



Are You a Supplier to the Aviation and Aerospace Industries?

Would You Like to Be?

The aerospace and aviation industry continues to grow both globally and within the US and is driving regional and national economic prosperity. Businesses that have not traditionally been part of the aviation and aerospace industry have an exciting opportunity to connect and compete in this area.

Consider these statistics:

- › In 2012, the aviation and aerospace industries produced \$218B* in goods and services, with export sales at \$96B
- › North Carolina's portion of that market was \$1.3B**

That's \$600 million per day nationally and over \$3 million per day in North Carolina alone.

Because of the possibilities of catastrophic results of product failure, the aviation and aerospace industry mandates that suppliers meet high quality standards. All major aerospace manufacturers and suppliers worldwide require certification to the AS9100 standard as a condition to do business with the industry. Most major aircraft engine manufacturers require this certification as well. Achieving certification provides credibility as a potential supplier.

Becoming AS9100 certified ensures your eligibility to compete for a piece of that pie. Especially so with small firms, AS9100 demonstrates to potential aviation and aerospace customers a true commitment to the industries. Many prime contractors require certification before even considering a bid. Without certification, companies may be automatically locked out of competition in most of the aviation and aerospace supply chain.

Growing into aviation and aerospace applications through the use of carbon composites.

"We're too young as a company to have any sort of reputation or street credibility, so you've got to bring something else to the table. You can't just say, 'me too!' You have to have a defining characteristic."

– Matthew McPherson, President
Composite Fabrics of America

Certification is required for manufacturing in aviation and aerospace industries.

“Of course, it does add some layers of complexity to everyday tasks, but it was well received because we did not already have an ingrained company culture, and we understood the success of our venture depends on certain policies and procedures.”

–Hank Byrd, CEO, Schneider Mills and Composite Fabrics of America

NC State Industry Expansion Solutions (IES) offers a proven preparation program which includes internal quality and pre-assessment audits, internal auditor training and implementation methods for your company to incorporate the standard into its business practices.

AS9100 Certification Often Increases Your:

- › Qualification to be considered as an aerospace/aviation supplier
- › Access to new markets
- › Customers’ satisfaction
- › Improved productivity and cost savings
- › Consistent product quality
- › Reduces organizational waste, inefficiencies and defects

Watch your business take flight. Contact your IES regional manager for details.

**Source: Aerospace Industries Association*

***Source: U.S. Department of Commerce*

NC STATE

Industry Expansion Solutions

Industry Expansion Solutions (IES) is the engineering-based, solutions-driven, client-focused unit of NC State University. Our broad portfolio and deep industry expertise help organizations grow, innovate and prosper. Our extensive partnerships with business, industry, education and government generate a unique culture of collaboration that provides access to cutting-edge expertise, research, and technology.

Grow Your Business With Confidence. Contact Us Today.

Visit our website: www.ies.ncsu.edu to find the IES Regional Manager nearest you. Contact us by phone: 1.800.227.0264 or email: iesservices@ncsu.edu

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