Acknowledgements

This study would not have been possible without the cooperation and encouragement from Airbus Industrie. Special thanks are owed to Peter Lagemann who displayed patience and offered insights throughout numerous conversations over the course of the project. He also coordinated the Consultant's interviews with the Airbus industrial partners and provided helpful suggestions with the text. A note of thanks is owed to Hanko Von Lachner for his insights and hospitality at the Airbus interview. Thanks also to Paul Mason and Jonathan Schofield of Airbus Industrie and Robert Milton of Air Canada for facilitating an initial meeting at the 1995 Aerospace Show at Le Bourget, which lead to support for this initiative.

The Consultant wishes to thank the following individuals who also offered their time, support, and insights during interviews at the offices of the Airbus industrial partners: Philippe Prax at Aerospatiale, Toulouse; Alan Wakeham and Peter Bruce of British Aerospace, Bristol; Carlos Gutierrez, Juan Carlos Martinez and Luis Munoz at Construcciones Aeronauticas, Madrid; and Hans Beck, Horst Lang, Werner Muenster, and Winfried Remus of Daimler Benz Aerospace, Hamburg.

The Consultant is grateful for the support and assistance of the Commercial and Economic Division at the Canadian Embassy in Paris. Particularly for the efforts of Guy Ladequis, who identified and supported the study through the course of his normal activities at the Post.

None of the afformentioned individuals bear any responsibility for any errors or omissions within this study.

perspectives presented are accred at providing insights on the management of international sollaborations and to offer more knowledge about Airbus and the industrial partners as