

Carleton University expands research links with Tucson, Arizona

Last February, 18 representatives from Carleton University, led by President Dr. David Atkinson, visited Tucson to strengthen and expand a five-year relationship in optics research with the University of Arizona (U.A.).

"This initiative also brought together Carleton researchers outside of optics, and representatives of the Ottawa Centre for Research and Innovation and the National Research Council (NRC)," says Rick Stephenson, Trade Commissioner with the Canadian Consulate and Trade Office in Tucson. This third research exchange visit was sponsored by the U.A., OCRI Global Marketing, the U.A. Science and Technology Park and the Canadian Consulate and Trade Office in Tucson.

"A key result of the meeting was the decision by both universities to expand their memorandum of understanding beyond optics into life sciences, water management, telemedicine and the Humanities," adds Stephenson. Another important result was the invitation extended to Tucson optics companies and researchers to visit Ottawa in June to explore business and research relationships with the NRC's Canadian Photonics Fabrication Centre (CPFC) and to attend the PhotonicsNorth trade show in Quebec City.

The U.A. College of Optical Sciences is ranked first in the U.S. for its programs which range from the production of 8.4-metre telescope mirrors to optical modelling software. The U.A. program is also the largest undergraduate and graduate program for

optics in the U.S. "Carleton University's strengths in optics and photonics were a strong attraction for U.A. researchers, particularly with the growth of the CPFC," says Stephenson.

The two universities signed an MOU in early 2004 covering five programs in optics. In 2005, the relationship resulted in a commercialization benefit for Canada when Ottawa-based OZ Optics announced it was opening an office in Tucson to capture subcontracting work with local defence contractors.

The Carleton visit came just one month after the first Tucson visit of Dr. Arthur Carty, National Science Advisor to the Prime Minister. Stephenson adds that Dr. Carty's visit served to tap the U.A. community for research collaboration with Canada and to heighten interest in the Carleton visit. But more importantly, visits such as these are the lead-up to increased commercialization of innovation, an area that the Canadian government is actively promoting internationally.

Canadian companies that are seeking U.S.-based technologies with the opportunity for commercialization should consult Federal Business Opportunities (www.fedbizopps.gov)—the point-of-entry for U.S. federal government procurement and technology transfer opportunities.

For more information on business opportunities in Arizona and New Mexico, contact the Canadian Consulate in Phoenix, tel.: (602) 508-3572, email: phoen-td@international.gc.ca, website: www.phoenix.gc.ca, and Tucson, tel.: (520) 622-3641.

Wholesale opportunity for organic and all-natural food producers

Atlanta, Georgia, May 25, 2006 > Anderson Daymon Worldwide (ADWW), on behalf of Costco Wholesale, is announcing a unique opportunity for suppliers with all-natural or organic food production capabilities. This symposium is designed to introduce Costco Wholesale to certified organic and/or all-natural suppliers of food products worldwide.

A selection process is underway to determine vendor qualifications and applicability to Costco's ongoing deli, cooler, freezer and dry grocery needs. These needs will then dictate viability for this show and subsequent sign-off by Costco on supplier attendance. Costco buyers will then engage ADWW

to sign these vendors to representation and then begin the product and program development phase to Costco specifications.

If you are interested in being considered for participation in this show, which will offer an opportunity to work with Costco buyers in a one-on-one selling environment, contact Rick Hancock, ADWW, email: rhancock@daymon.com, tel.: (678) 474-0600, website: www.adww.com.

Farnborough International Airshow 2006

Farnborough, United Kingdom, July 17-23, 2006 > The Farnborough International Airshow (FIA2006) is one of the world's premier aerospace and defence trade exhibitions. Held biennially, the last exhibition in 2004 generated sales of over \$24.3 billion and attracted more than 1,350 exhibitors from over 100 countries. Total attendance at the 2004 event exceeded 240,000 visitors. FIA2006 will continue to build on the success of previous exhibitions.

FIA2006 provides a good opportunity for Canadian firms to develop relationships and maintain business contacts in the aerospace and defence industry. Senior executives from prime systems integrators, such as the Boeing Company and Airbus S.A.S., as well as those from major manufacturers, such as BAE Systems, Goodrich Corporation, Honeywell International, and Rockwell Collins, regularly attend this exhibition to search for new technologies to incorporate into existing and future aircraft programs. Export-ready Canadian firms attending the event will gain critical insight into opportunities at the 2nd-, 3rd-, and 4th-tier levels of the supply chains of such aircraft programs.

Canadian pavilion

Canadian industry participation at FIA2006 will bolster Canada's visibility and enhance its reputation as a competitive supplier of advanced aerospace and defence systems and components. The Aerospace Industries Association of Canada (AIAC), in partnership with the Trade Team Canada-Aerospace and Defence Sector (TTC-A&D), is organizing a pavilion for Canadian exhibitors at the event. Several

Canadian aerospace and defence firms, industry associations, and government-affiliated departments and agencies will have representatives at this year's exhibition.

As has been done in the past, the TTC-A&D is planning various activities for FIA2006, including:

- Networking opportunities such as an official reception on Monday July 17 to welcome Canadian firms to FIA2006;
- Industry briefings, which will provide insight into the aerospace and defence industry, will be delivered by major aerospace and defence firms;
- A market information and intelligence program which will involve collecting valuable and strategic information and intelligence on major players of the global aerospace industry, and disseminating it to Canadian industry.

For more information on participating in this event, contact the AIAC, tel.: (613) 232-4297, email: info@aiac.ca, website: www.aiac.ca.

For more information on Canadian activities at FIA2006, contact Brian Botting of the TTC-A&D Secretariat, tel.: (613) 954-3328, email: botting.brian@ic.gc.ca, website: <http://strategis.ic.gc.ca>, or Nancy McNiven at the High Commission of Canada in London, tel.: (011-44) 20-7258-6600, email: nancy.mcniven@international.gc.ca, website: www.infoexport.gc.ca.

Additional information on the Farnborough International Airshow 2006 can be found at the exhibition's official website: www.farnborough.com.



Photo: Aerospace Industries Association of Canada (AIAC)