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## MAA UKTI trade mission to Italian aerospace industry Wednesday 8<sup>th</sup> to Friday 10<sup>th</sup> May 2013

The Midlands Aerospace Alliance and UKTI are offering supply chain companies an excellent opportunity to hold **1-to-1 meetings with leading Italian aerospace customers** on a special trade mission led by MAA chief executive Dr Andrew Mair. This follows the great success of the MAA's March 2012 trade mission with UKTI to hold 50 1-to-1 meetings with Safran companies including Snecma at the British Embassy in Paris.

We have worked closely with four partners to set up this unique opportunity:

- o **Torino Piemonte Aerospace**, the leading Italian aerospace cluster around Turin
- o **Distretto Aerospaziale Lombardo**, the leading Italian aerospace cluster around Milan
- o **UK Trade and Investment's** Italy aerospace experts
- o **UK Trade and Investment's** Midlands aerospace experts

### Leading Italian aerospace customers

Leading Italian aerospace companies are based in Piedmont and Lombardy, are key participants in their own clusters, and are an excellent match with Midlands supply chain capabilities:

- o AgustaWestland
- o Alenia Aermacchi
- o Avio
- o Microtecnica
- o Secondo Mona

### Costs

You will understand that quite an effort is required to plan, set up and organise meetings of the standard you will expect, over many months. You will benefit from the reduced cost of us all working on this collectively. And thanks to financial support from our friends at UKTI in the East Midlands, we have been able to keep the cost per MAA member company down to £780+VAT (£930+VAT for non-members). There would be a £250 cost for a second participant to be present at the same meetings.<sup>1</sup>

Included in the cost above is local travel which we will organise for you on Wednesday 8<sup>th</sup>, Thursday 9<sup>th</sup> and Friday 10<sup>th</sup> May. You will need to pay your own costs for flights to Italy, local travel to get to the Turin hotel on Tuesday 7<sup>th</sup> May, three nights accommodation and meals. This will cost approximately £500-700.

Places are strictly limited. Reserve yours now by filling in the booking form on the last page of this document and returning the document to [emma.burgess@midlandsaerospace.org.uk](mailto:emma.burgess@midlandsaerospace.org.uk). For further information speak to Emma or Anne Esterson on 02476 430 250.

### Notes:

- o Participants are responsible for their own travel to and from Italy
- o All meetings will be conducted in English
- o You may be interested to know that the MAA and UKTI are organising reciprocal opportunities for Italian suppliers to meet potential Midlands customers
- o For industry feedback from the MAA's trade mission to meet Safran in Paris March 2012 go to: [www.midlandsaerospace.org.uk/news/MAA-meets-Safran](http://www.midlandsaerospace.org.uk/news/MAA-meets-Safran). This is what we plan to replicate.

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<sup>1</sup> To avoid any doubt, the MAA and UKTI are only covering their own costs.



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## Proposed schedule

### Tuesday 07

Delegates fly from Birmingham Airport to Milan and travel by train to Turin (see potential flight details overleaf; it is possible to fly from Birmingham to Turin via e.g. Paris but it is more difficult to return this way on Friday).

Check in hotel in Turin

### Wednesday 08 (travel by organised coach)

AM Alenia  
PM Avio  
5 pm networking tea with Piedmont Aerospace Cluster  
Night Turin hotel

### Thursday 09 (travel by organised coach)

AM Microtecnica  
PM Travel to Milan (travel by organised coach)  
17:00 networking event with Lombardy Aerospace Cluster at British Consulate  
Night Milan hotel

### Friday 10 (travel by organised coach)

9:30 AgustaWestland  
14:00 Secondo Mona  
16:30 return to UK

At each Italian customer the outline plan is to do the following:

1. Host company's presentation
2. Dedicated one to one meetings with each British delegate
3. Visit of the plant if time permits

*It may be possible for you only to participate in the Piedmont or Lombardy legs of the mission. Let us know if that is a better option for you so we can discuss details.*



## Potential flight (as of 5<sup>th</sup> April 2013)

The screenshot shows a web browser window with the URL [www.opodo.co.uk/opodo/flights/search?departureAirportCode=BHX&arrivalAirportCode=MXP&tripType=R&def](http://www.opodo.co.uk/opodo/flights/search?departureAirportCode=BHX&arrivalAirportCode=MXP&tripType=R&def). The page displays flight search results for a round trip from Birmingham to Milan.

**Total price including tax and booking fee: £ 271.12 GBP**      Price per adult: **£ 271.12 GBP**

**Outbound: Tue 07 May 13**

Departing	Arriving	Duration	Availability	Airline
<b>13:40</b> Birmingham International Airport, United Kingdom	<b>16:45</b> Milan Malpensa Apt, Italy	Non-stop 02:05	<b>Ok</b>	Flybe

**Inbound: Fri 10 May 13**

Departing	Arriving	Duration	Availability	Airline
<b>17:15</b> Milan Malpensa Apt, Italy	<b>18:25</b> Birmingham International Airport, United Kingdom	Non-stop 02:10	<b>Ok</b>	Flybe

**Select**

The Windows taskbar at the bottom shows the Start button, icons for Internet Explorer, Google Chrome, and Microsoft Word, and a system tray with the time 14:33 and date 05/04/2013.



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## Cluster: Piedmont

### Lead cluster body: Torino Piemonte Aerospace

Website: [www.torinopiemonteaerospace.com](http://www.torinopiemonteaerospace.com)

**Profile:** Located in Northwestern Italy, the aerospace sector in Piedmont is one of productive and scientific excellence, confirming the regional vocation for technological innovation.

Torino Piemonte Aerospace boasts about 85 top class enterprises in the aerospace and defence sector based in the Piedmont region, offering to international players a preferential channel to meet and develop business.

Five regional players stand out both at the national and international level, both in civil and military fields: Alenia Aeronautica, Thales Alenia Space, Avio, Selex Galileo, Microtecnica.

300 SMEs operate alongside these, with technological and manufacturing processes that are compatible with the technical standards (quality, accuracy, ability in handling special materials etc.) required by the sector. Suppliers are selected according to strict parameters of evaluation such as technical know-how, innovative products and processes, quality, programme development, global coverage, human resources and team work ability.

The cluster's companies are capable of meeting any demand, representing all fields: aircraft manufacturing, components & mechanics, plants & machineries, systems & subsystems, special metalworking, defence vehicles & systems, components of electrical systems for aircraft and satellites, test and control equipment, engineering, prototyping, software creation and consultancy.

Many enterprises work in more than one sub sector (civil aeronautics & defence, civil aeronautics & aerospace). Most of them carry out internal research and cooperate with Italian and international research centres contributing to the development of innovative know-how and solutions.

80% of the companies are already present on international markets, exporting mainly to Europe, North America and South Asia, and most of them invest in research & development projects.

### Alenia Aeronautica

Owned by Finmeccanica, Alenia Aeronautica designs, builds, integrates and supports complex air systems ranging from advanced defence aircraft to military airlifters and commercial airliners, from special mission aircraft to unmanned air vehicles.

The Alenia Aeronautica product portfolio includes proprietary products like the C-27J, the only true modern tactical airlifter available today worldwide, or the ATR42 MP and ATR72 ASW, special mission aircraft developed for maritime patrol roles. The company also plays key roles in world-class programs like Eurofighter Typhoon, the F-35 Joint Strike Fighter and the Neuron European UCAV demonstrator.

In commercial aircraft Alenia Aeronautica develops its global role through a broad range of design and manufacture activities for advanced aerostructures of state of the art airliners including the Airbus A380 and Boeing 787 Dreamliner.

It is a leader in regional aircraft through ATR, an equal-share joint venture with EADS, and SuperJet, a joint venture with the Russian company Sukhoi for the Superjet 100, the most advanced regional jet on the market.

From 1912 Alenia Aeronautica and its predecessors have built over 12,000 aircraft, to which must be added the 6,000 airliners flying with aerostructures provided by Alenia.



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## Avio

Now part of GE, Avio is a world leader in the design, development and manufacturing of aerospace propulsion components and systems for both for civil and military aircraft.

We work through the whole lifecycle of our products - from design through to maintenance, repair and operations (MRO) services.

Avio is headquartered in Italy, and operates across four continents. We employ over 5,200 staff, 4,500 of whom are based in Italy.

Avio offers a number of technological platforms:

- Accessory Drive Gearbox and Power Transmission
- Low Pressure Turbines
- Combustion
- Services and Engine Assembly
- Space Propulsion Systems
- Electronics and Electrical Systems
- E-Manufacturing

## Microtecnica

Microtecnica, part of UTC Aerospace Systems, has 80 years of continuous activity in precision mechanics and advanced technologies to become global provider of advanced aerospace solutions.

The company has full component and system design and integration capabilities, extensive testing facilities, state of the art manufacturing, quality oriented organization blended together to design, qualify, produce, deliver and support systems and equipment for the Commercial and Defense aerospace markets.

- Flight Controls (Primary and secondary) and Utility actuation for Fixed and Rotary wing applications.
- Hydraulic controls equipment and integrated hydraulic system solutions.
- Cabin and Cockpit conditioning, Avionic cooling and pneumatic high temperature valves for onboard applications.
- Pneumatic and Thermal Control competence made available to manned and unmanned space programs.



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## Cluster: Lombardy

**Lead cluster body: Distretto Aerospaziale Lombardo**

Website: [www.aerospacelombardia.it](http://www.aerospacelombardia.it)

**Profile:** Lombardy Aerospace Cluster is an integrated system of companies, technological expertise and advanced scientific capabilities in the aerospace industry. It aims at developing and enhancing the excellence of the aerospace industry in the region. Lombardy represents the 35% of the national Italian aerospace industry. This is due to an industrial system that includes production companies and suppliers of direct services and trade-related materials amounting to about 185 companies and a total of approximately 15.000 employees. The companies are able to integrate many skills from the production of fixed wings and rotary wings, to satellite avionics and flying equipment, always using the most qualified materials.

The main actors in the market are AgustaWestland, Alenia Aermacchi, Selex Galileo, Carlo Gavazzi Space, Secondo Mona, Aerea, Gemelli, Spaziosystem. These companies are the also founders of the cluster organisation.

The cluster promotes the growth of the aerospace companies in Lombardy and the creation of new firms by encouraging partnerships between SMEs; facilitates innovation as a fundamental characteristic of the aerospace district, encouraging support to research programs, and renews the supply chain to ensure competitiveness starting by the collaboration between international prime contractors and regional suppliers.

The main competences in the region are the production of:

- Trainer aircraft pilot training solutions – in order to meet the requirements of all training phases;
- Helicopters and vertical flight technologies complete range of civil, military and paramilitary purposes, designed for specific applications;
- Satellites and scientific payloads for space applications; avionics and system integration for flight navigation and communication;
- Systems and equipment mechanical, electromechanical, hydraulic;
- Structures and airframe for aircraft/helicopters (metal and composites) and interiors.
- Mechanical component and subsystems;
- Tools and systems for production, testing, support and maintenance.
- Special materials: transparent, plastic, sealing, ceramic materials, special paints and enamels.
- Services: research & development, design & engineering, simulation, training, industrialisation, maintenance, repair & overhaul, etc.

Main research institutes in the Region are Politecnico di Milano; INAF- Istituto Nazionale di Astro-Fisica – Osservatorio di Brera (National Institute for Astrophysics); CNR-IREA National Research Council; Università di Milano - Dipartimento di Fisica; Università di Pavia - Dipartimento di Elettronica; JRC- Joint Research Centre of the European Commission - Ispra; AWPARC – Advanced Rotorcraft Centre for applied research; as well as many private research centres.

### **AgustaWestland**

AgustaWestland, the Anglo-Italian helicopter company owned by Italy's Finmeccanica, is a total capability provider in the vertical lift market.

Through its rotorcraft systems design, development, production and integration capabilities, its experience in the training business and its customer focused Integrated Operational Support solutions, the Company delivers unrivalled mission capability to military and commercial operators around the world.



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This expertise, backed by technological excellence and innovation, makes the Company a leader in a number of the world's most important helicopter markets offering the widest range of advanced rotorcraft available for both commercial and military applications.

AgustaWestland operates globally in the vertical lift market through a number of joint ventures and collaborative programmes with major European and American helicopter primes where the company has leading or primary roles. There are also partnerships with a number of other leading aerospace and defence companies to deliver mutually beneficial programmes. This network of alliances strengthens the Company's product range, increases its global reach, and enhances business opportunities.

AgustaWestland is more than just a helicopter manufacturer: it is a total rotorcraft capability provider.

### **Secondo Mona**

Secondo Mona S.p.A. is an established Italian aerospace company, privately owned, employing around 230 people in its factory and offices in Somma Lombardo, close to Milan-Malpensa International Airport.

Founded in 1903 by Mr. Secondo Mona for the sale and repair of cycles and motorcycles, in 1913 it started supplying the aerospace industry with MRO activities for the first aero-engines and since 1923 it designs and produces its own equipment for aircraft, mainly in fuel.

Today, Secondo Mona is a qualified and experienced partner in the global aerospace and defence market for the supply of on-board equipment and systems. The products designed and developed by Secondo Mona have been selected by European companies for more than half a century and in the last decade also by both American and Asian Customers.

Makers of

- Fuel Systems & Equipment
- Electromechanical Actuators
- Hydraulic Actuators, Manifolds & Valves
- Landing Gear Equipment



## MAA UKTI trade mission to Italian aerospace industry

### Company details

Company name:

Company address:

Post code:

Tel:

Fax:

Delegate name:

Position:

Direct contact number:

Email:

Additional delegate name:

Position:

Direct contact number:

Email:

Invoice purchase order number:

If the invoice for this booking needs to be directed to a different address than the one above, provide details in this section.

Company Name:

Company Address:

Post Code:

### Charges

MAA members £780 +VAT

Non-members £930 +VAT

Additional delegate £250 +VAT

UK VAT is currently 20%.

### Terms and Conditions

#### Payment

An invoice will be sent to you on receipt of the booking form.

All invoices must be paid in full by the due date. Failure to do so will be regarded as a breach of contract. The MAA reserves the right to withdraw the company from the event if payments are not received. (Exercising of this right by the MAA will not relieve the company of the obligation to pay outstanding amounts).

We will be doing our very best to organise the best meetings for all parties and we have done so very successfully in the past; but you will need to allow us the flexibility for you during the mission.

MAA does not accept liability for any loss or damage caused in error, inaccuracy or omission in a published advertisement, promotional or marketing activity connected to the event.

By signing the booking form you are understood to have agreed to and read the Terms and Conditions.

#### Cancellation fees:

If your place can be re-sold you may be eligible for a partial refund.

### Comments and special instructions:

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### Authorisation

X Signature\_\_\_\_\_

X Print Name\_\_\_\_\_

X Position\_\_\_\_\_

X Date \_\_\_\_\_

BOOKINGS WILL ONLY ACCEPTED IF THIS FORM IS SIGNED AND DATED

Please return to:

Emma Burgess, Marketing Manager  
Midlands Aerospace Alliance  
Business Innovation Centre  
Binley Business Park Coventry, CV3 2TX  
Tel 02476 430250 Fax 02476 430251  
E-mail [emma.burgess@midlandsaerospace.org.uk](mailto:emma.burgess@midlandsaerospace.org.uk)