



August 2014 Issue

Connecting Western Canadian Aerospace Companies with Global Opportunities

The aerospace industry is in full swing in Western Canada with continued growth, at home and around the world. Employing over 27,000 people in high skilled jobs and generating over \$3 billion in annual revenues in the West, Canada is truly a leader in aerospace.

Last month, Minister Rempel participated in the Farnborough International Airshow in Farnborough, England, one of the world's largest exhibitions and air displays, where she officially opened the Western Canada reception.



Minister Michelle Rempel with the Honourable Diane Finley, Minister of Public Works and Government Services, and Gordon Campbell, Canadian High Commissioner to the United Kingdom of Great Britain and Northern Ireland, at the Farnborough Airshow.

"The Farnborough Airshow was a great opportunity for targeted networking with professionals and to promote Western Canada's aerospace sector on an international level. The aerospace industry in the West has a strong reputation for innovation through research and development, as well as a highly-skilled workforce," said Minister Rempel.

In partnership with the Aerospace Industries Association of Canada (AIAC), the Harper Government, through WD, is supporting seven inter-related projects that promote the western Canadian aerospace industry. Ultimately, this will enhance market access and supply chain development opportunities for small- and medium-sized enterprises across the West. At the Farnborough Airshow, WD's support meant an opportunity for the West's businesses to connect with international contractors, including some of the industry's most important players.

This year, Western Canada had a strong presence at Farnborough, with a total of 23 western companies and organizations attending. The results were success stories and deals, which contribute to the advancement of global aerospace capabilities and new economic opportunities for Canadians.

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Growing at Home: WestDef 2014 Symposium

Canada's thriving defence and security sector employs approximately 71,000 people, and generates over \$12.6 billion in annual revenue. This sector is growing rapidly in Western Canada, and the Harper Government was pleased to support the Western Canadian Defence Industries Association's (WCDIA) annual conference, *WestDef 2014*, which took place last July in Calgary.

With the theme *Creating Innovative Opportunities in a Post Afghanistan World*, the fifth edition of WestDef was a valuable event for western Canadian businesses, connecting small- and medium-sized enterprises (SME) with key decision makers, while promoting trade and investment in the defence and security industries.



Minister Michelle Rempel and JR Cox, Chairman of WCDIA at WestDef.

Photo credit: WestDef/Neil Zeller Photography

In announcing the funding, Minister Rempel said, "Through our support to WestDef 2014, we are increasing international SME competitiveness and cultivating new investment opportunities. We are committed to strengthening this industry in the West and across Canada by working closely with industry partners."

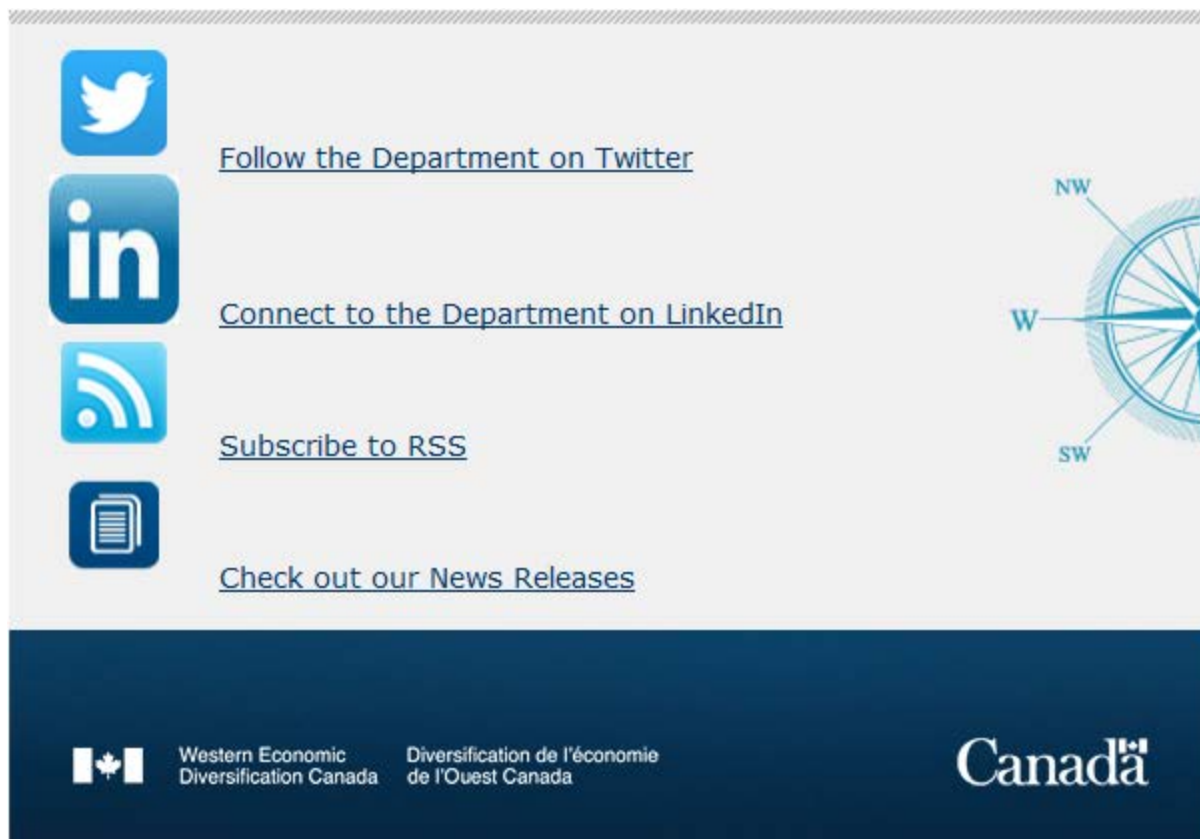
This successful event provided western Canadian businesses with an opportunity to showcase and promote their capabilities to a wide range of national and international industry-related stakeholders.


"Based on the B2B's that occurred at WestDef 2014, early indications are that the relationship between the Edge Group and iTraumaCare may lead to sales of the iTClamp in both Canada and the UK," said James Cox of Edge Group and Dr. Ian Atkinson of iTraumaCare.


Quick Facts


- 202 registrants
- 53 Western Canadian businesses
- 163 requested business-to-business (B2B) meetings
- 29 concurrent sessions (i.e. Lockheed Martin, Department of National Defence, Textron Systems Canada, SAIT Polytechnic, Raytheon)
- 17 tradeshow booths


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