

Conference language: English

#### **APRIL 24, WEDNESDAY 2013**

##### **09:05am – 09:35am Investment support in Québec (finance and tax environment)**

Mr. David BRULOTTE, Project Director, INVESTISSEMENT QUEBEC

Mr. Xavier KATO, Investment Director - Aerospace and Transport, INVESTISSEMENT QUEBEC

Presentation will go through the various aspects a company willing to start business and invest in Québec will have to deal with, whether related to tax (R&D tax credit, grants and other government programs), credit (banking environment) or investments (equity partners, private equity in general). Introducing also the main players in each domain.

##### **09:40am – 10:10am Taking composites design to the next level**

Mr. John O'CONNOR, Director of Product & Market Strategy for Aerospace, SIEMENS INDUSTRY SOFTWARE (Specialized Engineering Software)

The aerospace industry has seen a historic transformation over the last decade in the increased use of advanced materials in the structure of the aircraft such as carbon fiber composite material. Find out how better material simulations provide more confidence in fiber orientations and the resulting material properties, allowing engineers to design with reduced margins. The result is the requirement of less material in the composite structure - and less material means lighter parts.

By optimizing a structure through part consolidation and better composite design approaches, weight can be reduced. And the use of a composite design tool to evaluate trade-offs provides confidence in the engineer's ability to design lower weight, more efficient structures.

Learn how solutions from Siemens PLM Software solve the challenge of reducing weight in composite structures.

##### **10:15am – 10:45am How to be Smarter in Satisfying DO-178B/C and Other Safety Critical Development Needs**

Ms Karla DUCHARME, Market Management - Aerospace & Defense and Automotive, IBM Canada

In an age where the popular buzz words in the community are "do more with less" and "cost reduction" accompanied by "faster time-to-market" and "tighter regulatory restrictions", companies must be smarter in the way they develop products in order to stay compliant and be competitive in this globalize marketplace. IBM has been helping the aerospace and defense industries for decades to develop products that achieve certifications more efficiently through industry leading solutions and best practices.

The IBM Rational Solution for Aerospace and Defense for DO-178B/C was developed to address specific challenges in complying with DO-178B and other safety critical standards in an efficient manner. Join us in this session to find out how your company can join hundreds of other aerospace companies around the world:

- Automate compliance documentation for DO-178B/C and other regulatory standards
- Maintain a rigorous traceability solution that's required by the new DO-178C
- Improve quality by identifying defects early through continuous testing and visual simulation capabilities that reduce costs.
- Streamline communication with a collaboration framework that unifies various stakeholders in real time and improves project transparency.



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- Integrate the safety case artifacts directly into the development lifecycle, reducing the risk of errors.
- Apply a model driven development approach to specifying airborne software that's encouraged by the new DO-178C

10:50am – 11:20am      **Technical Working Tables & Pia.Net: innovative approach to be more competitive in today's aerospace market**

Ms Tiziana TEDESCO, TORINO PIEMONTE AEROSPACE

Technical Working Tables & Pia.Net are special actions launched by Torino Piemonte Aerospace in order to enhance and improve the competitiveness of the aerospace cluster in Piemonte.

Technical Working Tables represent an innovative tool to improve technological skills and innovation of Torino Piemonte Aerospace companies that share their capabilities in order to develop new competitive projects, products and processes.

Technical Working Tables are interactive environments where, with the support of Politecnico di Torino, new technologies and appealing topics in aerospace research field are being developed in order to satisfy innovation trends and meet demands by the international markets.

To facilitate foreign companies and procurement managers in finding a cohesive supply chain, capable of satisfying the most demanding requests, Torino Piemonte Aerospace has organized Piemonte Aerospace NETWORK: a regional based SME network aimed at gathering and sharing skills to provide advanced business management technologies for Torino Piemonte Aerospace members.

11:25am – 12:30pm      **CTEA Agreement Opportunities** (presentation followed by a cocktail)

Mr. Rafal LAPKOWSKI, Trade and Economic Advisor – Second Secretary, DELEGATION OF THE EUROPEAN UNION TO CANADA, OTTAWA

Seminar to discuss new business developments and opportunities within current EU-Canada bilateral trade and the potential after CETA has entered into effect. We will present the advantages to increment existing business as well as present new business opportunities resulting from CETA and will ask participating companies to provide their testimonials. A panel of industry experts and policy makers (representatives of trade associations, governments and academia) will present and discuss the most important issues and the advantages and challenges resulting from CETA and there will be discussion with participating companies, both from Canada and the EU. Q&A session

12:30pm – 02:00pm      Lunch break

02:00pm – 02:30pm      **Aerospace Risk Management: Managing Risk as it applies throughout your Supply Chain**

Mr. Aaron TROSCHINETZ, Operations Manager/Technical Manager – Aerospace, SAI GLOBAL  
Managing risk throughout the Aerospace supply chain remains a major challenge for the overall industry. The Aerospace supply chain can be very complex, and within the supply base, organizations often serve multiple industries. Furthermore, organizations can be challenged with identifying techniques for the most effective risk management practices in alignment with customer requirements and expectations. SAI Global, a global market leader in 3rd party conformance assessments within the Aerospace sector, providing cost-effective risk management solutions and programs such as AS9100C; recognizes this as a major discussion facing the Aerospace industry and intends to discuss some of these risk management techniques in conjunction with public materials available in the Aerospace sector.

Join SAI Global's Aaron Troschinetz Operations and Technical Manager- Aerospace on a thought leading workshop on how Aerospace organizations can increase their awareness of some of these risk management tools.





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02:35pm – 03:05pm      **Management of the End-of-Life of Aircraft at Bombardier Aerospace**  
Mr. Julien DEZOMBRE, Design for Environment - Engineering Professional, BOMBARDIER  
AEROSPACE

Thinking about what will happen to our products when they reach their end of life is critical for us to consider in the design phase. Bombardier has set up a partnership with the Consortium for Research and Innovation in Aerospace in Quebec (CRIAQ) to better understand end-of-life requirements and research new, commercially viable recycling technologies for aircraft. In 2012, Bombardier donated an aircraft to CRIAQ to aid the research and development process. As we learn more throughout this process, we are integrating end-of-life criteria in our design processes.

03:10pm – 03:40pm      **SmartPATH - new software technology reducing manufacturing cycle time & costs**

Mr. Dragos POPESCU, Manager, Pre-Sales Engineering & Consulting, ICAM Technologies

The implementation of the SmartPATH™ technology dramatically simplifies the work of NC programmers, who are able to concentrate on their CAM strategy and let the ICAM solution to take care of the 5 axis machines specificities. It facilitates the migration of part manufacturing between different machine tools and significantly shorten the manufacturing cycle time, from CAD/CAM to part manufacturing.

Consequently, SmartPATH™ facilitates the “just on time” delivery of parts and optimizes the use of the existing CNC machines.

03:45pm - 04:15pm      **Keeping A&D Manufacturing In Developed Countries Through A Combination Of Operational & Supply Chain Excellence**

Mr. Michel GIRARD, Partner, DELOITTE

Competition among nations to retain or develop manufacturing clusters in high value added products as in the Aerospace & Defense industry has never been that fierce. For economies such as Canada that must export to survive there are not many ways to succeed. One of them is reaching best in class standards in operational and supply chain excellence. This conference will cover some solutions to support this strategy.

- Why should we be highly proactive about the A&D industry?
- What does the A&D industry really need?
- Where do we stand in Canada versus these needs?
- What can we do more or in a better way?
- Some ideas to strengthen our position
- Are we still really in the game?

04:20pm – 06:00pm      **Polish Aviation Industry – its potential and possibilities of cooperation in Poland** (presentation followed by a cocktail)

**Canadian-Polish economic and trade relations; cooperation in aerospace industry and investment opportunities in Poland**

Mr. Michał KORCZAK, Department of Trade and Investment Promotion, GENERAL CONSULATE OF THE REPUBLIC OF POLAND IN MONTREAL





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### **Aviation Valley as a World Class Cluster from Poland. Building bridges between science and technology within the activity of the Centre of Advanced Technologies AERONET Aviation Valley in Poland**

Prof. Romana E. ŚLIWA, Coordinator of the CAT AERONET AV and representative of AVIATION VALLEY ASSOCIATION

### **Growth of Wielkopolska aerospace industry based on Wielkopolska Aerospace Cluster member companies**

Ms Karolina BAZAN-MARCINZAK, Manager of WIELKOPOLSKI KLASTER LOTNICZY

### **The role of innovation and entrepreneurship centres in the transfer of scientific achievements to industry**

Mr. Piotr HASNY, STALOWA WOLA TECHNOLOGICAL INCUBATOR

### **Polish constructor thought in the scope of innovative solutions related to aviation structures and light aircraft. Presentation of unique solutions on the example of „Diana 2” glider, „J6 Fregata” power glider, „AF-129” light sports aircraft, „Flaris Lar1” light jet airplane**

Mr. Ryszard KĘDZIA, Eng., Vice-President of the Board of the ANTONI KOJCAN POLISH POWER GLIDING ASSOCIATION

### **The potential of Polish enterprises in the scope of preparation for repairs and possible aviation technology production**

Mr. Jakub GAZDA, Ph. D., Senior Lecturer, Poznań University of Economics, Member of the Supervisory Board of WOJSKOWE ZAKŁADY LOTNICZE NR 2 S.A. IN BYDGOSZCZ

### **Polish Aviation Industry – trends and perspectives for the development of Polish aviation industry**

Mr. Bartosz GŁOWACKI, SKRZYDLATA POLSKA MAGAZINE

## **APRIL 25, THURSDAY 2013**

### **09:05am – 09:35am Trends and Expansion Opportunities in the U.S. Aerospace Market**

Ms Rebecca MOUDRY, Manager SelectUSA, US COMMERCIAL SERVICES

The United States is the world's largest aerospace market. With approximately 60% of the world's production in 2011 worth \$410 billion, the U.S. aerospace industry continues to rival other aerospace markets in terms of productivity, innovation, next-generation programs, defense procurement, and commercial aircraft deliveries. This presentation will focus on trends in the U.S. investment climate and its aerospace market that substantiate why firms should continue to look to the U.S. for success, and how SelectUSA, a Presidential initiative to facilitate investment, can help your business grow in the U.S.





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09:40am – 10:10am **How to do Business with Boeing**

Mr. Mark A. ROBERT, International Supplier Management, Supply Base Manager, BOEING

10:15am – 11:20am **The key to establishing a successful international operation in Québec – what business leaders say**

Moderator:

Ms. Hélène SEGUINOTTE, Country Delegate SAFRAN, Chairman MORPHO Canada

Panelists:

Mr. Pierre CHENARD, Bromont Site Manager, ELLISON SURFACE TECHNOLOGIES Canada

Mr. Patrick CHAMPAGNE, Vice President Cockpits and System Integration, ESTERLINE, CMC Electronique

Mr. Marc MALOUIN, Chief Financial Officer, SONACA Montréal

Québec offers a series of competitive advantages that make it a prime destination for multinationals in the aerospace sector that wish to carry out a successful expansion project abroad. Québec subsidiaries of international companies make it possible for their group and their parent company to enjoy a productive and welcoming business environment. Skilled workers, supported by the best training programs, bring energy to a sector that already stands out thanks to its diversity and exceptional achievements. The aerospace sector also benefits from government support that is both generous and flexible.

11:25am – 12:30pm **Morocco's Value Proposition on the Aerospace Sector** (presentation followed by a cocktail)

Mr. Abdelkader AMARA, Minister of INDUSTRY, TRADE and NEW TECHNOLOGIES

Mr. Hamid BENBRAHIM EL-ANDALOUSSI, President of the MOROCCAN AEROSPACE INDUSTRIES ASSOCIATION

Mr. Adil CHIKHI, Business Development Senior Manager at the MOROCCAN INVESTMENT DEVELOPMENT AGENCY

The aerospace industry has experienced rapid development in Morocco. It has over a hundred companies with international reference and over 8,000 skilled jobs. Morocco is now positioned as a competitive platform for investment and outsourcing activities for the aerospace industry: a sector with an annual growth exceeding 25% and where investment rose sharply during the last few years. The Moroccan aerospace platform is considered today as the most competitive supply chain within the natural extension of Europe.

**A model of successful colocalisation for better international competitiveness**

Mr. Alain CHATAL, Chairman, CHATAL

12:30Pm – 02:00pm **Lunch**

02:00pm – 02:30pm **SMEs in Korean Aerospace Valley, Gyeongnam**

Mr. KT CHUN, Head & Director of GESCA

Introduction of Korean Aerospace Business

Introduction of Competitive Suppliers in Gyeongnam, Korea for Global Business



02:35pm – 03:05pm      **New Tunisia, New Opportunities for the Aerospace industries**

Mr. Jalel TEBIB, Advanced Technologies Promotion Director, FIPA Tunisia

Over the last decade ; the aerospace industry has experienced a tremendous expansion. This booming sector has been facilitated by several assets :

- Skilled human resources that this industry can rely on the thousands of engineers and technicians;
  - Rich training programs tailored with the real requirements of companies;
  - Dedicated infrastructure, ensuring the just in time deliveries;
  - Favorable business environment offering important incentives;
  - And last not least, a very supportive structure for investors.
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