

## **Florida's Great North West Company Inbound Mission to the UK**

### **Introduction**

The following Florida companies, all based in the North West region of the state, will be visiting the UK, 19-23 July and exhibiting at Farnborough Air Show.

They are interested in meeting UK companies for a variety of business development initiatives including partnerships, consortia building, sales and sharing of market information.

If you would be interested in meeting any of them please contact Tracey Smith ([ts@britishexpertise.org](mailto:ts@britishexpertise.org) / 020 7824 1935) or Tim Church ([timchurch@edalliance.co.uk](mailto:timchurch@edalliance.co.uk) / 020 7636 3708) at your earliest convenience.

Meeting facilities can be arranged at the Farnborough Air Show or in special circumstances British Expertise offices in London.

### **Florida's North Western Asset**

Northwest Florida's business climate has received national recognition for its "business friendly" attitude. It is clear to see why in a state that touts no state personal income tax, no state corporate tax on limited partnerships or S-corporations, and a pro-business environment. Businesses in Northwest Florida cross many industry segments and range from small technology start-ups to large multinational conglomerates. Florida's Great Northwest strives to create a sustainable and diversified economy by focusing on target industry sectors that offer future growth opportunities while providing jobs with a wage structure above the national average.

In 2007, Florida's Great Northwest contracted with SRI International to conduct an analysis of the region's existing business assets and to compare these assets, the regions and state's business climate, and the region's competitive strengths to the target industries' national and global trends. At the end of the process, our conclusion, which has been verified through interviews with the region's existing businesses, identified four target industries that match the region's strengths, goals, and assets, as well as provide for a diversified and sustainable regional economy. The target clusters were chosen based upon the opportunity for growth, wage structure, role in regional development and the cluster's synergy and linkage to other industries in Northwest Florida. Those four target industries are: Aviation, Aerospace, Defence, and National Security; Health Science and Human Performance Enhancement; Renewable Energy and Environment; and Transportation and Logistics Services.

The most significant conclusion of the analysis was the identification of two strategic support clusters – Information Technology Services and Research and Engineering – areas which transcend all four of Northwest Florida's target industries, fit well with the Florida business, regulatory, and tax climate and have a large existing presence in the region. In fact, IT and Engineering areas represent a real strength in Northwest Florida.

## **Companies Visiting the UK**

### **Capital Avionics** - <http://www.capitalavionics.com/>

Avionics sales, avionics repairs, test equipment design and manufacture, aircraft avionics repairs  
Aircraft Services (Installations, Certifications and Repairs)  
Avionics Services (Depot level repairs)  
Test Equipment design and manufacture  
Training – System and LRU level  
End users include Corporates, Commercial, Military organisations.

The company is vertically integrated and has an ability to design specialized test equipment, deep knowledge and experience in repairing avionics, a broad spectrum of aircraft services and training capability. They train technicians all over the world in association with the Aircraft Electronics Association.

### **DeTect** - <http://www.detect-inc.com/>

DeTect, Inc. specialises in remote sensing technologies and systems for aviation safety, security surveillance, environmental management, weather detection and wind measurement supporting projects worldwide. DeTect is the world leader in development, deployment and support of bird radar systems for aircraft birdstrike avoidance, avian risk assessment and migratory research with over 50 systems worldwide to date.

DeTect professionals have proven track records in delivering cost-effective, operationally-oriented solutions for high profile, diverse, complex projects offering the highest level of service and support. DeTect customers include the United States Air Force, Air National Guard, Army, National Aeronautics and Space Administration (NASA), Federal Aviation Administration (FAA), National Oceanographic and Atmospheric Administration (NOAA), Geological Survey (USGS), the Government of the United Kingdom, the Government of Canada, major airports, and energy companies and industries worldwide.

The company has delivered and supported systems in throughout the United States, Canada, the United Kingdom, Europe, Africa, Asia and New Zealand.

This company has developed DeTect's MERLIN™ Bird Radar delivers real-time bird strike risk alerting and is the only system in tactical use in control towers with over 60 systems worldwide which it will be demonstrating at the air show.

### **Florida Center for Advanced Aero-Propulsion (FCAAP)** - <http://www.fcaap.com/index.cfm>

FCAAP boasts an interdisciplinary research team with extensive expertise in a multitude of areas including aeronautics, aerospace, propulsion and space sciences. FCAAP is headquartered at the Florida State University, joined by the University of Florida, Embry Riddle Aeronautical University and the University of Central Florida. It is this unique four-university partnership that allows the Center provides such diverse research capabilities.

The Center's objectives are to train a highly skilled aerospace workforce, and to design and develop new technologies and products based on industry requirements.

The Centre's typical customers and end users are Engineering/Aeronautics/Aerospace industry and academic institutions. They have contracts with private companies to conduct research on their behalf and also have corporate sponsors of the program who serve FCAAP financially and in an advisory capacity.

In addition to its innovative facilities and resources, FCAAP boasts an interdisciplinary research team with extensive expertise in a multitude of areas including aeronautics, aerospace, propulsion and space sciences.

### **Florida's Great Northwest - <http://www.floridasgreatnorthwest.com/>**

Economic Development organisation of the area.

Please see introductory paragraph for detail on the region and the target sectors. This organisation sets out to assist and facilitate foreign direct investment into the North West Florida region and will help explain the benefits, advantages and assistance available to those wishing to set up a business operation in the state.

### **High-Performance Materials Institute (HPMI) - <http://www.hpmi.net/>**

HPMI is a world- renowned Research & Development Institution focussed on advancing innovative high-performance material technologies including Composite, Nanomaterial and Nanocomposite. Set up in 1995 and housed in a 40,000 sq ft building with state-of-the art composite and nanomaterial equipment providing cost-effective solutions for industry through feasibility analysis, proof-of-concept demonstrations and prototype testing.

The institute has won several awards including the R&D 100 Award, the Micro/Nano 25 Award, Nano 50 Award and the Society for Manufacturing Engineers Award for "Innovations that Could Change the Way You Manufacture" for technologies such as Buckypaper (nanofilm) and RIDFT-Resin infusion between double flexible tooling (rapid composite manufacturing process).

The quest for the next-generation of advanced materials is what drives HPMI. In particular, HPMI's vision focuses on R&D to improve advanced materials such as composites and nanomaterials to provide tremendous commercial

value. HPMI researchers are world renowned for producing excellent results in vital technology areas. Currently, HPMI is in a unique position in three technological areas:

1. Resin Infusion between Double Flexible Tooling (RIDFT), which is capable of rapidly and inexpensively producing composite parts in mass or for individual specifications for various applications. RIDFT received the prestigious R&D 100 Award in 2004;
2. Resin transferring molding and vacuum-assisted resin transferring molding (RTM/VARTM), which produces high quality composites parts, and
3. Nanotube optimized for lightweight exceptional strength (NOLES), which is a developing technology for scaling up production of films or sheets of nanomaterials called buckypapers, which

are capable of effectively producing amazingly strong multifunctional composites. HPMI has produced the world's largest buckypaper that were used in a prototype of a wing structure.

Customers include companies such as Lockheed Martin, Raytheon, Boeing, Sikorsky, Spirit Aerosystems and Agencies such as Department of Defense (U.S. Air Force, Army Navy), Department of Homeland Security, and Department of Energy etc.

**St Joe Company** - <http://ir.joe.com/overview.cfm>

The St Joe Co will be at Farnborough as part of an exciting strategy to drive industrial aviation business to the region. The area is home to the brand new International airport at Panama City and is surrounded by 7 military bases.

The area is strategically located with a green field site opposite but adjacent to the airport offering specialist training systems opportunities. The area is key for F35 training operations conducted at Eglin and has a unique relationship with Lockheed Martin who are willing to join in serious discussions.

Whilst sited in the midst of the military bases the airport has 15 miles of unencroachable cleared airspace offering a special opportunity for maintenance and training with in the area. It is especially interesting to companies who might be looking for a footprint in the area from which to building a training sector.