

Mr. Robert Baugniet, Vice-President, Corporate Affairs, Rolls-Royce Industries Canada Inc., expands on the numerous advantages of the Canadian subsidiary. "First of all, the sound record that Rolls-Royce in Canada had established with the industrial RB 211 gave the proposal a tremendous boost. Credibility was very high at the Lachine, Quebec, facility. Secondly, the potential support available from both the federal and provincial governments greatly enhanced interest in the effort. Thirdly, the industrial Trent engine will be principally marketed in North America, right outside our door. Fourth, we will go to market with our industrial partner, Westinghouse, with whom we have established a good relationship. And fifth, there is tremendous cooperation between the aerospace industry and the CEGEPs. Quebec is providing and developing a good base of competent workers who have been cooperatively trained by industry and the CEGEPs. The end result is a truly first-class product from a solid base of high technology engineers."

Rolls-Royce Industries Canada Inc.'s direct relationship and very high credibility rating with its parent corporation along with its solid record in engine reparation, leads Mr. Baugniet to believe that selecting Canada for the development of the industrial engine was a natural choice.

#### **On Government Support**

Regarding governmental support, Baugniet explains, "Quebec remains very focused when it comes to the aerospace industry. It is aware of what is going on and is very understanding when it comes to the aerospace business. The government has people who understand the industry, respond quickly, and are eager to get business, all of which is continuously emphasized through their actions."

He concludes that, "The relationship with governments which Rolls-Royce has created in Canada, coupled with the availability of first-class technical competence, formed the backbone for the procurement of this world mandate."