Economics is supporting the development and work of the network over the next few years with a 300,000 euro grant from the European Social Fund.

We offer support to companies to help them operate on complex markets, promote their research and development activities and provide competitive offers on international markets. Bringing these companies in the state together under the umbrella title of Hanse-Aerospace has made it possible to secure an internationally renowned partner. The state government explicitly welcomes this new form of inter-state collaboration.

As a result of this collaboration, the industry in Mecklenburg-Vorpommern is able to keep pace with European developments. It is sure to enable companies based in our state to benefit. The network includes developers, producers and service providers such as EADS Rostock System Technik, Flamm Aerotec in Schwerin, AMAS GmbH from Neu Kalliss and MST Matzen Schlauch Technik Ltd & Co. KG from Boizenburg.

The offices for the network are based in Rostock. Collaboration with the state economic development agency, Invest in Mecklenburg-Vorpommern GmbH, aims to attract new companies in the field to Mecklenburg-Vorpommern and support new company start-ups. The conditions in Mecklenburg-Vorpommern are excellent and the network is one of the most important factors in this.



Mecklenburg-Vorpommern network

The new aviation and space industry network for Mecklenburg-Vorpommern was founded in January 2010 in Rostock and has already experienced considerable growth during its first few months. Hanse-Aerospace has now taken over the running of the network, which was initiated by the Ministry of Economics for Mecklenburg-Vorpommern and which is financed by state subsidies and contributions from the companies and organisations. Hanse-Aerospace is working in close collaboration with the Mecklenburg-Vorpommern Ministry of Economics to build up the network and integrate it into the existing network of organisations.

“We are particularly pleased about the excellent feedback from the companies,” says Uwe Gröning, the first Chairman of Hanse-Aerospace. In addition to the founder members, 7 other companies have already decided to join (Förderkreis Luft- und Raumfahrt MV e.V., Steeger & Gross Institut für Personalentwicklung, Rostock Apartment, 3D In-

novation GmbH & Co. KG, Dethloff & Lange GmbH & Co. KG and Rostock Business).

Qualified business woman Sandra Wandt is the Network Manager. She helped establish the offices in Rostock and is responsible for external marketing. She also supports the companies of Mecklenburg-Vorpommern with developing and expanding their aviation business. As part of this, she works closely with the experienced team at Hanse-Aerospace, with the companies involved and with the state government.

www.hanse-aerospace.net



Jürgen Seidel, Minister for the Economy, Labour and Tourism in Mecklenburg-Vorpommern with Uwe Gröning and Sandra Wandt of Hanse-Aerospace e.V.



Ayhan Izmirli and Vahit Sar with Hanse-Aerospace members at the conference presentation in Hamburg

Esbas invites guests to the Izmir Global Aerospace Conference

The cooperation between Hanse-Aerospace and the Aegean Free Zone (AFZ) – ESBAS is being expanded. On 8 April 2010, Esbas presented plans for the further development of the free trade zone before representatives of interested member companies at the Hanse-Aerospace offices.

The second Izmir Global Aerospace and Offset Conference will be taking place from 6 to 8 October in Izmir. Vacit Sar (Esbas Executive Consultant to the President from Ankara) and Ayhan Izmirli (Managing Director, Special Projects) will be presenting the conference programme and informing participants about the free trade zone and the various options available within the off-set area as well as the excellent access offered to the markets of the Near East and all of the Turkic-speaking countries.

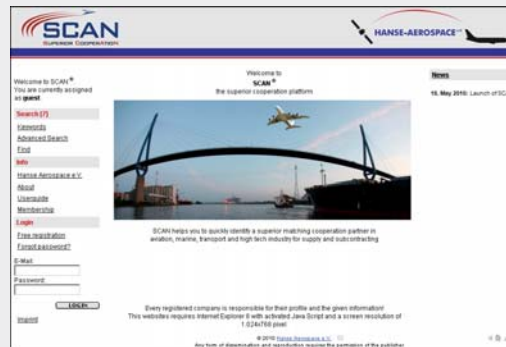
In January 2010, the Aviation and Space Clustering Association – ASCA was founded in Izmir. Esbas made a significant contribution to the founding of this first Turkish trade association operating in the aviation and space industry. "We are very pleased about this development and are convinced that the excellent collaboration which has developed between Esbas and Hanse-Aerospace over the last few years will also extend to the ASCA," says Uwe Gröning, Chairman of Hanse-Aerospace.

Members interested in participating in the Hanse-Aerospace delegation to the Izmir Global Aerospace and Offset Conference should contact the offices at: info@hanse-aerospace.net

SCAN – Superior CooperAtion

At the Aircraft Interiors trade fair, Hanse-Aerospace e.V. will be presenting its new internet portal SCAN for the first time. Companies operating in the aviation industry can find the right partner for a national and international cooperation at www.scan.coop. "We are offering companies in the aviation industry an innovative platform where they can make their competence and ambitions accessible to a broader audience. The search & find function enables the project partnerships to be initiated without any great time expenditure," says Ralph-G. Matzen, 2nd chairman of Hanse-Aerospace and manager of the project.

SCAN was launched by Hanse-Aerospace e.V. in order to create a platform where companies in the aviation industry can find potential partner companies for national and international



SCAN was launched by Hanse-Aerospace e.V. in order to create a platform where companies in the aviation industry can find potential partner companies for national and international collaboration projects

collaboration projects and identify suppliers for products and services.

As an internationally available English-language portal with a unique quality of data, SCAN covers the entire spectrum of products and services in the mobility industry, in particular the aviation industry.

Supported by the user-friendly filter function, users can navigate through the comprehensive database and access a list of suggested qualified partners in just a few mouse clicks. The potential for collaboration between the companies identified is quickly visible via the overview display format.

SCAN enables companies seeking collaboration to make their intentions and skills accessible to a broader audience, with an individually adaptable level of detail.

Hanse-Aerospace, the initiator and operator of SCAN, has been in existence for several years as an association made up of companies in the aviation industry. SCAN is based on the experiences of its member companies. The potential for cooperation can be specifically tailored to 'matching' suppliers, system suppliers, research and the so-called 'primes' as aircraft manufacturers. In this way, information is made accessible online at first hand, all along the supply chain, in a way never seen before. The extensive research usually required in such a process is therefore superfluous. www.scan.coop

Flying high with more comfort and environmental efficiency

The Aircraft Interiors Expo in Hamburg, from 18 to 20 May, is the place to discover and marvel at the fascinating inside world of today's – and tomorrow's – aviation. Hamburg will once again be a showcase for innovative aircraft cabin products. More than 500 companies from all over the world will be exhibiting materials, products and technologies in the halls of the Hamburg Trade Fair. Shared by 75 exhibitors and spread over 1069 square metres, the Hanse Pavilion, a joint stand operated by Hanse-Aerospace e.V., is the largest stand.

The organiser, Reed Exhibitions, expects 8,000 visitors, including 200 airlines from 170 nations. For them, the trade fair in Hamburg is "the place to be". Bernd Aufderheide, CEO of Hamburg Messe and Congress, knows why: "Many airlines combine attending the trade fair with visits to companies. The Hamburg Metropolitan Region is passionate about cabin development. Large companies like Airbus and Lufthansa Technik have established their competence centres for aircraft cabin fitting here, where they can benefit from a specialist local supplier infrastructure. The Aircraft Interiors Expo underlines the importance of Hamburg as a leading aviation centre."

The members of Hanse-Aerospace alone represent 18 percent of exhibitors this year; some of them have their own stands, but most are at the joint Hanse-Aerospace stand in the Hanse Pavilion in Hall B6. "The Aircraft Interiors Expo is, for many suppliers in the Hamburg Metropolitan Region, the most important trade fair of the whole year. It offers them the opportunity for both customer care and acquisition as well as to interact with their suppliers. Nowhere else do so many important representatives of airlines, large companies and SMEs in the aircraft cabin fitting industry gather together as on these three days in Hamburg," says Uwe Gröning, President of Hanse Aerospace.



At Aircraft Interiors Expo, the Hanse pavilion will again be the largest trade fair stand with 1069 m² of space and 75 exhibitors present (Foto: Christian Brinkmann)

Suppliers invest in products and staff

There is no denying the fact that the economic crisis has also affected the aviation industry. A survey carried out by the Hanse-Aerospace e.V. association among its members in the run-up to the Aircraft Interiors trade fair revealed that more than half of the companies were performing less well than at the same point last year. The atmosphere among the suppliers to the aviation and space industry nevertheless remains cautiously optimistic.

Although the economic situation was significantly worse than expected for most companies in 2009, medium-sized suppliers see themselves as being well-equipped for the future. Uwe Gröning, the first chairman of Hanse-Aerospace e.V. (the largest German association for suppliers to the aviation and space industry) estimates that the effects of the economic crisis on the aviation industry will still be event in 2012. "Most companies are well-positioned to be able to survive this crisis," he explains. This is proven by the results of a survey the association has carried out among its member companies. More than half of the companies asked (51.5%) admitted that their financial situation had worsened since the last year. In the majority of cases (86 % of companies), this has not resulted in staff cutbacks. 29 % of companies stated that they hoped to expand their workforce over the coming year. 57 % responded that no redundancies for operational reasons should be required. The crisis is not affecting all companies equally. 20 % of the member companies even claimed that their situation had improved since the start of 2009.

As a result, the industry is adopting a calm approach to the challenges of the current economic situation. "Many companies take advantage of quiet months to invest in their own expertise," reports Gröning. Manufacturers revise their products and push ahead with new develop-

ments and research projects, often supported by EU, national and state support programmes. The leading cluster concept for the aviation and space industry in the Hamburg metropolis region plays a key role in this. The initial results of these efforts will be on display at the Aircraft Interiors trade fair where numerous manufacturers will be exhibiting revisions to their product range, as well as new products.

At the same time, the companies are continuing to invest in the skills of their employees. 54 % of the companies asked claimed that they are increasingly investing in further education measures while approx. 11 % have introduced shorter working hours. "This trend is evident among both temporary employment and engineering services operating in our Personnel working group as well as among manufacturers," says Jan Heinze, manager of the working group for Personnel at Hanse-Aerospace. As Managing Director of the Technical University of Heinze, he has noted a significant increase in applications for further education in the fields of technical engineering and subsidised industrial training for the aviation industry. "In 2010, almost 100 people will qualify as aircraft technicians by completing the CAT B1 basic training course. More than ever before. There has also been an increase in applications for training in the fields of cabin interior furnishings and painting".

Another evident trend is that companies are becoming increasingly active at an international level. More than half of the companies have been focusing on internationality for the last few years and are building momentum in this field, for example by opening additional branches abroad (6.3%). 27 % of companies stated that they are currently focused at a national level but that they want to become more internationally active.

DGLR congress in Hamburg

The 59th German Aeronautical and Astronautical Congress will be taking place in Hamburg from 31 August to 2 September 2010 under the motto of: "Networked research and technology for the society of tomorrow". Experts from the world of research and industry will gather to discuss the latest new discoveries and me-

thods in aircraft systems, maintenance and repair, airports and air traffic, space exploration and research, safety in and out of space and robotic systems for space exploration, as part of over 200 specialist presentations.
www.dglr2010.dglr.de

Schuler SMG supports Optistruct research project

The Optistruct leading cluster was initiated by Hanse-Aerospace members FormTech and Hein & Oetting together with the GKSS research centre at the Helmholtz Association and has grown significantly already. Schuler AG, the world's largest press manufacturer, will be represented on the supervisory board through its subsidiary, Schuler SMG. "The collaboration of Schuler is a big gain for us," explains

Werner Beck, Managing Director of FormTech, "because this means that we have an industrial partner on the installations side on board when it comes to the industrial implementation of the research results at a later date". Optistruct focuses on the application of cost-cutting and resource-saving titanium processing procedures and new joints technology using carbon fibre-reinforced plastic and titanium.



The innovative positioning system 3AXSS-300 by m-u-t is perfect for using in test and repair applications.

Aerospace Testing Expo 2010 back in Hamburg

After 3 years in Munich, Aerospace Testing Expo is returning to Hamburg where it was held from 2003 to 2006. In the top section of hall 4, the following Hanse-Aerospace members will also be attending Aircraft Interiors Expo:

Berner & Mattner Systemtechnik GmbH, K54

Berner & Mattner will be providing information on model-based technology which integrates the compilation of system specifications and analysis of requirements at an early stage in the development process, thereby enabling the comprehensive observation of the physical system.

m-u-t Aviation-Technology GmbH, L24

m-u-t Aviation Technology will be presenting the 3AXSS-300 innovative 3-axis positioning system. It simulates all angular positions in space and all movements and accelerations for medium speeds. Its compact dimensions and 3 kg design mean that it is ideally suited to investigating with sensors and display units and for use with test and repair applications.

Werum Software & Systems AG, D30

This supplier of solutions in testing, test stand automation and test data and information management will be presenting a demo system at the stand, together with esd electronics, taken from an ongoing SIB project for the Airbus A380. The test data management system aims to test the function of control units (directors).



Hamburg Senator of Economic Affairs, Axel Gedaschko, visiting the Hanse-Aerospace stand at the ILA 2008

DATES

18 - 20 May 2010

Aircraft Interiors Expo und Aerospace Testing Expo

Hamburg

www.aircraftinteriors-expo.com

8 - 13 June 2010

ILA - Berlin Air Show

Berlin

www.ila-berlin.de

15 - 16 June 2010

CFK-Valley Stade Convention, Stade

www.cfk-convention.com

31 August -

2 September 2010

Deutscher Luft- und Raumfahrtkongress in Hamburg

www.dglr2010.dglr.de

6 - 8 Oktober 2010

Izmir Global Aerospace and Offset Conference, Izmir

www.izmiraerospace.com

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Hanse-Aerospace at the ILA Air Show and the ISC

When the oldest air show in the world – the Berlin International Air Show – opens its doors again on 8 June 2010, professionals and members of the public alike can expect to experience a successful mix of traditional and modern. This applies not just to the aircraft on display; the ILA is also exploring new paths when it comes to the trade fair concept, without forgoing its tried and trusted features.

The main site will be open on public and professional visitor days, presenting the usual mix of large-scale companies and suppliers from all fields of the aviation and space industry. 9 exhibitors at the Hanse-Aerospace joint stand will be on hand here to provide information about new products and expertise gained over many years of experience. The joint stand will be organised in collaboration with the Bremen economic development agency for the first time this year, which will be bringing a further 16 exhibitors.

There will also be a Hanse-Aerospace joint stand at the International Suppliers Center (ISC), which is taking place for the second time this year and will be attended by 10 firms.

On 9 June 2010, the ISC will be all about the buyers with an International Buyers' Day taking place for the first time here. The day is aimed at the buyers of the big companies. An interesting supporting programme will be offered and B2B appointments with potential supplies can be arranged in advance.

During the professional visitor days from 11 to 12 June, the ILA Air Show will be offering support to the next generation of aviation and space industry professionals at its Career Center.

Whether you are a school pupil, student, career starter or experienced professional: the Career Center in hall 6 will offer you the chance to learn about professional opportunities and to establish direct contacts with potential future employers. The Federal Minister of Economics and Technology, Rainer Brüderle, is the patron of the Career Centre. The aviation cluster in the metropolis region of Hamburg will also be providing information on career and training options in North Germany's aviation and space industry and the qualifications required at the Career Center.

www.ila-berlin.de



Peter Hintze, State Secretary at the Federal Ministry of Economics and Technology and government coordinator of the aviation and space policy, visits the Hanse-Aerospace stand at the ISC.

Hanse-Aerospace delegation travel to Montréal

In December 2009, a delegation of medium-sized suppliers to the aviation industry from Hanse-Aerospace visited Montréal, a centre of the aviation industry, along with representatives from the Berlin-Brandenburg Aerospace Allianz and the Hamburg aviation industry.

The 2nd Aerospace Innovations Forum took place during the visit. More than 400 representatives from the worlds of aviation and science in the Quebec region discussed the latest innovations in the aviation industry with the in-

ternational visitors. The aviation cluster in the metropolis region of Hamburg also presented its strategy as a leading cluster in the field.

The focus of the trip, however, was to make new company contacts. New ties were formed both at the innovation forum and through discussions with Bombardier, Innotech-Exicaire and Heroux-Devtec and with the German-Canadian Chamber of Commerce and Industry. Some new business links were also made with medium-sized aviation industry suppliers in Quebec as part of a B2B meeting organised by the partner organisation AQA (Association Québécoise de l'Aérospatiale).

The various different approaches adopted as part of further and continued education strategies in both aviation industry clusters were highlighted during an exchange of ideas with the CAMAQ (Comité sectoriel de main-d'œuvre en aérospatiale au Québec). Hanse-Aerospace hopes to quickly build upon these successful new contacts in Quebec.

www.hanse-aerospace.net



Delegation participants visiting Montréal