



Weekly Program (1.4.-5.4.2019)

Official German-Canadian Aerospace Supply Chain Trade Mission to Northern Germany, April 2019

On behalf of the German Federal Ministry for Economic Affairs and Energy (BMWi), Hamburg Aviation together with the Canadian German Chamber of Industry and Commerce (AHK Toronto), is organizing one of the most important gatherings of the German and Canadian aviation industry in 2019. The program is supported by the Canadian Embassy Germany, Aéro Montréal, CRIAQ, Supply Chain Excellence Initiative Germany, and more.

Canadian managers from i.a. Procurement, Supply Chain, Business Development or R&D will have the unique opportunity to take advantage of a customized weekly program learning about the German aerospace industry, receive personalized B2B schedules, walk through the world's largest Aircraft Interiors Exhibition during a special booth tour, take part in the industrial tour through Northern Germany and participate in exclusive dinner events.

What industry segments will be of interest?

Commercial Aerospace Industry:

- Cabin and Cabin Systems
- Aircraft and Aircraft Systems
- Structures
- Advanced Manufacturing
- Engineering
- MRO
- R&D

Sunday, March 31 2019, Arrival of the Delegation in Hamburg

Arrival of the Canadian Delegation in Hamburg

Welcome by Hamburg Aviation and briefing on the overall program

Monday, April 1 2019, German-Canadian Business Summit @ ZAL Tech Center and Airbus Site Visit

07:50–08:00	Meeting at the Hotel Lobby of the Delegation
08:00–08:45	Bus Shuttle to ZAL Tech Center
08:45–09:00	Registration at ZAL Tech Center
09:00–10:00	Guided ZAL Tech Center Tour

Coordinator:



10:00–10:15	Official Welcome Dr. Franz Josef Kirschfink (Managing Director, Hamburg Aviation) and Roland Gerhards (Managing Director, ZAL GmbH)
10:15–10:35	Introduction by the Canadian Delegation (presenters tbc, depending on the final number of delegates, there may be a 15-minute extension)
10:35–10:55	The German Aerospace Industry – An Overview Head of Air Transport, Equipment and Materials, BDLI
10:55–11:10	Possibilities of Export Financing Export Credit Guarantees by the Federal Republic of Germany, Euler Hermes Aktiengesellschaft
11:10–11:25	Coffee Networking Break
11:25–12:40	Pitch Presentations by Canadian and German Companies Please get in touch with the organizers if you wish to present your company
12:40–13:00	Aviation Strategy of the Federal Government and Internationalization of the Mittelstand Thomas Jarzombek, MdB (Federal Government Coordinator of German Aerospace Policy (tbc)
13:00–14:00	Networking Lunch
14:10–14:30	Airbus FAL-Site Visit Transfer and Registration @ Airbus Finkenwerder
14:30–16:30	Airbus FAL-Site Visit Presentation and Site Visit (A320 FAL and A350 Customer Definition Center)
16:30–17:10	Bus-Shuttle to the Hotel

Tuesday, April 2 2019, Aircraft Interiors Expo, Day 1 Program

08:30–09:00	Individual Arrival at the AIX Hamburg
09:10–09:25	Official Welcome by the Supply Chain Excellence Initiative Germany Hall B: Hanse Pavilion 6B90
09:25–10:00	Bags Drop-Off, Arrivals at individual booths of Canadian companies
10:00–13:00	German-Canadian Booth Tour @ AIX Booth Tour to different German suppliers (companies tbc)
13:00–14:00	Individual Lunch Break
14:00–17:00	Pre-scheduled B2B Meetings at AIX At German and Canadian booths, the initial contact and termination takes place from February to March with the support of Hamburg Aviation and the AHK Toronto
19:00–19:10	Meeting at the Hotel Lobby of the Delegation
19:10–19:30	Bus Shuttle to German-Canadian Dinner
19:30	Dinner Event (2 Options)



Option A: Crystal Cabin Award Gala Dinner @ Hamburg Chamber of Commerce

(Costs: 80€, 12 seats available)

Option B: AIX Dinner in cooperation with the German-French aerospace suppliers @ Museum of Hamburg History

(Costs: free of costs)

Wednesday, April 3 2019, Aircraft Interiors Expo, Day 2 Program

08:30-09:00	Individual Arrival at the AIX Hamburg
09:00-12:00	German-Canadian Matchmaking Event @ AIX Multiple Tables - Multiple F2F/B2B Meetings (pre-arranged) in a conference room at AIX Including companies from MRO, Structures, Engineering, Advanced Manufacturing, Systems
12:00-13:00	Individual Lunch Break
14:00-17:00	Individual Meetings/free AIX visit Hamburg Aviation will support with logistics for meetings outside AIX
17:30	Meeting at Bus Shuttle Point AIX Registration at AIX East Entrance
17:30-18:45	Bus Shuttle to the official AIX Senate Reception (invitation only)
18:45-21:15	Senate Reception Networking and Dinner at Airbus FAL
21:15-22:00	Bus Shuttle to the Hotel

Thursday, April 4 2019, Industrial Tour through the States of Lower Saxony and Schleswig Holstein (2 Options: A: Schleswig Holstein (Parts, Components and Machine suppliers); B: Lower Saxony (Structures))

07:50-08:00	Meeting at the Hotel Lobby of the Delegation
10:30-11:30	Schleswig Holstein Tour: tbc Lower Saxony Tour: Aljo (tbc)
12:15-14:15	Schleswig Holstein Tour: SLM Solutions Lower Saxony Tour: Deharde
14:30-16:30	Schleswig Holstein Tour: Scholz Mechanik Lower Saxony Tour: Premium Aerotec
20:00	Optional: Farewell Cocktail and Dinner

Friday, April 5 2019, Departure or individual agenda

During the day	Flights from HAM to Canada via Munich, Frankfurt, Amsterdam, Paris, London, Istanbul You will receive information for a weekend in Hamburg separately.
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Contact for questions on the content of the program:

Coordinator:

Hamburg Aviation e.V.

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Registration: via E-Mail

Note: There are no registration costs for the full program! The program is part of the official "Mittelstand Global - Foreign Market Entry Program" by the BMWi.

Project Partner in Canada

AHK Toronto (Toronto)

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The Mission is kindly supported by:



Project Partner:



Coordinator:





Information on the site visits:

SLM Solutions: SLM Solutions Group AG is a leading provider of metal-based additive manufacturing technology. The company focuses on the development, assembly and sale of machines and integrated system solutions in the field of selective laser melting. SLM Solutions currently employs over 380 members of staff in Germany, France, Italy, the USA, Singapore, Russia, India and China. The products are utilised worldwide by customers in particular from the aerospace, energy, healthcare and automotive industries.

Scholz Mechanik: SCHOLZ MECHANIK GmbH is a specialist in the production of Standard Parts, Build-to-print parts and assemblies. As a first tier we deliver the Aerospace Industry since more than 50 years. Products are Standard Parts, fasteners, build-to-print parts, AOG Service. Product areas are airplanes, structural areas, landing gear, pitch elevator, emergency generator etc.

Aljo (tbc): For more than three decades, Aljo has been a proven supplier for machined or sheet metal formed aluminum components, welded parts, assemblies and complex structures in line with the certified aerospace processes. As a build to print partner we offer manufacturing solutions for prototypes, single parts, as well as small and large series.

Deharde: From design to installation of finished modules: Deharde GmbH offers efficient synergies in aerospace, automotive and industry. Deharde's business activities range from design to installation of finished modules. For this the firm provides 32.000 sqm of production and storage space and machinery of the highest technical level. Thanks to permanent investments into infrastructure and know-how, Deharde has advanced successfully to Design & Build provider for aircraft structures within extremely short time.

Premium Aerotec: PAG numbers among the world's leading tier 1 suppliers of commercial and military aircraft structures and is a partner in the major European and international aerospace programmes. Its core business is the development and production of large and complex aircraft components from aluminium, titanium and carbon fibre composites (CFRP). The site in Varel is also an international leader in the field of 3D printing: the first aircraft manufacturer in the world to do so, Premium AEROTEC started 3D series production for complex components in titanium.

Airbus: With its roughly 12,500 employees, Hamburg is the largest German Airbus site and also the registered office of Airbus Operations GmbH. The site is home to four final assembly lines and the global programme management for the successful A320 family. Furthermore, fuselage sections for all commercial Airbus aircraft are assembled and equipped with flight-essential systems. Hamburg also delivers major work packages for the Airbus A380. For the A350 XWB, this process takes place in the unique Customer Definition Centre (CDC) which boasts latest technologies and showrooms to expedite and simplify cabin definition.

ZAL: Hamburg's Center of Applied Aeronautical Research – is the technological research and development network of the civil aviation industry in the Hamburg Metropolitan Region. It functions as an interface between academic & research institutions, the aviation sector, and the City of Hamburg. With a working area of almost 26,000 square meters (280,000 square feet), the ZAL TechCenter provides space for around 600 workplaces in offices, laboratories, and hangars. Three Centers of Competence (CoC) in ZAL, Aircraft Manufacturing & MRO, Cabin & Systems and Digitalization Technologies, reflect Hamburg's research and technology focus. Among the tenants are Airbus, Lufthansa Technik, Safran, Diehl, Premium Aerotec, Siemens, T-Systems, Parker, and many more.

Project Partner:



Coordinator:

