



Allan McArtor
Chairman

November 12, 2013

Danielle Giannantonio
State Representative Rick Perales
73rd Ohio House District
77 S. High St, 13th Floor
Columbus, OH 43215
Email: Danielle.Giannantonio@ohiohouse.gov

Dear Representative Perales,

Thank you for affording me the opportunity to write in support of HB 292, a bill that would create a Joint House and Senate Aerospace and Technology Study Committee.

Ohio aerospace and Airbus have enjoyed a long and prosperous industrial partnership. Our first aircraft, the Airbus A300, was powered by GE engines. Forty-plus years later, Airbus is fully integrated into and dependent on the Ohio aerospace industry. In 2012, Airbus imported from Ohio \$5.3 billion in aircraft parts, components, systems and engines. Even so, we continue to explore additional Ohio partnerships. Over the last five years, we held three prospective supplier conferences, drawing 900 businessmen and women from across the State. And, we have invested in promising research nurtured by the National Composite Center, in Dayton. Clearly, we have a vested interest in a vibrant aerospace industry in Ohio.

Aerospace is a growth industry. Airbus, Boeing and the FAA expect air traffic to double in the next 15 years, resulting in a demand for roughly 30,000 new large aircraft between now and 2032. Airbus alone has an eight-year order backlog at full production. The future appears bright for Ohio aerospace, but please keep in mind, this industry is extremely competitive – within the U.S. and globally. It is important that the state government, at the executive and legislative levels, fully understand the state of the industry, the government policies that may help or hinder growth and explore the potential of promising industry initiatives that may require assistance to mature.

Perhaps, our recent (and so far disappointing) experience with a proposal to create a Material Manufacturing Technology HUB (MMaTH), designed to strengthen the materials processing supply chain in Ohio, would serve to illustrate the need for a better understanding of the condition of the aerospace industry by the state government.

The MMaTH concept arose from an investigation of the Ohio and U.S. materials processing supply chain to support Airbus procurement needs. There is a clear deficiency in qualified supplier companies in materials processing because of

limited technology, an absence of skilled manufacturing workers, and inadequate resources. Ohio suppliers could become more competitive if they possessed additional resources in the areas of certification, technology, workforce development, and aerospace industry knowledge.

To help solve some of these problems, a partnership between Airbus and the National Composites Center via a Memorandum of Understanding was signed on October 24, 2012. The NCC and Airbus MMaTH would offer resources for suppliers in four strategic areas: Engineering Technology, Training (Workforce Development), Business Analytics, and Supply Chain Development. MMaTH would provide companies with knowledge, certification, and technology and by training desperately needed workers skilled in aerospace manufacturing. (More detailed information on MMaTH is available for your examination.)

NCC has attracted much interest from industry and local government, which have promised technical, equipment and financial support. The State government has yet to respond to a request for assistance. It seems pretty clear that without some initial assistance from the State, the program has little chance of advancing. Perhaps this program could be one of the first items of business, should your resolution be adopted.

I congratulate you for having the vision to focus greater attention to aerospace and hope you are successful.

Sincerely,

A handwritten signature in black ink, appearing to read "T. Allan McArtor". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

T. Allan McArtor
Chairman
Airbus Americas, Inc.