



WASHINGTON STATE

HANNOVER MESSE 2014 COMPANY DIRECTORY

CHOOSE  **Washington**
STATE

Department of Commerce Team

Washington State maintains a network of foreign offices to provide no-cost international business development assistance and attract foreign investment. Our team of business experts stands at the ready to help you do business in and with Washington State. There's no doubt about it, Washington State is leading the way in clean technology. Whether you want to locate a new facility or partner with a leading edge Washington company, we are ready to help you expand.



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Washington State: a clean tech powerhouse

With nearly 75% of the state's power coming from nature, it's not hard to see why Washington State is one of the leaders in discovering, harnessing and utilizing innovative new energy sources. The state is fortunate to have an integrated network of hydroelectric dams that provide our businesses with low-cost, sustainable and stable energy, as low as 4.25¢ per kilowatt-hour. Washington State clean technology businesses are at the very forefront of creating new energy sources, including biofuels, tidal, wind and solar, employing nearly 90,000 workers, backed by a billion dollars in venture capital. These companies are supported by world-class research institutions that attract top-tier talent, including the prestigious Pacific Northwest National Laboratory, the University of Washington and Washington State University.

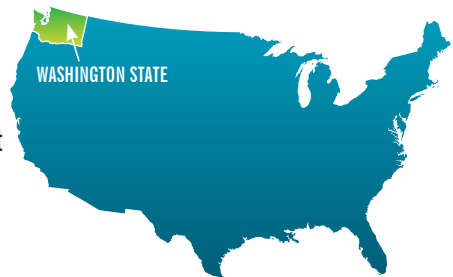
To attract investment and innovation, the state offers a range of incentives, including tax reductions for manufacturers of solar energy systems, components or semiconductor materials; sales and tax exemptions for semiconductor gases and chemical purchases; sales and tax credits for equipment that generates electricity using renewable energy; and a tax credit and sales tax exemption for forest-derived biomass harvesters.

Contact our clean technology team today!

If your company is producing next-generation clean energy products and materials or exploring concepts that are still on the drawing boards, come to Washington State. Our culture of innovation offers you dynamic partnerships with other high performing companies in cutting edge fields, a workforce of highly skilled workers, a pro-business environment that embraces companies that want to change the world with new energy sources, and a stunning natural environment that will inspire you to create new solutions that are clean, sustainable and renewable.

To learn more about Washington State's clean tech sector or to discuss investment or expansion opportunities contact:

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Energy
management

Energy market
solutions

e-terra™

Utilities control
centers

Alstom

Alstom is a global leader in the world of power generation, power transmission and rail infrastructure and sets the benchmark for innovative and environmentally friendly technologies. Alstom builds the fastest train and the highest capacity automated metro in the world, provides turnkey integrated power plant solutions and associated services for a wide variety of energy sources, including hydro, nuclear, gas, coal and wind, and it offers a wide range of solutions for power transmission, with a focus on smart grids. Alstom employs 93,000 people in around 100 countries. It had sales of over €20 billion and booked close to €24 billion in orders in 2012/13.

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The Alstom logo features the word "ALSTOM" in a bold, blue, sans-serif font. The letter "O" is replaced by a red circular graphic consisting of a solid outer ring and a smaller, slightly offset inner ring, creating a stylized eye or target symbol.

Breedt Production Tooling and Design

Development
of new products

Tooling

Manufacturing

After-market
auto parts

Marine bumper
system

Located in the northwestern region of the USA, BPTD is an engineering firm that was created to give customers the designs that they require at an affordable price.

We provide excellent service with short lead times. We are powered by the 3D CAD program, SolidWorks. Our engineers are able to transform your ideas from conceptual design through to the final product. With multiple areas of expertise and a varied clientele that includes Boeing, Kenworth, Terex and Vulcan, BPTD offers a host of services to meet your specific needs. Simple layout and design to fixturing, fabricating and installing the most state of the art systems... BPTD does it all.

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Breedt Production Tooling & Design, LLC.

Work Cells • Tools • Fixtures • Machine Design

Materials science
network

Resource for
students, educators
and industry

Developing
instructional
materials
clearinghouse

National Resource Center for Materials Technology Education

The National Resource Center for Materials Technology Education (MatEd) is funded by the National Science Foundation (NSF) Advanced Technological Education (ATE) initiative. MatEd is developing an online collection (www.materialseducation.org) of teaching materials which can easily be integrated into a variety of courses, classroom settings and industry. The MatEd collection is expanding rapidly, providing material science labs, hands-on demonstrations, modules and papers.

MatEd is housed at Edmonds Community College in Lynnwood, Washington in an 11,000 sq foot advanced technology lab which offers the only two-year, materials science focused degree in Washington State. MatEd is also creating a national network by partnering with industry, high schools and higher education institutions, including other NSF ATE funded centers and projects.

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Oscilla Power

Innovative
ocean energy

Systems with
no moving parts

Scalable

At Oscilla Power, we are responding to one of the most important challenges today — sustainable, cost-competitive energy. We are doing this through wave energy. Most wave energy solutions are expensive and unreliable. Oscilla Power's patented wave energy harvester delivers a reliable, predictable, utility-scale solution that is close to demand and cost competitive. And Oscilla does this with a no-moving-parts generator. Oscilla Power's iMEC™ technology platform enables low cost alloys to behave like best-in-class magnetostrictive materials. We are transforming a previously cost-prohibitive energy conversion technology into cost effective, highly scalable energy generation systems.

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Meet corporate sustainability goals

Reduce electricity costs average of \$100k/year

Automate demand response

Powerit Solutions

Powerit sets the demand management standard. Our Spara DM™ technology links industrial facilities with the smart grid so customers can effortlessly control energy use for savings and sustainability. Spara DM uses sophisticated load prediction and control algorithms, built-in load-shedding intelligence, and data drawn from industrial equipment, electricity meters, and utility transmissions to optimize facility energy use. Customers define rules for controlling energy loads, then use the system to manage energy use for cost savings, efficiency and maximum feasible participation in demand response and other smart grid programs. The system's web-based interface allows ongoing monitoring and reporting to track usage against goals.

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Washington Clean Technology Alliance

Online directory
of clean tech
companies

Twice monthly
e-newsletter

Referrals to industry
companies

The Washington Clean Technology Alliance is the largest state clean tech trade association in the U.S.A., representing over 240 businesses and organizations. Founded in 2007 by business leaders, the WCTA facilitates the generation and growth of clean wtech companies, jobs, and services in order to advance Washington State as a leader in clean technology.

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Washington **Clean Technology** Alliance



Department of Commerce

Innovation is in our nature.

The agency was formed to grow and improve jobs in Washington State. We can help your business in several ways including:

- **Education and Workforce Training**
Improve your workers' performance through one of the state's training programs
- **Efficient and Effective Regulation**
Reduce time and costs of meeting regulatory requirements by connecting with the Governor's office of Regulatory Assistance.
- **Infrastructure Investment**
This program enables local governments to support businesses by financing infrastructure that supports economic development and business opportunities.
- **Export Financing Assistance**
- **Overseas Trade Delegations**

The agency manages more than 100 programs that are designed to promote and enhance sustainable communities and economic vitality. Key customers include businesses, local governments and community-based organizations. The Department of Commerce works closely with local, state, regional and federal partners and stakeholders to bring economic prosperity to the State of Washington and its citizens.

For more information on the Washington State Department of Commerce, visit www.commerce.wa.gov

For more information on doing business in Washington, please visit www.choosewashington.com



CHOOSE Washington
STATE

WHY WASHINGTON?

Highly Skilled Workforce

Culture of Innovation

Low Cost Energy

Pro-Business

Centralized Export Hub

End-to-End Supply Chain

Quality of Life

Poised on the Pacific Rim and steeped in a rich tradition of international trade, Washington State was built to do business. Our ports serve as a gateway for your products and services, connecting you quickly to markets throughout North America. Our pro-business environment welcomes investment, thrives on partnership and encourages innovation at all levels. We are a culture of entrepreneurs and pioneers, bringing new ideas to market that change the world. We lead the way to the future while embracing and celebrating our past. Come join us in Washington State, the birthplace of business legends.



Department of Commerce
Innovation is in our nature.

www.choosewashington.com