

iv) The Canadian Embassy will propose missions by French and European buyers responsible for subcontracting on behalf of aeronautics operational centres to encourage meetings with targeted Canadian small and medium-sized enterprises. The missions could be accompanied by regionally elected officials. The mission participants will be recruited in co-operation with the small business committees (AERO-PME) recently created in the GIFAS (*Groupement des industries françaises*

aéronautiques et spatiales), and with the economic partnership centres of the most dynamic chambers of commerce and industry. "Team Canada" could coordinate the organization of industrial meetings and seminars in the provinces concerned and could ensure the follow-up of contacts required at several stages of negotiation. This applies, for example, to the sponsoring of solo shows of Canadian equipment manufacturers in France and Europe.

Noteworthy international and promotional events

- Business aviation market (Cannes-Mandelieu, May 1998, biennial);
- Aircraft investment and financing (University of Paris, June 1998, biennial);
- Aerospace industries suppliers forum (Pontoise, October, annual);
- Air traffic control and trends affecting European regulations (ATC, Maastricht, February, annual);
- On-board systems and real-time computer solutions (RTS & ES, Paris, January, annual);
- Aeronautical mobile radiocommunications (Toulouse, January);
- Surface treatments (Surfair, Cannes, June 1998);
- Innovative materials and processes (Sampe Europe/JEC, Paris, April; E-MRS, Strasbourg, June, annual congress);
- 3D digitization (Micad, Paris, February, annual);
- Constraints and solutions in the use of helicopters (Helicopter market, Monte Carlo, June 1998, biennial; Héli-Propective, Valence-Chabreuil, May 1998, biennial)
- France-Canada aeronautical Atelier/Workshop (Ensica, Toulouse, Concordia University, Montreal, May 1999, triennial);
- Paris International Air Show (PAS-Paris le Bourget, June 1999, biennial);
- Land defence equipment (Eurosatory, Paris, June 1998, biennial);
- AIAC Convention (Aerospace Industries Association of Canada) (Ottawa, September, annual).

