

Vermont Chamber Record of Work on Manufacturing

2014

- **Aerospace Supply Chain Matchmaking Summit: Manufacturing Opportunities in US – Canadian Aerospace Corridor**
 - Thursday, January 23rd, 2014, Burlington International Airport
 - Featured: MACH Initiative, Deringer, Aero Montreal, Netur, Helicopter Support Inc., Sikorsky, Defense Logistics Agency – Aviation, and GE Aviation
- **Vermont Chamber’s Manufacturing Trade Show**
 - Thursday, September 25th, 2014
 - Showcasing 100 manufacturing members, matchmaking & seminars

2013

- **Vermont Manufacturing Trade Show: Showcasing Aerospace & Aviation and Propelling Vermont’s Economy Forward**
 - Featured: First-ever trade show and 50 Vermont Chamber members, BTV
- **Supply Chain Opportunities in Medical & Aerospace: MMIC Transforming Aerospace and The Flying Eye Hospital with Mobility**
 - **Featured:** MMIC, ORBIS International, Intertek, Siemens Healthcare Diagnostics, Sikorsky Aircraft Corporation, and Raytheon Integrated Defense Systems (IDS)

2012

- **Supply Chain Opportunities in Composites for Aerospace, Aviation, Defense and Naval**
 - **Featured:** Cessna Aircraft Company, Sikorsky Aircraft Corporation, Naval Undersea Warfare Center and Raytheon Missile Systems
- **Supply Chain Opportunities in Naval, Marine and Aerospace**
 - **Featured:** Battenkill Technologies, General Dynamics, Bath Iron Works, General Dynamics, Electric Boat, Rolls-Royce Naval Marine, Sikorsky Aircraft Corporation, and Deringer

- **Protective Gear, Equipment and Systems**
 - **Featured:** Revision Military, BAE Systems, General Dynamics Armament & Technical Products, and Goodrich Aerospace, now UTC Aerospace Systems

2011

- **Supply Chain Opportunities in Canadian Aerospace**
 - **Featured:** Aveos Fleet Performance, Bombardier, GE Canada and Rolls-Royce
 - **Seminars:** New and emerging trends in Canadian Aerospace by Gina Rebelo Bento, CS Canada Aerospace Specialist, International Trade Administration, U.S. Commercial Service; Export and customs compliance by Senior Trade Advisors Donna Kavanaugh and Darlene DiBernardo, Deringer; and ITAR Exemption by Aaron Melville, Law Offices of Aaron Melville
- **Mobile Medical and Orbis International Transform Aerospace with Mobility and Sight Saving Medical Services with Flying Eye Hospital Visit!**
 - **Featured:** Vermont Senator Patrick Leahy, Honorary VAAA Chair, MMIC, ORBIS, Vermont's 2011 Real World Design Challenge Team, and FAA
- **Sensors, Electronics and Robotics**
 - **Featured:** Goodrich, Lockheed Martin, QinetiQ North America, Raytheon Company, and Rockwell Collins
- **Plastics, Polymers & Ceramics: New Age Materials**
 - **Featured:** Northrop Grumman Electronic Systems, GE Aviation, GE Healthcare, and General Dynamics

2010

- **Greening Aviation & Soaring High in Rutland**
 - **Featured:** Vermont Senator Patrick Leahy, Honorary VAAA Chair, GE Aviation, and The Boeing Company
- **Supply Chain Opportunities in Precision Machining**
 - **Featured:** G. S. Precision, Inc., Goodrich Corporation, Sensors and Integrated Systems, General Dynamics Armament and Technical Products, BAE Systems, Land and Armaments Operating Group, and Vermont Manufacturing Extension Center (VMEC)

Top Reasons to Base the F-35 Joint Strike Fighter in Vermont

- **Featured:** Lockheed Martin, General Dynamics, Burlington International Airport

2009

- **Supply Chain Opportunities in Carbon Composites**
 - **Featured:** Goodrich, Vermont Composites (now Kaman Composite Structures), Plasan North America, and the Vermont Small Business Development Center (VtSBDC)

Farnborough International Airshow

July 9-15, 2012

Farnborough, Hampshire, UK



Farnborough International Airshow (FIA) is the largest truly global event of its kind. A platform for some 1,400 exhibitors from the aerospace, defense, space and security sectors to showcase and demonstrate aircraft, equipment and technologies, the show is specifically designed to facilitate tailor-made and unrivalled opportunities to meet, negotiate and announce business transactions. Held every other year, FIA 2010 was attended by over 120,000 trade visitors, including 70 delegations from 44 countries, with \$47 billion of sales orders announced during the show.

Benefits

- ✓ Professional Booth Display & Exhibit Space in the "Best of New England" Pavilion
Featuring Businesses from VT, ME & NH
- ✓ Key Buyer Invitations Sent in Advance of Show
 - ✓ One-on-One Meeting Space
- ✓ Signage, Exhibitor Passes & Booth Staffing

Costs and Deadlines

\$500 per exhibiting Vermont Business

The price above does not include travel, airfare or hotel space. For more information or to register, contact Brent Raymond at (802) 828-1681 or brent.raymond@state.vt.us

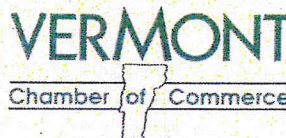
Please ask about \$800 Airfare Reimbursement grants available for eligible Vermont companies

Registration deadline is April 5, 2012

Refunds will not be issued after registration.

Exhibit Space is Limited!

Organized by:



Funded in part through a grant award with the U.S. Small Business Administration.

U.S. Small Business Administration



Paris Airshow

June 17-23, 2013

Le Bourget—Paris, France



In 1909, the International Paris Air Show brought the aviation industry's pioneers together for the first time. More than 100 years later, this Show, the largest of its kind in the world remains a key event for the industry. With 2,113 exhibiting companies, 290 official delegations and 151,000 professional visitors from the four corners of the globe in 2011, the Paris Air Show brings together the entire aviation and space industry once every other year.

Join Vermont at the *Best of New England* booth in the U.S. Pavilion at the show for a turnkey trade show experience with businesses and international trade professionals from Vermont and other New England states. Simply show up and sell—leave the rest to us!

Benefits

- ✓ Professional Booth Display & Exhibit Space in the "Best of New England" Booth located in the US Pavilion
- ✓ Key Buyer Invitations Sent in Advance of Show
 - ✓ One-on-One Meeting Space
- ✓ Signage, Exhibitor Passes & Booth Staffing

Costs and Deadlines

\$1800 per exhibiting Vermont Business

The price above does not include travel, airfare or hotel space. For more information or to register, contact Susan Murray at (802) 828-4508 or susan.murray@trade.gov

Registration deadline is March 5, 2013

Exhibit Space is Limited!

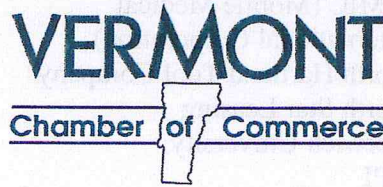
Refunds will not be issued after registration.





Signature Event

AEROSPACE & AVIATION TRADE SHOW



Presents

Vermont Chamber Aerospace & Aviation Trade Show

Showcasing Manufacturing & Propelling Vermont's Economy Forward

August 8th, 2013

10am – 4pm

Burlington International Airport

Meet key contacts and exhibitors. Discover new resources, business, supply chain, networking and career opportunities.

Gold Sponsors



Valued Quality. Delivered.



Silver Sponsors



Exhibitors

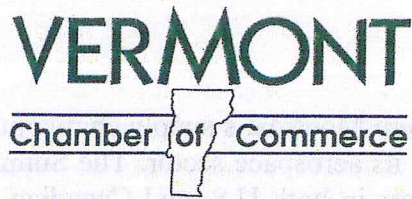
AeroParts Plus Inc.
Burlington International Airport
Burlington Technical Center
CAM Development & Micro
Components
Champlain Medical Associates
Columbia Air Services - RUT
Concepts NREC
Efficiency Vermont
Employer Support of the Guard &
Reserve
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(LMS)
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(MSI)
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Norwich University
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Quadra-Tek
Rising Ridge Communications
Stephens Precision
Superior Technical Ceramics
(**Silver Sponsor**)
University of Vermont
US Commercial Services
US Small Business
Administration
UTC Aerospace Systems

Vermont Agency of
Transportation, Aviation Program
(**Silver Sponsor**)
Vermont Business Magazine
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Vermont Economic Development
Authority (VEDA)
Vermont Flight Academy
Vermont Manufacturing
Extension Center
Vermont Manufacturing Services,
Inc.
Vermont Microdrilling
Vermont Procurement Technical
Assistance Center (VT PTAC)
Vermont Space Grant
Consortium\NASA EPSCoR
Vermont Technical College
WCAX (**Silver Sponsor**)
Windstream Communications
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Visit www.vtchamber.com to register for airport parking voucher validation and enter raffle to win Porter Airline vouchers.

For questions or to learn more, please contact Chris Carrigan, ccarrigan@vtchamber.com, (802) 223-0904, and June Dobbins, jdobbins@vtchamber.com, (802) 585-5747.



NEWS FOR IMMEDIATE RELEASE

November 26, 2013

Contact: Chris Carrigan
(802) 223-0904

Email: ccarrigan@vtchamber.com

Vermont Chamber of Commerce to Provide Manufacturing Opportunities in Aerospace with Supply Chain Agreement and Aero Montreal

On Monday, December 2nd, the Vermont Aerospace & Aviation Association, a division of the Vermont Chamber of Commerce, is signing a Memorandum of Understanding (MOU) with Aero Montreal, a strategic think tank for Québec's aerospace sector, at the 4th edition of Aero Montreal's International Aerospace Innovation Forum in Montreal. Business Development professionals from the Vermont Chamber of Commerce and Vermont's Agency of Commerce & Community Development will exhibit at the event in support of 9 Vermont companies participating in business matchmaking at the Forum. Vermont will be the largest U.S.-state contingent at the international event.

The vision of the MOU and partnership is to create a U.S. – Canadian Aerospace Corridor via Vermont and to facilitate the flow of supply chain opportunities between Vermont's aerospace cluster and Canada's Aerospace Industry. The \$22 billion Canadian aerospace industry is the fifth largest in the world and is home to renowned aerospace OEMS and primes, including Bombardier, Bell Helicopter Textron, CAE, Pratt & Whitney and Rolls Royce Canada. Most Canadian companies source over 50% of their aerospace parts from the U.S.

Vermont offers Canada access to Vermont's \$2 billion aerospace supply chain with proven capabilities and resources in precision machining, maintenance, repair and overhaul (MRO), landing gear, fuel gauging, sensors, sensing systems, and electronics for aerospace and aviation applications. Vermont's close proximity to Canada is a competitive gateway with access to the North American market and U.S. aerospace industry.

"We celebrate the MOU signing and look forward to forging a strong partnership with Aero Montreal in building an aerospace corridor for enhanced trade and integrated supply chain opportunities," said VAAA Chair Brian Dubie. "Vermont's large presence at the Innovation Forum with nine participating companies shows a strong commitment to this effort and partnership going forward."

As a follow up to the MOU, the Vermont Chamber will hold an **Aerospace Supply Chain Summit** on Thursday, January 23rd, 2014. The Summit will feature Aero Montreal staff,

presenting the *MACH Initiative*, Aero Montreal's supply chain optimization program designed to increase global competitiveness in its aerospace sector. The Summit will also feature high-level procurement specialists from leaders in both U.S. and Canadian aerospace, including: **Defense Logistics Agency – Aviation, GE Aviation, Helicopter Support Inc., A Sikorsky Aerospace Services Company, Honeywell Aerospace, and Netur.** To learn more, please visit contact Chris Carrigan, (802) 223-0904, ccarrigan@vtchamber.com.

2013 Aerospace Innovation Forum—Vermont Participants

Liquid Measurement Systems (LMS)

North Hartland Tool Corp.

TeamITAR

Metal Flex Welded Bellows, Inc.

Stephens Precision, Inc.

MMIC

Superior Technical Ceramics

MSI, Inc.

KALOW Technologies

Vermont Chamber of Commerce/Vermont Aerospace & Aviation Association

ACCD/Vermont Global Trade Partnership

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Vermont participation in the 2013 Aerospace Innovation Forum is made possible in part by the U.S. Small Business Administration, through funding awarded through its State Trade and Export Promotion (STEP) grant program and partner support from the U.S. Commercial Service.



Signature Event

AEROSPACE SUPPLY CHAIN SUMMIT



Aerospace Supply Chain Summit

Manufacturing Opportunities in US - Canadian Aerospace Corridor



Thursday, January 23rd, 2014
2:00 – 6:00 pm
Burlington International Airport
1200 Airport Drive
South Burlington, VT 05403

Seminar:

- 1:00pm – 1:45pm: Taking the Turbulence Out of International Trade: A Brief Overview of Importing & Exporting for the Aerospace & Aviation Sectors, Robert DeCamp, Director, Regulatory Affairs and Consulting, Chad Magoon, Export Specialist, Deringer, Premier Sponsor

Main Agenda:

- 2:00 pm: Chris Carrigan, Vice President, Business Development, Vermont Chamber
- 2:05 pm: Brian Dubie, VAAA Chair, ASA, Col. USAF Ret, 78th VT Lt. Governor
- 2:10 pm: The Honorable Peter Welch, U.S. Congressman
- 2:15 pm: Gene Richards, Director of Aviation, Burlington International Airport
- 2:20 pm: Secretary Brian Searles, Vermont Agency of Transportation
- 2:25 pm: Chris Saunders, Office of U.S. Senator Patrick Leahy, Honorary VAAA Chair

Commercial Time:

- 2:30 pm: Vermont Chamber manufacturing members & sponsors

Procurement Presentations:

- 2:50 pm: Robert DeCamp, Director, Regulatory Affairs and Consulting, **Deringer**
- 3:00 pm: Martin Hamel, Director, MACH Initiative, **Aero Montreal**
- 3:10 pm: Stephane Turcotte, Vice President, **Netur**
- 3:20 pm: Thomas Kaye, Vice President, Supply Management, **Helicopter Support Inc., A Sikorsky Aerospace Services Company**
- 3:30 pm: John H. Henley, Associate Director, Small Business Programs, **Defense Logistics Agency - Aviation**
- 3:40 pm: John DeMatteo, Director, Strategic Sourcing, Electrical Commodities, **Honeywell**
- 3:50 pm: Rick Wehmer, Supply Chain Leader, **GE Aviation**

Networking Cocktail Reception & Appetizers

- 4:00 - 6:00 pm

This Event is made possible by the Vermont Chamber and our Sponsors!



**Aero Parts Plus**

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802-489-5023
abewnay@aeroparts-plus.com
www.aeroparts-plus.com

**American International
Distribution Corporation (AIDC)**

Eric Kennaugh
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eric.kennaugh@aidcv.com
www.aidcv.com

**Cam Development and Micro
Components, Inc.**

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www.npi.net

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michael@sterlingtechnologiesvt.com

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www.trianglemetalfab.com

**Vermont Manufacturing
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**Vermont Procurement
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(VTPTAC) (Sponsor)**

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accd.vermont.gov/business/start/vtptac

**Vermont Agency of
Transportation (VTRANS)**

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www.aviation.vermont.gov

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Yarde Metals

John Clarke
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**Vermont Chamber Aerospace Supply Chain Summit
To Feature US – Canadian Aerospace Corridor and Provide Manufacturing
Opportunities for Vermont Companies**

Montpelier, VT (January 22, 2014)—The Vermont Chamber of Commerce will host an **Aerospace Supply Chain Summit** on January 23rd at the Burlington International Airport giving U.S. and Canadian companies an opportunity to showcase their businesses, identify potential business suppliers and buyers, meet key decision makers, and hear from aerospace experts.

Available exclusively to Vermont Chamber member companies and Canadian guests, the Aerospace Supply Chain Summit follows the Memorandum of Understanding (MOU) signed by the Vermont Chamber of Commerce and Aero Montreal, a strategic think tank for Québec's aerospace sector, at the 4th edition of Aero Montreal's International Aerospace Innovation Forum held in Montreal in December 2013.

“Our summit is the next step in forging a strong partnership with Aero Montreal and building an aerospace corridor for enhanced trade and integrated supply chain opportunities,” said Chris Carrigan, vice president of business development at the Vermont Chamber of Commerce.

The vision of the Vermont Chamber and Aero Montreal partnership is to create a U.S. – Canadian Aerospace Corridor via Vermont and to facilitate the flow of supply chain opportunities between Vermont's aerospace cluster and Canada's \$22 billion aerospace industry. Home to powerhouse companies like Bell Helicopter and Bombardier, Canada has the fifth largest aerospace industry in the world. Vermont offers Canada access to a \$2 billion aerospace supply chain industry with proven capabilities and resources, and a competitive gateway to the U.S. aerospace industry and North American market.

The Aerospace Supply Chain Summit will feature a presentation of the *MACH Initiative*, Aero Montreal's supply chain optimization program designed to increase global competitiveness. High-level procurement specialists from U.S. and Canadian aerospace leaders will participate, including representatives from:

- Defense Logistics Agency – Aviation
- GE Aviation
- Helicopter Support Inc., A Sikorsky Aerospace Services Company
- Honeywell Inc.
- Netur

Deringer is the Premier Sponsor of the Summit with underwriter support from Intertek, Manufacturing Solutions Inc., Superior Technical Ceramics, the Vermont Procurement Technical Assistance Center, and Windstream Communications.

For more information, please visit www.Vtchamber.com. Press interested in attending can register by contacting Marichel Vaught at mvaught@vtchamber.com or 802-262-0147.

About the Vermont Chamber of Commerce

The largest statewide, private, not-for-profit business organization, the **Vermont Chamber of Commerce** represents nearly every sector of the state's corporate and hospitality community. Its mission is to create an economic climate conducive to business growth and the preservation of the Vermont quality of life.

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