

## Comments:

The future European programs for the A3XX super carrier, the A340-600 or the Airbus militaire FLA should be of interest to Canadian investors. France-Canada strategic partnerships to ensure participation in the development of these projects will be encouraged.

The Canadian Embassy in Paris is aware of North American-sourced equipment that is already found in Airbus products, and we will work to increase the share of subcontracts that can be awarded to Canadian equipment makers. Similarly, in public and defence markets that are more open to international competition and to off-the-shelf purchases, we will support the creation of joint ventures between local firms and Canadian suppliers, like the France-Canada consortium that is to manage the "swell effect" at the hydrodynamic testing tank of the French DCN (Division des Constructions Navales).

Marketing the future Challenger business or regional transport aircraft will require obtaining technical certification; Embassy services will play a role as lever and facilitator with the local agencies responsible. Delays in these procedures are forms of non-tariff barriers and can hinder marketing efforts. On the other hand, the Canadian equipment acquisition programs will be brought to the attention of French system manufacturers who are in the best position to bear their share of the financial risks and broaden the scope of the economic spinoff. Here the French manufacturers will follow the example of the SICF (système informatique de commandement des forces terrestres) program, which will be supplied to Canada's Department of National Defence through a partnership with a subsidiary of Thomson-CSF.

Finally, the negotiations between France's Civil Aviation Authority (DGAC) and Transport Canada on the annual allotments of aircraft seat quotas during peak tourism periods will be given government support to preserve the commercial interests of Canadian charter flight companies.

### D. Activities

- i) Regular dissemination of commercial information, analytical notes and reviews of the sector's business cycles for officials, industry associations and representatives, and SMEs will be made available on the Embassy's Web site, in the form of a quarterly information bulletin, "French Aerospace Newsletter."
- ii) A study of the main French aeronautics systems manufacturers will be brought up-to-date, and the analysis of purchasing policies of the European partners of the Airbus group will be completed.
- iii) The Embassy will encourage the Canadian industry and professional associations to take part in those forums that are most suitable for discussions to identify regional and industrial commercial partners, and to follow the evolution of European standards and technical certification processes.

