

AEROMART Montréal

April 27 → 29, 2010
CONVENTION CENTER



ONE TO ONE MEETINGS | CONFERENCES & WORKSHOPS | VISITS TO INDUSTRIAL SITES |



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meet / source / supply

www.aeromart.tm.fr

AEROMART Montréal 2010

One of the three main international aerospace centers, AERO MONTREAL, the aerospace cluster of Metropolitan Montreal is hosting for a second time the international aerospace community at AEROMART MONTREAL 2010, one of the most important business conventions in North America for the aerospace sector. This second edition should provide participants with an even greater value proposal such as an International forum on supply chain management et business meetings with an ever increasing number of potential clients and suppliers from the four corners of the world.

Suzanne M. Benoît, CEO, Aéro Montréal

Targeted meetings between interested partners, precise and effective organization, and polished and factual management: these are the ingredients for success in the AEROMART concept. For the SMEs from Quebec that we represent, and that wish to diversify their markets, for AEROMART MONTREAL, the world comes to them in North America. For the companies that they host, the door opens onto excellent aeronautics.

Hon. Jacques Saada, CEO, Association québécoise de l'aérospatiale



In 14 years, AEROMART has become a must-attend event. It is today's leading global aerospace venue for pre-planned, face to face meetings.

AEROMART has grown into a major aerospace event offering outstanding networking opportunities to manufacturers, tier 1 suppliers, subcontractors, service providers and clusters from around the globe.

By alternating between Toulouse, Tianjin and Montreal AEROMART delivers an excellent business platform to the entire aerospace community. AEROMART helps companies in the aerospace industry to explore new markets (China, India, Russia, Mexico,...) and increase awareness on new programs and trends (green aviation, composites...). Most importantly AEROMART is a remarkable opportunity to identify new partners and business contacts and better apprehend the future.



PROGRAM

April 27th Tuesday

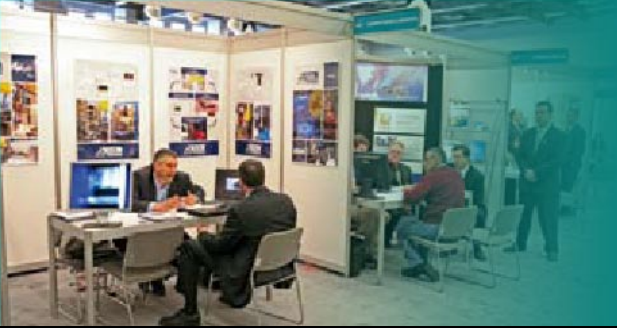
- 9.00 - 9.45 Official Opening of AEROMART Montréal
Face to Face Meetings
- 10.00 - 12.00 Plenary Conference
- 12.15 - 13.15 Lunch
- 13.30 - 18.00 Face to Face Meetings
- 20.00 - 23.00 Gala Dinner

April 28th Wednesday

- 09.00-12.00 Face to Face Meetings / Conferences
- 12.15-13.45 Lunch
- 13.30-18.00 Face to Face Meetings / Conferences

April 29th Thursday

- 09.00-13.00 "Do Business With" Workshops



CONCEPT

One to One Meetings

Manufacturers, OEMs, Tier 1s and the entire network of aerospace subcontractors are directly connected through customized and pre-planned face to face meetings.

Thematic sessions

Experts and institutions will be addressing current aerospace issues and concerns. Each session will last 30-45 minutes. Such topics as «Green Aircraft», « From manufacturing to integration », "Federal Government aerospace purchases in Canada" were tackled previously.

Product Workshops / Technology Workshops

Sub-contractors are given the opportunity to lead workshops and present their know-how and innovations. All presentations will go through a validation process carried out by the AEROMART Montréal steering committee.

Do Business With

A limited number of Primes are granted time slots to give presentations on how to efficiently work with them and their current and future subcontracting policies. In 2008 «Do Business With» sessions were led by BOMBARDIER, CMC ELECTRONICS, ACCENTURE, MECACHROME, MONTREAL INTERNATIONAL, THALES, Pratt&Whitney Canada, PricewaterhouseCoopers.

Visits to Industrial sites

A limited number of participants will be given the opportunity to visit industrial sites. Those visits will include meetings with local companies, presentations and tours of production facilities.

AEROMART Montréal 2008

AEROMART Montréal, What do they think about it ?

«The growth and success of Bombardier is based on the vitality of the supply chain. With this unique structure, AEROMART creates an excellent opportunity to meet potential suppliers from around the world. This convention allows us to optimize our discussions and exchanges in order to increase the global competitiveness of Bombardier.»

Jean Séguin, vice-président, Engineering and Supply Chain - Bombardier Aeronautics.

The concept of Aeromart is second to none. Bringing together OEMs with Tier 2 and Tier 3 companies in the same venue for three days is terrific. Esterline CMC Electronics was able to have 51 official B2B meetings with potential suppliers from around the world. CMC also was able to present its supplier relationship philosophy during one of the conferences. Over the three days, there were some great conferences on a variety of relevant subjects. The organization of this event was wonderful, and I believe these types of forums to be well worth the time invested. I look forward to going back in 2010.

Guy Gauvin – CMC Electronics

Perhaps one of the most effective ways for larger Aerospace OEM companies to gain insight into the workings of small to medium Aerospace entrepreneurs. The personal meetings foster an effective means to establish connectivity outside the current venerable supply relationships. With an increasing emphasis from large OEM's to rely on the technology, talent and intellectual capital of smaller companies, the business model offered at AEROMART is an efficient way to engage and broaden the working knowledge of the supply capability. The conference is superbly managed and staffed all across on a multi-lingual basis..

Pete Engquist - Technical principle - BOEING Commercial Airplane



Montréal Aerospace Industry

Montreal is one of the three main aeronautics hubs, Toulouse and Seattle being the two other.

For the Greater Montreal region this industry reckons 230 companies, 40000 jobs, 12 billion dollars in sales and 60% of Canada total aerospace related production.

The region is one of the very few in the world to concentrate all capabilities required to manufacture airplanes within 30km radius. One person in 95 finds a job in the Montreal aerospace industry, which is one of the highest ratio in the world.

Aerospace is more than an economic sector to many in Montreal. It has become a way of life, an engine for the community.

Four International and Canadian Prime contractors are headquartered in Montreal:

> **Bell Helicopter Textron Canada** : a leading company in design and production of commercial helicopters, as well as after sales support.

> **Bombardier Aéronautique**: the third largest manufacturer with production of regional and business jets.

> CAE: number one manufacturer of simulators for civil and defense applications.

> **Pratt & Whitney Canada** : world leader in development and manufacturing of small and medium turbines.

These four Primes operate through a cluster and closely work with global suppliers, specialized subcontractors and a network of SMEs with specific capabilities...

AMONG THE PARTICIPANTS OF 2008

ACCENTURE, [Canada](#) • AERO VODOCHODY A.S., [Czech Republic](#) • ARCELOR MITTAL (IMPHY ALLOYS) STAINLESS & NICKEL ALLOYS, [France](#) • BAJA AEROSPACE GROUP, [Mexico](#) • BEIJING KEEVEN AVIATION INSTRUMENT CO., LTD, [China](#) • BELGIAN AEROSPACE- SKYWIN WALLONIE, [Belgium](#) • BODYCOTE TESTING GROUP, [Canada](#) • BOEING COMMERCIAL, [United States](#) • BOEING INTEGRATED DEFENSE SYSTEMS, [United States](#) • BOMBARDIER AERONAUTIQUE, [Canada](#) • C.E.S.A., [Spain](#) • CHINA NATIONAL GUIZHOU AVIATION INDUSTRY (GROUP) CO. LTD., [China](#) • CMC ELECTRONICS , AN ESTERLINE COMPANY, [Canada](#) • DEFONTAINE RINGS FOR JET ENGINES, [France](#) • EADS - CASA, [Spain](#) • EADS SOCATA, [France](#) • ELTA-AREVA, [France](#) • EMBRAER, [Brazil](#) • HAMILTON SUNDTSRAND, [Canada](#) • HÉROUX-DEVTEK INC., [Canada](#) • HISPANO-SUIZA CANADA INC., [Canada](#) • HONEYWELL AEROSPACE, [United States](#) • IAI - ISRAELI AEROSPACE INDUSTRY, [Israel](#) • IDS-INGEGNERIA DEI SISTEMI SPA, [Italy](#) • LATECOERE, [France](#) • LIEBHERR AEROSPACE TOULOUSE SAS, [France](#) • LUXELL TECHNOLOGIES, [Canada](#) • MADE (MOBILITY ADVANCED DESIGN EXPERTISE), [Mexico](#) • MAGELLAN AEROSPACE CORPORATION, [Canada](#) • MANOIR SPECIAL FORGING, [United States](#) • MECACHROME CANADA, [Canada](#) • MESSIER BUGATTI, [France](#) • MESSIER DOWTY INC, [Canada](#) • ONERA, [France](#) • ONTARIO AEROSPACE COUNCIL, [Canada](#) • PARKER AEROSPACE, [United States](#) • PRATT & WHITNEY

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AEROMART, who can attend?

> SUB-CONTRACTORS/SUPPLIERS

Activity fields:

Test/Measures, Electronics, Electricity, Energy/Power, Engineering and design centres, Instrumentation, Laser, Composite materials, Mechanics, Optical, Tooling/Robotics, Telecommunication, Technical textiles, Metal working/Surface treatment, Maintenance, Aeronautics, Production tools...

Represented by:

General managers, Managing directors, Commercial directors, Technical directors, Marketing & sales managers...

Services:

Documentation, Environment, Training, Information & prospective, Computer/Software, Logistics, Management practices, Quality, Security

> CONTRACTORS

Activity fields:

Space, Airport and Missile Armament, Manufacturers, Aircraft Constructors, Engine Companies, Aircraft Facilities, Aerial Transport...

Represented by:

Managers and Directors from Purchasing/Procurement, Outsourcing, Production, Industrialization, Programs, Methods, R&D, Quality, Sub-contracting, Engineering...

AEROMART, Methodology

1.

Fill out a short form and provide descriptions of your capabilities, applications and needs.

2.

Access detailed profiles of all the attendees from our online catalogue (3 weeks prior to the show).

3.

Identify and request meetings with relevant contacts through our user friendly program.

4.

Validate meeting requests made by other companies (for contractors).

5.

Go online and consult your individual schedule of pre-planned meetings with the contact of your choice.

AEROMART in the world !

AEROMART
Montreal



→ 500 Companies
→ 1 200 Participants
→ 7 500 Business meetings

AEROMART
Tianjin



→ 400 Companies
→ 2 000 Participants
→ 7 500 Business meetings

AEROMART
Toulouse



→ 900 Companies
→ 2 000 Participants
→ 13 000 Business meetings


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of Metropolitan Montréal

AQA
pme  sme

MontrealInternational 

AIAC 


STIQ
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Stimulateur d'affaires


Investissement
Québec
GROWING JUST GOT EASIER

BOMBARDIER

Esterline 
CMC Électronique