March 2013

Airbus in the U.S.

In the mid-1990s, Airbus delivered about one aircraft per month to a North American customer. By the early 2000s, the manufacturer delivered nearly three Airbus aircraft per week to customers in the U.S. and Canada. That phenomenal growth has helped Airbus become the leading aircraft manufacturer in the world, and has generated a growing presence in the region of not just Airbus planes, but Airbus people as well.

- Airbus has spent $140 billion in the United States since 1990
- Airbus spent $13.1 billion with suppliers in 2012, which equates to Airbus support of 226,000 American jobs
- Airbus utilises hundreds of American suppliers in more than 40 U.S. states
- 42% of Airbus' global aircraft-related procurement is spent with U.S.-based suppliers

The United States is the largest single supplier country to Airbus, making Airbus the largest export customer for the U.S. aerospace industry.

Engineering design is the fastest growing field within Airbus Americas. Airbus Americas Engineering in Wichita, Kansas grew to 380 people and in 2010 it expanded into a second facility in the city. Airbus-Wichita celebrated its tenth anniversary throughout 2012. In The workforce at Airbus Americas Engineering in Mobile, Alabama grew more than 40 percent to its current 220, with more growth plans on the horizon. Airbus-Mobile is celebrating its sixt anniversary in 2013.

There have also been some notable deliveries in the U.S. market in recent years. Airbus delivered its 1,000th aircraft to a North American customer in 2004. Airbus booked its 5,000th A320 Family order in January 2007 – achieved via an order of Florida-based Spirit Airlines. Airbus took its 10,000th aircraft order in December of 2010, from California-based Virgin America airlines. The major customers for the newest Airbus aircraft types, the A320neo and A350 XWB, include U.S.-based customers American Airlines, Hawaiian, JetBlue Airways, Republic, Spirit, United, US Airways and Virgin America. These landmarks commemorate more than three decades of progress by an Airbus team of some 900 sales, marketing, service and engineering personnel based in the U.S. That hard work continues to pay off – As of end March, 256 customers have ordered a total of 9,405 A320 Family aircraft worldwide. Of those 256 customers, 19 customers are based in the U.S. There are 811 A320 Family aircraft currently operating in the U.S. airline fleets

In addition to having resident Airbus representatives at the hubs of every North American airline, there are currently six main centers of Airbus activity in the U.S.:

Airbus Americas headquarters is just outside Washington, D.C., in Herndon, Virginia. The facility employs some 140 people in sales, marketing customer support, finance, HR, communications IT for Airbus customers in North America, and a further 200 employees in Metron Aviation, an airbus Americas subsidiary. This facility also serves as headquarters for Airbus Americas Customer Services. The employees here reflect the diversity in nationality that is so commonplace at Airbus worldwide, offering North

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American customers daily interaction with a company that offers a true global perspective.

- Nearby in Ashburn, Virginia, another 90+ employees keep the 24-hour Airbus Spares Center humming, shipping aircraft parts, tools and sections to customers in the Americas. This facility is one of three Airbus Spares facilities in the world.

- Airbus opened its first design and engineering center outside of Europe in Wichita, Kansas in 2002. At Airbus Americas Engineering-Wichita, some 380 engineers are focused on design and stress work on wings of new and existing models of Airbus aircraft.
- Airbus Americas Engineering–Mobile, Alabama houses some 220 engineers who are responsible for various interior elements of Airbus' newest aircraft, the A350 XWB, as well as the A380 and A330-200. That work includes design and engineering of the cabin, crew rest, lavatories and galleys.

- The southernmost U.S. facility is Airbus Training Center (ATC) in Miami, Florida. The $50 million custom-built complex, one of three Airbus training facilities worldwide, houses some 100 staff members dedicated to training more than 1,000 air crew each year in a range of full-flight simulators, trainers and computer-based training programs. Most all the trainees are based in the Americas. In addition, the Airbus Americas sales and marketing team focused on Latin America and the Caribbean is located in ATC's Miami offices.

- Airbus Americas has a Safety and Technical Affairs office in Washington D.C., convenient to the headquarters of the Federal Aviation Administration and National Transportation Safety Board. This 10-person office specialises in daily interaction with these federal agencies relative to regulatory issues, continuing to build the positive relationships between Airbus and U.S. government organizations. This facility is also home base for Airbus Americas' government relations staff, allowing easy exchange of information between the manufacturer and U.S. elected representatives.

- Airbus announced on July 2, 2012 it will build an A320 Family Final Assembly Line in Mobile, Alabama. Construction of the facility began on April 8, 2013. Aircraft assembly is planned to begin in 2015, with first delivery of a Mobile-assembled aircraft in 2016. At full production, the assembly line and associated facilities will employ as many as 1,000 highly skilled workers.