



Washington State
Department of
Commerce

KALLMAN CONNECTS

DIGITAL TRADE MISSION

**Washington Digital Trade Mission-
European UAV/UAS Opportunities
October 15, 2020
6:30 am PDT/ 9:30 am EDT**

European UAV/UAS Opportunities Trade Mission Agenda

October 15, 2020

All times noted are Pacific Daylight Time (PDT)

THURSDAY, OCTOBER 15, 2020

6:15 – 6:30 am Log-in / Troubleshooting

6:30 – 6:35 **Call to Order / Delegate Instructions**
Jamaela Malhotra, Project Coordinator, Kallman Worldwide

6:35 – 6:38 **Event Inauguration and Welcome**
Amandine Crabtree, Aerospace International Trade Specialist, Small Business Export Assistance,
Office of Economic Development & Competitiveness, Washington State Department of Commerce

6:38 – 6:40 **Kallman Worldwide, Inc. Welcome Remarks**
Tom Kallman, President and CEO, Kallman Worldwide

6:40 – 6:55 **The EU Drone Market—Status Quo and Ways Forward**
Kay Wackwitz, CEO, Drone Industry Insights (Droneii)

6:55 – 7:10 **Change and Opportunity in European UAS Regulation**
Simon Phippard, Of Counsel, Bird & Bird, LLP

7:10 – 7:25 **Airbus UAS and Autonomous Capabilities**
David Gallimore, UAS Head of Solution Architects, Airbus Defence & Space

7:25 -7:30 **Closing Remarks**
Amandine Crabtree, Aerospace International Trade Specialist, Small Business Export Assistance,
Office of Economic Development & Competitiveness, Washington State Department of Commerce

THURSDAY, OCTOBER 15, 2020

8:00 – 11:00 am One-on-one closed-door meetings pre-arranged by appointment

Washington State of Department of Commerce



Amandine Crabtree
Aerospace International
Trade Specialist, Small
Business Export
Assistance, Office of
Economic Development &
Competitiveness

Amandine has more than 15 years of experience in business development and marketing within the aerospace and defense industries, identifying and growing partnership opportunities to create strong business brands across an extensive industry network. In her various roles, she has not only nurtured strong relationships with the local and national clusters, but also global concerns in Europe (France, Germany, Belgium and the UK) and Asia (Japan and South Korea), gaining a deep understanding of the complex ecosystems supplying major OEMs. In her new role, Amandine currently assist small Washington State aerospace companies with their international business development goals, strengthening communities throughout the state. Amandine is a dual French/American citizen; she fell in love with Washington back in 2000 and made it her home since 2007, living in Seattle with her husband and three daughters.

To strengthen communities and create living wage jobs statewide, the Washington State Department of Commerce offers businesses, entrepreneurs, and investors, especially those in rural and underserved communities, an impressive array of [consulting and support services](#), most of which are free.

The goal of Commerce's Office of Economic Development & Competitiveness (OEDC) is to make it easy to do business in Washington, whether you're an international firm interested in investing or relocating, a small business wishing to get into exporting or in need of expansion, or an entrepreneur who is ready to roll out the next big thing. To assist you, we offer a seasoned team of business professionals and adaptive programs and services that help you increase sales, enter new markets, find new partners, and hire and train more workers.

Kallman Worldwide, Inc.



Tom Kallman
President & CEO

Thomas J. Kallman is the President and CEO of Kallman Worldwide, Inc. an international marketing and exhibition management firm headquartered in Waldwick, New Jersey, with affiliate offices in Washington, DC; Charleston, SC; Dallas and Houston, TX; Santiago, Chile; London, UK and Tokyo, Japan. In 1989 Tom joined the predecessor company, Kallman Associates, founded by his father Jerry Kallman Sr. in 1963, and created the Aerospace Division. Under his direction, the company succeeded in organizing the largest-ever U.S. Pavilions at the Paris Air Show in successive events beginning in 1997 through 2019. Similar marks were set at the Farnborough Air Show from 1998 through 2018, and at other aerospace industry events spanning the globe. Over the last three decades, Tom has applied the same successful formula for portfolio growth to other industry sectors, recruiting and assisting U.S. companies in healthcare, environmental, mining, oil and gas, renewable energy, water, maritime & security, agricultural equipment and food. Kallman Worldwide presently supports nearly 1,500 companies each year in destinations around the world, often partnering with the U.S. Department of Commerce and other federal and state government agencies. Kallman Worldwide's work with the aerospace industry grew out of Tom Kallman's love of flying nurtured during four years at the U.S. Air Force Academy. A graduate of the Class of 1981, he went on to tally over 1500 flying hours in the T-33 and nearly 1000 hours as an F-15 instructor pilot over his nine-year tour of duty.

Tom is married with four children and four grandchildren. He is active in the International Association of Exhibition and Events, the Society of Independent Show Organizers and The Global Association of the Exhibition Industry (UFI).

*For more than 55 years, [Kallman Worldwide](#) has made it our business to successfully connect U.S. exporters with international buyers through international trade shows, supplemented by briefings held either prior to the show via webinar, or during the show, via live in-person events mounted in our Forum facilities. The COVID pandemic has created significant challenges for industry SME's to connect with international decision-makers and influencers, and conversely, for these decision-makers to connect with potential new suppliers. Given the cancellation and postponement of so many international trade events, Kallman Worldwide, has focused more attention on creating ongoing opportunities for U.S. industry to engage with selected agencies and individuals in proven overseas markets under the banner "Kallman Connects". Kallman Connects **Digital Trade Forums** and **Digital Trade Missions** give US companies the opportunity to interact with key industry contacts in a public setting and then facilitate that interaction into private one-on-one conversations between buyers and sellers. These digital trade forums and missions aim to connect U.S. exporters with actual buying entities, and then ensure the conversations initiated during these events create and nourish relationships that lead to business success for both sides.*

Drone Industry Insights (DRONEII)



Kay Wackwitz
CEO

An Aeronautical Engineer with over 19 years' experience in the manned and unmanned aviation industry, Kay combines unique expertise with a global network of contacts. He built an international consulting portfolio during his time at Lufthansa Technik, Hawker Pacific Aerospace and Ameco, and soon after founding Drone Industry Insights gained recognition having been named as one of the most influential people in the commercial drone industry.

Drone Industry Insights is the leading source for business intelligence in the field of commercial drones. Democratizing drone market intelligence, current trends and future potential is at the core of our philosophy. In fact, we want to help businesses worldwide and across industry sectors to be the best they can be through our drone industry expertise. That extends from drone manufacturers, software developers, and service providers, to clients from many other industry sectors who realize the potential value that drone technology can add to their business.

Bird & Bird, LLP



Simon Phippard
Of Counsel

With more than 30 years' experience I bring an unusual range of commercial, litigious and compliance experience to a diverse array of aerospace issues.

I am Of Counsel in our Aviation & Aerospace practice in London.

I advise leading businesses in all parts of the aerospace sector, including airlines, manufacturers, MROs, airports, ATC operators and regulators. I help clients to navigate and comply with international, European and domestic technical and economic regulation affecting the aviation sector, including the use of innovative technology and artificial intelligence.

I have a particular interest in unmanned and remotely piloted aerial systems and advise on technical regulation, commercial, liability and insurance, and supply chain issues in this emerging sector. I gave evidence to the House of Lords EU Committee inquiry into the civil use of RPAS. Recent instructions have involved advice to a number of technology clients on the use of counter-UAS technology.

I am involved in the Royal Aeronautical Society's UAS Specialist Group and take a leading role in Bird & Bird's UAS practice, which has specialist lawyers in each jurisdiction in which the firm practises. I organise, and frequently chair, the firm's regular UAS Round Table.

I am a Fellow and former Council Member of the Royal Aeronautical Society and a Freeman of, and Honorary Solicitor to, the Honourable Company of Air Pilots.

I regularly speak at industry events and contribute to debate on a wide range of timely topics, including airline passenger protection, drones and aftermarket service solutions. I have chaired a number of panels on the impact of Brexit on the aviation industry.

Bird & Bird is an international firm, organised around our clients. We match our passion and practical expertise to your vision to achieve real commercial advantage. Established in 1846, Bird & Bird has more than 1,350 lawyers and legal practitioners, including 344 Partners, across a worldwide network of 30 offices, Bird & Bird specialises in delivering expertise across a full range of legal services. Our specialisms include advising on finance & financial regulation, real estate, commercial, corporate, EU and competition, intellectual property, dispute resolution and employment matters.

Airbus Defence & Space



David Gallimore
UAS Head of
Solution Architects

David Gallimore is currently Head Of Unmanned Air Systems Solution Architects at Airbus Defence and Space, focusing on delivering capability with UAS systems. David joined Airbus 14 years ago after a career in the Royal Air Force specialising in Satellite Communications. With over 30 years' experience of managing large engineering projects and as Head of Engineering for Zephyr, David understands the challenges involved in delivering cutting edge technology successfully.

Airbus is a global leader in the defence sector, the largest defence supplier in Europe. Airbus develops Military Aircraft including A400M, C295, CN235, A330 MRTT and Eurofighter. In addition Airbus delivers Space and UAS products and services and offers a broad range of services to fully support its customers.

Washington State Attendees

AccraFab
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Mark Norton
Manager – Business Development
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<p>We are an AS9100/ISO9001 sheet metal fabricator and program integrator serving Tier 1 and Tier 2 suppliers to the aerospace, space and UAV industries. We are vertically integrated with wet paint, powder coat, and chem film processing in house, full program management and engineering support. Our company has a world-class, lean manufacturing culture that focuses on metrics for quality and on-time performance. Over 40 years in business, primarily focused on the Northwest USA but with customers throughout the larger US area.</p> <p>Products & Services: Sheet Metal Fabrication & Assembly, Machining, Metal/Metal Fabrication & Assembly/Materials Analysis</p>


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Russ Nielsen
Director of Business Development
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<p>Aero-Plastics is a world class manufacturer of machined nonmetallic and injection molded components utilizing high performance polymers and engineered resins. Our team has deep experience in regulated markets, including Aerospace, Medical Device and High-Performance Commercial. Aero-Plastics is certified AS9100:2016 Rev D and ISO13485:2016. Aero-Plastics is recognized year over year as top performer by our customers. An example of this is earning the annual Performance Excellence Award from the Boeing for (13) consecutive years. This level of recognition that has only been achieved by (5) companies. Products & Services: Machining, Interiors/Aircraft Interiors, Aircraft/Manufacturing</p>
 <p>The logo for Aero-Plastics Inc. features the letters 'API' in a bold, blue, sans-serif font. A stylized orange swoosh or arc curves around the 'A' and 'P'. Below 'API', the words 'AERO-PLASTICS INC.' are written in a smaller, blue, sans-serif font. At the bottom of the logo, the tagline 'DRIVEN BY DEPENDABILITY' is written in a very small, blue, sans-serif font.</p>

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Geoff Veld
Business Development Manager
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<p>General Plastics has been meeting the stringent requirements of engineers and design teams in diverse industries for over 75 years. Commercial, military and composite manufacturing companies use LAST-A-FOAM® rigid and flexible foam sheet stock for its proven mechanical properties and extraordinary versatility. They also depend on us to provide high-quality, high-performance composite assemblies and finished custom parts through molding, CNC, and thermoforming. Products and services: Composite Materials/Manufacture, Seals/Sealing Systems, Tools/Tooling</p>
 <p>The logo features a red stylized 'GP' monogram inside a red triangle. Below this, the words 'GENERALPLASTICS' are written in a bold, red, sans-serif font, and 'MANUFACTURING COMPANY' is written in a smaller, black, sans-serif font below that.</p>

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	Todd Newton
	Vice President
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	<p>Jetoptera invented a family of propulsion systems that do not feature propellers, rotors, or turbofans. This FoS is called Fluidic Propulsive Systems. It enables aircraft to be STOL, VTOL, and CTOL. Our systems can fly at high speeds from 100 - 500 kias; are acoustically very quiet and at most altitudes, silent. We have very little IR signature via sensors, and are extremely safe to operate due to no moving parts. FPS enables very compact aircraft designs that could increase safety if landing in confined areas.</p> <p>Products & Services: Propulsion, Unmanned Aerial Vehicles (UAV), Engine Manufacturing</p>
	

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Tom Furey
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<p>Sagetech is an aerospace technology company, and we've been the world's leading provider of UAV transponders since 2010 with installations on most small to medium UAV programs.</p> <p>We're working on our next generation platform of military and civil transponders to enable us to create more comprehensive unmanned aircraft systems, such as detect and avoid solutions.</p> <p>Every day, we work with our extensive ecosystem of OEM customers, technology partners, and resellers to fulfill our mission of ensuring UAVs fly safer with Sagetech on board.</p> <p>Products and Services: Air Traffic Control/Products/Systems, Defense Systems Equipment, Mission Avionics</p>


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	<p>SEKISUI Aerospace is part of a global company, SEKISUI Chemical that spans across the globe with 200 companies and 23,000+ employees. For over 30 years we have been designing, testing, and manufacturing composite products for the aerospace industry. With facilities in WA state and Iowa, we support multiple commercial aerospace, UAM/UAV, military and medical customers, performance composite structures, interior products, and thermoplastic parts to the global aerospace and defense industry. We have designed, tested, and manufactured high performance composite products for aircraft for over 30 years.</p> <p>Products & Services: Materials & Components, Airframe Components, Interiors/Aircraft Interiors</p>
	 <p>The logo for SEKISUI AEROSPACE features the word "SEKISUI" in a bold, blue, sans-serif font. Below it, the word "AEROSPACE" is written in a smaller, black, sans-serif font, with a green checkmark-like symbol at the end of the word.</p>

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Electronic Manufacturing Services - PCBA, Box Build, Assembly and Test. Products & Services: Electronic Assembly, Electro-Mechanical Equipment, Electronic Assembly


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<p>Technical Tooling utilizes proprietary material technology for Vacuum Fixtures & low CTE Layup Molds.</p> <p>Vacu-Grip is an engineered porous material that forms to any 3D part contour, providing support & simultaneously allowing full/even vacuum across the entire contact area. Tool repair/modification is easy and inexpensive.</p> <p>Our 8000 series layup mold technology achieves CTE's nearly equivalent to carbon fiber, making it the optimal choice over Invar, with similar performance. It is ideal for short run programs/prototyping that require optimal precision, but with drastically lower cost & production time. Products & Services: Tools/Tooling, Materials & Components, Composite Materials/Manufacture</p>
 <p>TECHNICAL TOOLING MOLD FIXTURE MATERIAL</p>

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	<p>Urban Canyon specializes in the development and manufacture of miniature electronics targeting UAV between 5 to 500 pounds. Our team has more than 40 years combined experience designing and building transponders and ADS-B devices for the UAV industry.</p> <p>Products & Services: Aircraft/Systems & Equipment, Avionic Equipment/Systems/Integration, Aircraft Systems</p>
	 <p>Urban Canyon™ <i>Flight for all</i></p>

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