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Oklahoma Companies Report Impressive Sales Numbers Through Delegation to Farnborough International Airshow

OKLAHOMA CITY — In July, the Oklahoma Department of Commerce’s foreign direct investment team led a delegation of partner companies and communities to the Farnborough International Airshow (FIA) in Farnborough, UK. The delegation was led by Oklahoma Governor Mary Fallin and Oklahoma Secretary of Commerce and Tourism Deby Snodgrass.

Follow-up reports from the participating Oklahoma companies show a total of \$770,000 in actual sales and \$17.7 million estimated for future sales.

“The Farnborough International Air Show is a premier opportunity for Oklahoma companies to showcase their products and services to major, global aerospace companies,” said Fallin. “By facilitating this event, the Oklahoma Department of Commerce helps Oklahoma companies make connections and secure new sales.”

Oklahoma companies and communities that were part of the Farnborough International Air Show delegation this year include:

- Consolidated Turbines Specialists (CTS) – www.ctsturbines.com
- Vantage Plane Plastics – <http://vantageassoc.com/>
- WHI – www.whiglobal.com
- Broken Arrow Economic Development Corporation – www.brokenarrowchamber.com
- Greater Oklahoma City Chamber – www.okcchamber.com
- MidAmerica Industrial Park – www.maip.com
- Tulsa International Airport – www.tulsaairports.com
- Tulsa Regional Chamber – www.growmetrotulsa.com

“The 2018 Farnborough resulted in excess of \$250,000 in orders for CTS. This was our first time to attend Farnborough and only the third show that we have attended with State of Oklahoma, with CTS yielding orders from all three. We couldn’t be happier with the results or the hospitality. It truly makes us proud to be from Oklahoma. Others think they have good support from their states; however we know that we have the best in our corner,” said Johnny “Bump” Grant, President, Consolidated Turbine Specialists.

“We had an outstanding Farnborough Air Show 2018—the Commerce team was outstanding in handling all of the trade booth requirements and other coordination. Their attention to detail



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allows us to focus on our customers and target pursuits to maximize our ROI,” said Duke Peer, Executive Vice President-Sales & Marketing, WHI Global.

FIA, along with the Paris Air Show, which take place every other year, are the largest and longest-running aerospace trade shows in the world, and are at the very heart of business developments in the global aerospace market, attracting thousands of aerospace companies.

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