A new study of the economic impact of Montreal-Mirabel International Airport has high-lighted its value to the Laurentians and the City of Montreal as a job creator and world-class aviation hub, according to Aéroports de Montréal (ADM), the local airport authority responsible for the management, operation and development of Montreal-Mirabel and Montreal-Trudeau international airports.

Using the intersectoral model of the Institut de la statistique du Québec, ADM estimates that industrial development – at each of the ADM’s airports – is linked to the high-added-value generated by activity at the airport, with its weight in the international aerospace sector.

For Canada’s space industry, he says. “We have to build on that; we can’t stand back. We have to increase that reputation. We have to be a country that attracts research and development.”

Aéroports de Montréal is very proud to be contributing to the development of this world-class aerospace hub.”

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Canada’s aerospace sector contributes nearly 55 billion to the economy in GDP, exports 80 per cent of its output, and dedicates over 20 per cent of its activity to research and development. Aerospace is responsible for the employment of 172,000 Canadians. AIAC represents the interests of over 200 aerospace companies across Canada.

The program accelerated R&D investment and allowed some Canadian companies to become world leaders in particular areas of expertise, such as MDA in Montreal, which became a world leader in antenna, and COM DEV, which became a leader in propulsion equipment.

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Canada also needs to address the challenges that come with the development and growth of the aerospace sector in Europe and the United States, adds Mr. Quick. “He has the emergence of the Asian aerospace community, and there are new aerospace/defense acquisitions in Africa and South America. We have to make sure that our players in the market are strong.”

It’s the immediate task to make sure that we are on the leading edge of space technology development,” says Mr. Quick. “We are looking to identify opportunities and find ways to keep us there.”

In Montreal, part of ADM’s space, commerce and ODM-DTH business, including a huge ground station, a ground hardware, and software, says Mr. Plante, adding that the program is part of Canada’s strategy to respond to the emergence of the Asian aerospace industry. ADM is constantly working to improve its performance through investments in some $50-million over the next few years, including $5-million for the expansion of runway 35-17 North.” Mr. Cherry.

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**Procurement Reform: While we’re at it, let’s get the nuances right**

By Linda Wolstencroft, P.Eng., MBA, president of Aerospace BizDev Inc., a company based in Delta, British Columbia, that works with companies to secure large contract awards.

The principles of procurement reforms as set out by the Defence Procurement Strategy (DPS) are based on a solid wave of post-pandemic. As a result, we see an onrush to make significant changes that will provide substantial benefits to Canada as a whole. However, there is a danger that resistance to change and ingrained bureaucratic processes will block progress and that we will miss addressing important nuances. Because this is a new opportunity to extract changes of this magnitude, we must get this right. So while we’re at it, let’s add the important nuances that will make a difference and change the DPS come to life.

We should assign the risk to the party who is able to manage the Canadian government officials have indicated that risk reduction will happen as a result of earlier industry engagement. But if the outcome of the risk profile subsequent to industry engagement remains unchanged, we are not further ahead. Risk management needs a higher profile in our DPS, and industry engagement must be deeper. Many of our companies are prepared to take risks that they can manage, but not risks that are beyond their control.

Improving the decision process is critical if we are to streamline procurement. The physical governance structure is now being put in place to add, to some level, high-level objectives that translate the three DPS key objectives into practical terms need to exist or decisions will languish. Further, the performance metrics that are being established will calibrate simple metrics such as the time taken to execute a procurement process and the individual decisions within. These types of metrics are clear and simple. We cannot manage what we cannot measure.

True engagement is established when we have "industry engagement" sessions that are too highly scripted and lock key information should be made more useful by having the procurement was improved as a result if there is not enough relevant information and/or the right players are not engaged, we risk losing the opportunity. We should not be afraid of engaging. We should welcome the emergence of sensitive issues so that we can learn from them and manage them.

There needs to be more transparency on the real value that Canada across the Industrial and Technological Benefits and Value Propositions. Everything, without any further public, it would be instructive to learn the reality of the industrial and Regional Advantage in a transparent manner. There are still billions in WB obligations against current contracts. How is Canada benefiting?

We should always remember that our market for aerospace in the export market. The danger is being sooner, resulting in being non-competitive in the global market. The DPS challenge will indeed lead us to a better procurement process, our government, and all of our organizations should be congratulated on taking this on and showing so much success so far. But why stop? Let's not allow resistence to change and improve procurement systems to get in the way, let's take the extra, simple actions needed to get it right.

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**COM DEV International: Enhancing Canada's global aerospace profile**

Cambridge, Ontario-based COM DEV International has been flying the Canadian flag in the global space arena for 40 years as a world leader in the design and manufacturing of satellite subsystems.

The company’s technology has been used on more than 100 spacecraft, including over 10 per cent of all commercial communications satellites ever launched. None, as president with the Spanish company HISPDESAT Servicios Estratégicos S.A., COM DEV aims to establish an equally successful profile for exactEarth, a data services company that leverages advanced microsatellite technology to provide vessel monitoring around the world.

Mike Play, CEO of COM DEV, says exactEarth is focused on developing technologies based on the growing trend towards microsatellites, which provide cost-effective opportunities for the private sector and governments.

"It doesn’t cost as much to putorstheir way into space as it does to launch a big, traditional satellite," he says.

"You can achieve business goals and national objectives for a fraction of what the cost might have been even five years ago," Mr. Pley says.

"So you can achieve business goals and national objectives for a fraction of what the cost might have been even five years ago, which is what exactEarth aims to do for our customers."

The company now has five of eight planned microsatellites in orbit and the entire ground infrastructure to collect the data, all for a price of $10 million.

"With an entry price at that level, we can build a business case to host data and sell it on to customers and build a business around it. It’s a relatively low cost," Mr. Pley says. "I think we have succeeded in this respect so far."

Company revenue is projected to grow from zero to $30 million in 2010, offsetting $20 million in operating costs. With the proceeds, the company plans to expand its business and begin filling orders on the new satellite.

"If we can achieve what exactEarth has set out to do, we will be on our way to provide a really good product and service to the global market," says Mr. Pley.

"What’s positive from our perspective is, of course, the potential to spin off the equipment and then establish a small business, and we can build a business case to collect the data and then sell it to customers and build a business around it. It’s a relatively low cost, and I think we have succeeded in this respect so far." Mr. Pley says.

"We have to get it right. Let’s get it right. Let’s improve our value proposition. We need to get things right."

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**INNOVATION**

Carleton University research aims to reduce aircraft fuselage noise

F rom noise-cancelling earphones to high-tech headphones, passengers are clamouring for features that will block out the incessant roar caused by an aircraft fouling their ears at 30,000 ft. But could such a device cut down on the ruckus? That’s the question researchers at Carleton University are trying to answer.

Prof. Joana Rocha, from the Aerospace Research Group in Carleton University’s Department of Mechanical and Aerospace Engineering, is leading a research project to study the physics behind the turbulence-induced noise on aircraft, and ways to reduce it.

"When an aircraft flies at a high altitude, a layer of turbulence exists around its wings, creating loud noise that can potentially cause hearing loss and other health problems in passengers and crew," Prof. Rocha says. "We believe that if we can understand the flow physics that leads to these effects, we can work on reducing them and thus reduce noise exposure for passengers and crew."

"Reducing noise on aircraft is a problem for communities around airports as well as for passengers on board the aircraft," Prof. Rocha says. "We believe we can reduce noise exposure for passengers and crew by developing new technologies that reduce noise and thereby improve safety and comfort."
Canada’s new Defence Procurement Strategy (DPS) introduced earlier this year has been hailed as the most wide-ranging reform of its type in a generation. "We have taken a fresh look at the way we do business, and it’s very safe, very reliable,” says Michael Coughlin, CEO of Pacific Sky flight school.

"We look forward to a reformed system that will improve the outcomes for both our armed forces and for Canadian industry,” says Dan Zanatta, vice president of business development, marketing and contracts at Magellan Aerospace.

"We can go almost anywhere with this aircraft, and it’s very safe, very reliable,” says Michael Coughlin, CEO of Pacific Sky flight school.

"A key issue for Canadian aerospace is the technology and infrastructure needed to compete for F-35 work. Mr. Zanatta sees this as an opportunity for Magellan to leverage the work it has done on providing excellent value in terms of competitive pricing and world-class technical expertise. "Defence companies like Magellan have a long and successful legacy of supporting Canada’s military, have provided world-class products and services to our soldiers and have seen considerable growth in international sales,” he says, adding that Magellan’s success is due to its world-class reputation and well-structured Canadian procurement system. "We look forward to a reformed system that will improve the outcomes for both our armed forces and for Canadian industry," says Mr. Zanatta.

"As a result, we see an on-track to make substantial contributions to Canada’s aerospace sector," he adds. "We can go almost anywhere with this aircraft, and it’s very, very reliable."
Built in Canada, Proven Around the World

With over 100 aircraft sold to 24 countries worldwide, the Viking Series 400 continues to prove the Twin Otter’s versatility and reliability on all continents, in all operating environments.