



The Aerospace Industries Association's Winter Supplier Management Council Meeting, is February 21-23rd, at the Renaissance St. Louis Airport Hotel in St. Louis, Missouri, and hosted by **Boeing Defense Space & Security (BDS)**.

The Supplier Management Council supports AIA's mission to help members grow their businesses and protect aerospace and defense interests. **Now is the time to consider joining AIA. Take advantage now of this special opportunity to attend this meeting and experience first-hand the value of being an AIA member. You can't afford not to be part of our organization.**

The registration fee for potential members is \$699. If you submit a membership application in advance of the meeting, the cost is \$499, and you can participate in the one-on-one business meetings with Boeing (see below).

Please read below how to register for this very important meeting. If you are not an AIA member and are interested in attending, please contact Karn Ford, Manager, membership Services at karn.ford@aia-aerospace.org or (703) 358-1098.

About AIA

Chaired by David Hess, President, Pratt & Whitney, United Technologies Corporation, AIA is the most authoritative and influential association representing the aerospace and defense industry. Our membership consists of nearly 350 of the leading aerospace and defense manufacturers and suppliers.

Unlike many other associations, CEOs of our member companies and their senior managers define and drive our agenda. We offer opportunities to get closer to your customers, potential customers, and competitors by participating in any number of our major meetings and more than 80 councils, committees, and working groups. [Learn more about AIA.](#)

Upcoming Meeting Hosted by Boeing Defense Space & Security (BDS)

Our next major meeting - - AIA's Supplier Management Council - - takes place on February 21-23rd in St. Louis, Missouri. The meeting will be hosted by Boeing Defense Space & Security (BDS). We've confirmed the following, and we are expecting much more:

- The Boeing Company and its senior leadership will be hosting the membership at its BDS facility, providing a tour of the F-15 and F-18 manufacturing lines, and organizing a

dinner with Boeing representatives. Boeing will also be scheduling one-on-one business meetings with AIA members and their Supplier Management Leaders from across BDS' military aircraft & weapons, fixed and rotor wing transport, space, information systems and satellite business areas. Representatives will include individuals from the company's Supplier Diversity and Small Business offices and Supplier Management professionals with special expertise in the following:

Avionics & mission systems;
Electrical/hydraulic and mechanical systems;
Major composite and metallic structures;
Fabricated and machined components;
Raw materials, fasteners and industry standards; and
Information systems and technologies.

- AIA's President & CEO, Marion Blakey will update the membership on AIA's most pressing priorities.
- A panel discussion with senior supply chain representatives from many of AIA's member companies on the current challenges facing the aerospace and defense industry and its supply chain.
- A legislative panel on the latest developments on Capitol Hill and AIA's campaign to preserve the industry.
- An aerospace & defense market overview and analysis provided by one of the leading industry experts.
- A panel discussion on counterfeit parts and the latest information that suppliers need to know.

Business Meetings with the Boeing Company (For AIA Members or companies with pending membership applications ONLY)

Boeing will also be scheduling one-on-one business meetings with AIA members and their Supplier Management Leaders from across BDS' military aircraft & weapons, fixed and rotor wing transport, space, information systems and satellite business areas. Representatives will include individuals from the company's Supplier Diversity and Small Business offices and Supplier Management professionals with special expertise in the following:

Avionics & mission systems;
Electrical/hydraulic and mechanical systems;
Major composite and metallic structures;
Fabricated and machined components;
Raw materials, fasteners and industry standards; and
Information systems and technologies.

The one-on-one business discussions with a Boeing representative will be held **on Tuesday, February 21st** and are by appointment only.

[Download meeting agenda](#)

[Learn more about AIA's Supplier Management Council.](#)

We hope to see you in St. Louis!



Members of AIA's Executive Committee at the AIA's Bi-annual Board of Governors and Membership Meeting (left to right) Pratt & Whitney President, David P. Hess; Frontier Electronic Systems Corporation Vice President & COO, Charles A. Gray; RTI International Metals, Inc. Vice Chair & CEO, Dawne S. Hickton; Honeywell Aerospace President & CEO, Tim O. Mahoney; CSIS President & CEO, John J. Hamre; Boeing Commercial Airplanes President & CEO, James F. Albaugh; Northrop Grumman CEO & President, Wes Bush; and Lockheed Martin Chairman & CEO, Robert J. Stevens.

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Associate Membership Application

Please complete the application below by saving this document to your computer and typing in your answers. Once completed, this form can be mailed, faxed, or e-mailed to: The Aerospace Industries Association (“AIA”)

Attn: David Mandell, Vice President, Membership & Business Development

1000 Wilson Blvd., Suite 1700, Arlington, VA 22209

david.mandell@aia-aerospace.org or fax (703) 358-1151

If you have any questions, please email or call David Mandell at (703) 358-1005.

Company name:

State of Incorporation:

Date:

Website:

Headquarters address:

United States address (if different from above):

President’s and/or Chief Executive Officer’s name:

Official Title:

Phone Number:

Email:

Address:

Executive Assistant to the President and/or CEO:

Phone Number:

Email:

Would you like the President and/or CEO to receive information from AIA: Yes

No

If you answered “No” to the question above, please provide the highest level company representative that should receive information about AIA:

Name:

Title:

Phone Number:

Email:

Name of company representative designated to coordinate activities with AIA:

Name:

Title:

Phone Number:

Email:

Billing contact:

Phone Number:

Email:

Membership Eligibility

Please answer one of the following questions that applies to your company: **You only need to answer one question**

1. Provide a brief description of the specific aerospace products (manned or unmanned aircraft, missiles, or astronomical vehicles) that your company manufactures or distributes in the United States:

2. Provide a brief description of the specific products that your company manufactures or distributes in the United States that are ***incorporated into*** aerospace products (manned or unmanned aircraft, missiles, or astronomical vehicles), such as propulsion units, control equipment, materials, and structural components:

3. Provide a brief description of the specific products that your company manufactures or distributes in the United States that are ***necessary for the operation of or functioning*** of aerospace products (manned or unmanned aircraft, missiles, or astronomical vehicles), such as avionic equipment, electronic equipment, ground equipment, subsystems, components, software, and associated equipment:

4. Provide a brief description of the services that your company provides in the United States that are that ***unique to the production or operation of*** aerospace products (manned or unmanned aircraft, missiles, or astronomical vehicles), such as systems integration, engineering integration, and/or software:

5. Provide a brief description of the products or services that your company provides in the United States that are ***designed or intended to protect, or reduce the vulnerability of, aerospace products (manned or unmanned aircraft, missiles, or astronomical vehicles) from cyber attacks***, such as hardware based computer security, software based computer security, encryption, and network access control, including biometric control (note: products and services must have a unique aerospace application or are specifically tailored for use with aerospace systems):

6. Provide a brief description of the ***homeland security or infrastructure security products or services*** that your company provides in the United States ***for or for use with*** aerospace products (manned or unmanned aircraft, missiles, or astronomical vehicles), such as screening for passengers, baggage or cargo, border security, transportation security, and air traffic control (note: products and services must have a unique aerospace application or are specifically tailored for use with aerospace systems):

7. Provide educational services or U.S. state or government sponsored activities that ***contribute to or promote the advancement of U.S. aerospace manufacturing***, such as U.S. state aerospace organizations or associations or U.S. federal or state sponsored organizations:

Is any portion of the applicant or applicant's parent company owned or substantially controlled (whether directly or indirectly), other than by law or regulation, by a foreign government? Yes No

If yes, please state the name of the government and percentage of ownership:

If yes, provide a narrative description of the nature and extent of the foreign government's ownership and control of applicant and/or applicant's parent company:

Is the applicant engaged exclusively in aerospace business? Yes No

How long has the applicant been engaged in aerospace business:

Provide a brief company description for AIA's website:

Please provide two customer references from member companies who can verify supplier services provided:

Customer reference 1: Company: Email:

Customer reference 2: Company: Email:

<u>Gross aerospace supplier sales for prior calendar year</u>	<u>Annual Dues</u>
Under \$50 million	<input type="checkbox"/> \$3,000.00
Over \$50 million	<input type="checkbox"/> \$5,000.00

(All sales information will be held in strict confidence by AIA.)

Name: Title:
Address:
Date: Phone: Fax: E-Mail:

Who recommended your company join AIA?

Name: Title: Company:

Thank you for submitting your application for Associate Membership in AIA. All applications are reviewed and approved for membership by AIA's Executive Committee.

** Dues payments to the Aerospace Industries Association are not deductible as charitable contributions for federal income tax purposes. They are, however, deductible as an ordinary and necessary business expense, subject to the following limitation. As a result of the 1993 Revenue Reconciliation Act P.L. 103-66, expenses paid or incurred by a trade association for lobbying activities are not deductible for federal income tax purposes after December 1, 1993. AIA estimates that 15% of your 2010 dues are non-deductible as a result of AIA lobbying activities.