

SUMMARY OF MAIN CONCLUSIONS

- The French aeronautics industry is increasingly opening up toward international procurement, for two main reasons:
 - to increase its competitiveness
 - to gain access to foreign programs and markets
- In this context, Canadian aeronautics firms appear to be relatively well placed, in that they can add specific values (technical, industrial or economic) and they are willing to share risks. Various opportunities for potential subcontracting and supply arrangements have been identified.
- In addition, these firms can take advantage of industrial off-set benefits, which are currently viewed as inescapable requirements, even though the experience of French manufacturers suggests that they represent severe constraints.
- Nevertheless, there is a need for French and Canadian aeronautics firms to become better acquainted. This is essential for developing business relationships, especially partnerships.