

Hanse-Aerospace at Aircraft Interiors Expo

Aircraft cabins represent a core field of expertise for the aviation industry in Hamburg. This applies to Airbus and Lufthansa-Technik as well as their supplier companies. According to a survey by Hanse-Aerospace, 57 per cent of member companies have expertise in aircraft cabins. In the case of the engineering service providers, this figure rises to 60 per cent.

This focus on products and services relating to aircraft cabins is also reflected at this year's Aircraft Interiors Expo, the world's most important trade fair for aircraft interiors.

When the fair opens its doors again in Hamburg from 5 to 7 April 2011, the Hanse pavilion (a joint stand run by the member companies of Hanse-Aerospace e.V.) will again become a real magnet for the public.

Around 60 exhibitors will be presenting their products and services over an area of 1068 square metres – from sophisticated VIP equipment to high quality First and Business class fittings and more mass-produced products for the Economy areas and Low Cost carriers. This also includes components and parts for all of the systems on board.

In total, some 500 exhibitors and professional visitors from more than 90 countries are expected in Hamburg this year. The Crystal Cabin Award will be awarded for the 5th time on 6 April as part of the fair for new developments in the field of aircraft cabins. www.aircraftinteriorexpo.com

Welcome from Max Evers

Managing Director of Hanse-Aerospace Wirtschaftsdienst GmbH



The aviation industry is facing great challenges over the next 10 to 20 years. The increasing amount of flight traffic across the globe will lead to a greater demand for new aircraft which the established manufacturers will struggle to cover. New

OEMs in Asia and South America will completely change the supply chains in terms of the engineering and the products and components.

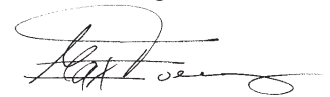
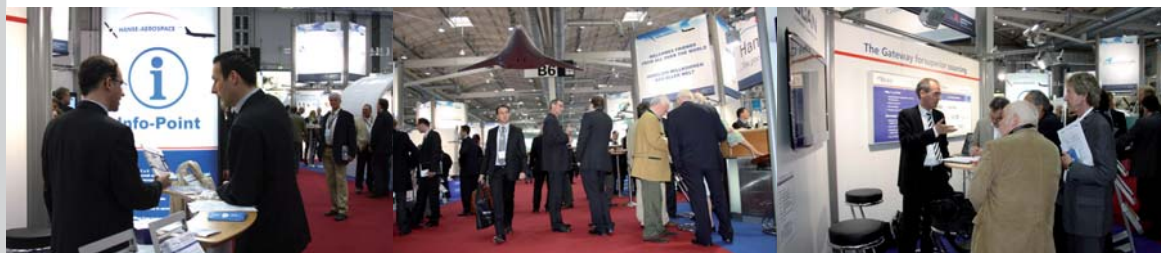
When it comes to the German and European aviation industry suppliers, this development presents many risks as well as big opportunities. Hanse-Aerospace wants to take on a pioneering role in order to open up the possibility for its members to position themselves on this ever-changing market. If the association and its companies set the right course now, they will all benefit together.

We aim to analyse and observe developments and position ourselves strategically so that we are present wherever there is greatest market potential for our members.

To ensure that this can be developed further, we will promote greater cooperation between our members. A joint marketing strategy with significantly more trade fair presentations, a presence among some of the key decision-makers on-site and a targeted communications strategy can open up new pathways.

The expertise offered by German suppliers to the aviation industry is unique across the globe. The companies have set new standards too in research and development over the last few years. We want to secure and extend this for the future.

With best wishes from Hamburg

Joint presentation at the Paris Air Show

The Paris Air Show will be taking place in Paris from 20 to 26 June. This event takes place every two years and alternates with the International Airshow in Berlin and is one of the oldest and biggest aviation industry events.

This year, 2,000 exhibitors from more than 50 countries and 200 official delegations are expected to attend the former Le Bourget airport. Organisers are also expecting some 140,000 professional visitors and 3,000 journalists. During the public days, around 200,000 visitors are likely to take advantage of this opportunity to view more than 140 exhibited aircraft and displays.

Hanse-Aerospace has been organising a joint stand for its members at the Paris Air Show for

many years now. This year, 11 member companies will be represented over approx. 200 m².

In addition to member companies like Butting, Interturbine Aviation Logistics, AMAS Engineering GmbH, Formtech and P3, Lufthansa Technik and the aviation cluster of the Hamburg metropolitan region will also be represented at the stand. "We are very pleased that Lufthansa Technik and the aviation cluster of the Hamburg metropolitan region will again be represented at our stand," says Uwe Gröning, Chairman of Hanse-Aerospace. "The member firms represented at the stand will offer visitors a good insight into the broad range of activities undertaken by Hanse-Aerospace member companies". www.paris-air-show.com

SCAN – a cooperation portal on the road to success

The internet portal SCAN which was presented at the Aircraft Interiors Expo last year has undergone some successful further developments. The innovative database makes it easier than ever before to search for suppliers and cooperation partners for projects. "Cooperation is the key to tapping into new markets for the supplier industry," says Max Evers, Managing Director of Hanse-Aerospace-Wirtschaftsdienst GmbH. "The important thing is to set the right course on time. SCAN is a successful cooperation for the companies and universities involved". Numerous Hanse-Aerospace members have taken advantage of the opportunity to register for SCAN for free in 2011 until the end of February.

Following a fundamental revision of the website www.scan.coop, the search functions have become even clearer and more user-friendly than before. An instructions video makes it easier for interested visitors to the site to use the new search masks and explains the advantages of the portal.

"The OEMs to whom we have presented SCAN are particularly enthusiastic about the added value of the portal and consider it to be a good tool for optimising the supply chain," says Max Evers. For him, it's all about building up a stock of qualified and high performance companies which can network and exchange expertise via SCAN to further develop the marketing of SCAN.

"In principle, SCAN can be extended to include all areas of technology," says Evers. "The steps we take in this direction depend considerably on the requirements of the member companies and on feedback about the portal from the OEMs in the various industries". The association will continue to develop and evaluate the portal under the motto of 'Cooperation is your key to future business - SCAN is your key to cooperation'.
www.scan.coop

German government determines space travel strategy

On 30 November 2010, the German government adopted the new German aerospace strategy. This establishes how the high-tech industry of aerospace will evolve at a national level over the next few years.

The German Centre for Aviation and Aerospace (Deutsche Zentrum für Luft- und Raumfahrt) sees this as an important step. Space travel has developed over the last few years from a scientifically determined symbol of the technology race to a tool for combating social problems and global challenges such as climate change and safety provisions.

As such, the German aerospace policy and its implementation needs to focus on clear goals such as the strategic development of national aerospace expertise in order to expand upon and anchor German technology in terms of the international competition and give the companies involved the planning security they need.

Suppliers also benefit from this. "We welcome the German government's decision to further de-

velop the space travel industry in Germany. For us as medium-sized suppliers, space travel orders often present an interesting technical challenge," says Volker Lamberti, Sales Manager at Aljo Aluminium-Bau Jonuscheit GmbH. Aljo supplies components for the Ariane programme and the European satellite navigation system Galileo and generates around 10% of its aerospace turnover from space travel.



German space travel technology for the ISS: integration of the space transporter ATV 2 at Astrium in Bremen.

Aviation and aerospace network in Mecklenburg-Vorpommern welcomes the DLR Neustrelitz

The DLR site of Neustrelitz has been a member of the Mecklenburg-Vorpommern aviation and aerospace network since January 2011. The German Centre for Aviation and Aerospace (Deutsche Zentrum für Luft- und Raumfahrt) employs around 60 scientists, engineers and other employees here. The research and development work undertaken at the site falls into the categories of satellite-supported Earth observation and navigation and forms part of the European GMES and Galileo research programmes. In February 2011, the DLR held the topping out ceremony for the ultra-modern real-time data centre for satellite-based applications and the DLR_School_Lab. The new buildings

complex forms part of the DLR_Campus. The modular training initiative of the DLR_Campus in Neustrelitz aims to impress students and graduates with its various offers in the natural sciences and engineering relating to space travel research. The DLR_Campus Neustrelitz includes a student laboratory, the DLR_School_Lab, a further and continued education centre for students and the DLR_Academic_Lab.

The DLR also operates the German remote sensing data centre from Neustrelitz, an institute for communications and navigation, an institute for remote sensing methods and a department for technology marketing.

AAA a new member at Hanse-Aerospace

AAA GmbH has been a new member at Hanse-Aerospace e.V. since 1 January 2011. The company was founded in 2008 as the subsidiary of the French AAA Assistance Aéronautique & Aérospatiale S.A.S. in Hamburg and offers services in the aircraft production industry. With its own well-trained teams, AAA undertakes work batches in production and final assembly lines

in the fields of structure, mechanics, electronics, systems and interiors – including quality control. The application of its own project management enables flexible applications planning and a short-term coverage of peaks in production for customers.

www.aaa-aero.com

New guidance for AG personnel

In February 2011, AG employees of Hanse-Aerospace elected a new deputy chairman. Gerhard Engelbrecht, Branch Manager for Aviation at AviationPower, will lead the AG together with the chairman Jan Heinze of the Heinze Technical College. "Temporary work is becoming an increasingly important factor for success for the

economy, even in the aviation industry," says Engelbrecht. "It relieves the companies of pressure and gives them the necessary room for manoeuvre. For many people this represents an opportunity to return to regular employment through this channel and the qualifications often linked with it".

Voith presents prototypes of the Crew Rest Modules

Since its nomination for the Crystal Cabin Award 2009, Voith Engineering Services has been working on further developing its concept study for the Crew Rest Modules. In 2011 the company will be presenting fully functioning prototypes at the Aircraft Interiors Expo. The Crew Rest Module is a fold-down bed. It enables crew and ill passengers to recuperate while lying down during the flight.

On 10 February, Voith Engineering Services GmbH – Aerospace was awarded the EASA Design Organization Approval. This approval relates to the development and authorisation of changes and repairs to CS-23/CS-25 cabin layouts and the associated structures, systems, electrical systems and secondary structures. www.voith-engineering-services.de



Hanse pavilion at the AIX 2011

With some 60 exhibitors and more than 1000 m2 of space, the Hanse pavilion is the largest stand at the Aircraft Interiors Expo. Numerous members of the organisation will be providing information here about their products and services.

Innovint Aircraft Interior is presenting a defibrillator for use in aircraft as well as a VIP kit and new collection of cabin furnishing components.

Tente is presenting the redesigned in-flight trolley castors Aviana, which have been made even lighter and now come in different colours as well as Levina, plastic castors with a radius of 75 mm to 150 mm. The latter are particularly suited to service carts in the First and Business Class area as well as for mobile displays and refreshment and coffee counters.

Hanse-Aerospace members are not only to be found at the Hanse pavilion but will also be featured at other areas of the fair:

AkzoNobel Aerospace Coatings
5B22

Global Interior Support GmbH
5B50

HSH Aerospace Finishes
5C40
Interturbine Aviation
Logistics GmbH
7G62

Kaefer Aerospace GmbH
7C30

Muehlenberg Interiors
GmbH & Co. KG
6F90

Stegmann Aircraft Maintenance GmbH
5C27

Vartan Product Support
5B50

Treo presents test services

In order to demonstrate a cross-section of its services portfolio, the Stade-based Treo - Labor company will be demonstrating vibration testing using a small shaker at the Hanse pavilion on behalf of Umweltsimulation GmbH. Treo offers a full range of environmental simulation tests from its laboratories close to the CFK-Valley Stade which are key to the certification of new components and parts in the aviation industry. These include vibration, climate and pressure tests as well as shock and salt spray testing.

www.treo.de



Vibration testing by the company Treo - Labor for environmental simulation

Crystal Cabin Award 2011

On 6 April 2011, the winners of this year's Crystal Cabin Awards will be announced at the Aircraft Interiors Expo 2011. Over the last few months, a high calibre jury of international experts has been viewing and assessing 52 different products and concepts for aircraft cabins. "Given the high level of the applicants and applications received, the jury has a challenging task ahead," said jury member Fernando Ponzo

de Siqueira of the Brazilian aircraft manufacturer Embraer, adding: "It's good for the industry!" The winners among the 6 categories of finalists will be announced on 5 April 2011 at a gala event. Hanse-Aerospace Bishop has also made it into the list of finalists again.



H4 Aerospace awarded STC for Goodrich

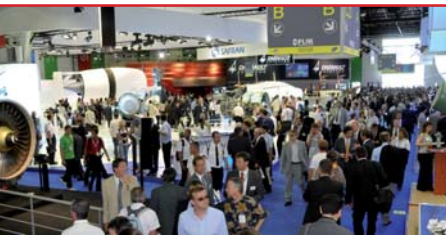
H4 Aerospace has been awarded the Supplemental Type Certificate STC in accordance with the FAA (Federal Aviation Administration) and Transport Canada for the installation of logo lights and runway turn-off lights (from the company Goodrich Lighting Systems) into A320 aircraft. "American certifications are becoming increasingly important to European manufacturers," says Andreas Rolke, Director of Certification at H4 Aerospace. "Only then can

suppliers suitably position themselves on this market". At the Hanse pavilion at the Aircraft Interiors Expo, the company will be providing information about its services in the field of certifications and authorisations. H4 Aerospace works regularly with numerous members of the organisation and issues certifications for new development and product changes including for Innovint, Paustian, Vauth und Sohn and IAS.

Hanse-Aerospace presents Aromaspace coffee

Hanse-Aerospace and Florian Steiner Kaffee will be presenting an exquisite new kind of coffee at the Aircraft Interiors Expo. The beans used in the 'Aromaspace coffee' come from specially selected plantations in Africa. An extremely short supply chain and direct contact with the producers means that roasting com-

pany Florian Steiner (German Master Roaster 2009) can be sure that its coffee farmers receive a fair price for their top quality produce. The coffee will be served at the Hanse pavilion at the Aircraft Interiors Expo and can be purchased directly Hanse-Aerospace-Wirtschaftsdienst. www.floriansteiner.com



DATES

5 to 7 April 2011

Aircraft Interiors Expo and Aerospace Testing Expo, Hamburg Messe
www.aircraftinteriors-expo.com
www.aerospacetesting.com

13 to 16 April 2011

AERO Friedrichshafen 2011
www.aero-expo.com

17 to 19 May 2011

EBACE – European Business Aviation Convention and Exhibition, Geneva
www.ebace.aero

20 to 26 June 2011

Paris Air Show
Paris, Le Bourget
www.paris-air-show.com

15 September 2011

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www.bdl.de

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Wirtschaftsdienst – exploring new paths with a new Director

Max Evers has been the new Managing Director of Hanse-Aerospace Wirtschaftsdienst GmbH since 1 December 2010. Under his guidance, the Wirtschaftsdienst is seeking to further expand its offers for members and external customers. In order to meet member requirements, the trade fair business needs to be extended. In addition to the traditional joint stands at Aircraft Interiors, the ILA Berlin and the Paris Air Show, Hanse-Aerospace will also be represented at other professional fairs in the future.

A survey of the organisation's members has revealed that many would like to receive more support with tapping into new markets and with research work," says Evers. "Of course, we are happy to take on board this suggestion". Initially, more joint stands at professional trade fairs in other technical industries will be organised. "Our members in the ship construction and rail industry are of particular interest," says Evers. "The regenerative energies sector is also very interesting".

When it comes to research projects, the service for members needs to be extended. 30% of the companies asked stated that they have been involved in a research project. Virtually all had to cooperate with other companies and would

like to do this again in future. In terms of funding, national, state and EU funds were received. Members are hugely interested in offers from this sector. 90% would also like to receive more support from the association in developing and expanding upon their research work.

Max Evers has a research project management scheme of his own in mind for the Hanse-Aerospace Wirtschaftsdienst which will relieve members and their cooperation partners of some administrative work so that they can focus on their research.

When it comes to expanding upon international business, Hanse-Aerospace-Wirtschaftsdienst aims to offer members more support in future. "By applying targeted sales support on-site in the destination countries, we want to offer added value for our members," says Evers.

More talks, seminars and congresses are planned. "The survey gave us a good overview of which issues are of particular concern to the companies," explains the new Managing Director. He admits that the Hanse-Aerospace Wirtschaftsdienst will need to expand its staff members in order to meet these needs.

www.hanse-aerospace.net

Möbius supplies DO 728 cockpit for HCAT

Hanse-Aerospace member Möbius Modell- und Formenbau supplied a complete mock-up of a cockpit for a DO 728 for research and teaching purposes at the Aircraft and Aircraft Construction department of the University of Applied Sciences. The Hamburg School of Aviation Training HCAT is also likely to benefit from this mock-up.

The model will be available for training, study and research into aircraft cabins from May

2011. Students will be able to undertake studies into air-conditioning and lighting technology here as well as maintenance, service and cleaning. As such, the HCAT has access to aeroplane fuselages with cabin interiors as well as a modern cockpit for demonstrating the design, component structure and user ergonomics in this area of an aircraft cabin.

www.modellbaumoebius.de

PERSONAL DATA

MST Matzen Schlauch-Technik Ltd. & Co. KG has undergone further development in organisational terms. The new Sales Manager is Michael Bucher, Matthias Wendland is taking on the role of Commercial Administration Manager and Kevin Church is responsible for Engineering and Production.

Matthias Schneider has been the new Head of Sales at **PMG Comtas Composite GmbH** since 1 August 2010. The 37-year old qualified engineer previously had a leading role at Sogeti High Tech GmbH.

Since 01 November 2010, Zwen Giesel has been the new Business Manager at **PMG**

Comtas Composite GmbH, as well as being a Controller for the PMG Group.

The new manager of the **State Technical School for Production Engineering and Aircraft Technology - Ernst Mittelbach - G15** is Matthias Jürgens.

Jens Damian is the new Technical Support Leader for **Vartan Product Support in China**.

His predecessor Björn Bischkopf will take on responsibility for developing and expanding **Vartan** in the USA from April 2011.