

On June 4-5 BEC is to host AEROTRENDS 2008, the 3rd Business Meeting and 5th Congress on New Trends in Aerospace

HEGAN is to bring together over 300 representatives of international aeronautics and space industries to Spain's biggest trade event

HEGAN (The Basque Aeronautics & Space Cluster) and BEC (the Bilbao Exhibition Centre) are organising **AEROTRENDS 2008**, the biggest regular Aerospace trade event in Spain, which is to be held at the Bilbao Exhibition Centre on June 4-5. The International Congress on new Trends in the Aerospace Industry held every two years since 2000 was joined in 2006 by International Aerospace Business Meetings at which manufacturers and suppliers hold face-to-face interviews over two days, with prearranged agendas.

The event was presented at a ceremony attended by Izaskun Artetxe, Provincial Deputy for Innovation and Economic Promotion, Borja Belandía, Head of Planning and Strategy at the Department of Industry, Trade and Tourism, Jorge Unda, Deputy Chair of HEGAN, José Miguel Corres, CEO of the Bilbao Exhibition Centre and José Juez, General Manager of HEGAN.

The challenge of combining business meetings and a conference on new trends in the aeronautics and space industry in a single event will turn Bilbao into a focal point for the supply and demand sides of the aerospace industry. AEROTRENDS 2008 is set to bring together over 300 representatives of international aerospace companies and organisations from leading countries in the sector, including the USA, France, Germany, Italy and the United Kingdom.

The business meetings are arranged in response to the strategies of major manufacturers in the industry, who are seeking to use fewer suppliers and to increase competitiveness. This gives rise to more complete, higher value-added products and companies capable of entering into joint development arrangements with their customers and working as partners on a risk-sharing basis. Indeed, for large-scale contractors business meetings of this type are in the best way to meet their outsourcing needs, contact a broad range of suppliers in a short time, enhance their supplier portfolios and develop their value chain.



The aerospace business meetings are aimed at OEMs, i.e. manufacturers of aircraft and equipment and complete system installers, and at suppliers on all scales of value from the supply of materials for the manufacture of components, assemblies and subsystems, including engineering, design, maintenance, tooling, treatment processes and research centres working on aircraft, helicopters, UAVs and satellites.

They are also a highly useful tool for participating suppliers, who can secure direct access to contractors and find new customers in just two days of intensive interviews. They can also establish agreements and exchanges with suppliers from other regions of Europe. Individual, prearranged meetings will be set up between customers and suppliers, to make the best use of time in obtaining technical and trade contacts with firms in the industry.

Registered suppliers are given access to the list of contractors and their demands, so that they can select those firms with which they wish to meet. The organisers provide each supplier with an individual agenda of interviews prior to the event. Up to 13 business meetings are possible in the time available.

The contractors registered include the following end manufacturers and first and second tier contractors: **Aciturri, Aernnova, Aircelle, Alenia-Aermacchi, AtoutVeille, Avio, Dassault-Aviation, CESA, Creuzet-Aeronautique, EADS-CASA, Eurocopter-España, Iberia-Maintenance, ITP, Microturbo, MS-composites, Recaero, Sener, Snecma and Thales-Alenia-Space.**

All these contractors are seeking suppliers of composites and metal components and materials, suppliers of parts and components for structures, engines, systems and high precision machining, surface treatment, electrical systems and electrical maintenance work. Some of them wish to make direct contact with firms that offer products manufactured in low-cost countries to offset the dollar/euro exchange rate.

The suppliers registered come from all the main focal points for the aeronautics industry in Spain - Madrid, Andalusia, Catalonia and the Basque Country - and from the USA, Italy, Germany, the Czech Republic and France.

New Trends in Aerospace

Participants in AEROTRENDS 2008 will also have an excellent opportunity to take part in the 5th International Congress on New Trends in Aerospace, where they can learn about the latest trends for the competitive development of the industry. It is hoped that the event will become a must for all those interested in technical progress in the industry, including manufacturers of aircraft, structures, engines and components.

The presentations at this International Congress, first promoted by HEGAN in 2000, will begin and end with plenary sessions covering the challenges posed for the sector by the



new world macroeconomic framework. The event will coincide with World Environment Day on June 5, and will also look at future trends for the industry and its relationship with the environment. Speakers will include representatives of aircraft manufacturers **Airbus** and **Boeing**, of the ICAO (International Civil Aviation Organisation) regulatory body and of the European Commission, which are in charge of establishing the international rules and regulations required to guarantee safety, efficiency and regularity in air transport.

New trends in production systems and aerostructures will be presented in addresses by **Aernnova**, **Bombardier FIDAMC**, **Airbus**, **EADS-Space** and **Sisteplant**. On June 5 the presentations will centre on materials for engines and systems, and on-board equipment, with speakers including **Airbus**, **Boeing**, **INSA**, **ITP**, **Rolls-Royce** and **Sener**.

This 5th Congress will also provide an opportunity to discuss and exchange opinions and points of view on the latest developments and progress in the industry, given that its participants include leading companies and international speakers who are considered to be the world's top specialists in their fields.

This year's AEROTRENDS Congress is expected to attract 50% more participants than 2006 edition, when 203 organisations took part, including 13 speakers from high prestige organisations associated with the industry. The 2006 Congress also hosted 239 documented business meetings between the 75 sellers and 32 producers who attended the event.

Industry data

The Basque aeronautics and space industry has borne out the excellent forecasts for invoicing made in 2007, with 15% growth in sales to a total of more than 940 million €. This figure is well above the initial growth forecast for the period of 5%. According to provisional data collected by HEGAN, the Basque Aeronautics and Space Cluster, this significant growth took place in a year marked by record results in terms of the number of new aircraft commissioned and the number of deliveries made by major manufacturers. The forecast for growth in air traffic in 2008 is good.

Another positive point is the growth of almost 8.5% in the number of jobs in the industry compared to last year. It now employs 6623 people throughout Spain. Exports are expected to stand at just over 500 million €, and investment in R&D is expected to top 90 million.

Although aircraft sales last year and forecasts for the next 20 years are highly encouraging for the sector as a whole, our firms and all the stakeholders associated with them still have major challenges to face, e.g. in the long-term structure of their businesses for after sales services, which has led to tension in the supply chain and unrealistic prices, in the dollar/euro exchange rate, in accessing funding, in maintaining debts for too long, in the complex situation prevailing in the management and prices of



raw materials, in low profit margins with metal ingot processors and in the need for more qualified staff.

Positive factors for Basque industry include the consolidation of small and medium-sized companies, which are experiencing growth in sales and exports, and moves towards mergers and partnerships intended to give firms the size required to work successfully on new programmes.

This year is the 10th anniversary of the founding of HEGAN, the Basque Aeronautics and Space Cluster, which was established to strengthen, promote and stimulate the industrial, professional, technological, research and innovation fabric of the industry and encourage the creation of highly specialised jobs, scientific and technical development of society and the consolidation of Basque industry in those areas which have the brightest future with the greatest added value. The technology committee of the cluster, which sowed the seeds of the current organisation, began work five years earlier, bringing together drivers (Aernnova, originally Gamesa Aeronáutica, ITP and Sener), technology centres, the University of the Basque Country, SPRI and the Department of Industry. The Cluster Association currently has a membership comprising 33 companies and corporate groups, plus three technology centres directly related with the industry.

