



CANSEC 2016 News Conference

News

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Check Against Delivery

Good morning and welcome to CANSEC 2016, Canada's premier defence and security trade show. My name is Christyn Cianfarani, president of the Canadian Association of Defence and Security Industries or CADSI. I have a couple of items I'd like to bring to your attention this morning, after which I will welcome your questions.

Well, just when we thought CANSEC could not get any bigger, it has. For starters, we have some of the world's most sophisticated, high quality, defence and security goods and services on display here and they are made across Canada.

Nous aurons aussi le plaisir d'écouter deux ministres du nouveau gouvernement : l'honorable Judy Foote, ministre des Services publics et de l'Approvisionnement, et l'honorable Harjit Sajjan, ministre de la Défense nationale. Madame Foote a apparemment quelque chose à nous annoncer demain.

We also have thousands of stakeholders from the Canadian Armed Forces and all levels of government attending this year's CANSEC and representation from some 66 foreign countries--from Africa, Asia, South America, Europe and North America. CANSEC is an important event for the global defence community.

CANSEC's success on these and other measures is due entirely to our member companies and the world leading products and services they showcase here. I invite you take the time to walk the floor and explore first-hand what the Canadian defence industry is all about. I know that you'll be surprised by what you find.

This past year has been an important one for our industry. The change in government has brought a new agenda that affects us directly. Notably, the launch of a defence policy review has important implications for our industry. In addition, industry and government are also facing the opportunity of a generation: the largest recapitalisation of the Canadian Armed forces in the last 20 years.

J'ai eu l'honneur, il y a quelques semaines, de faire une présentation lors de la Table ronde du ministre sur l'examen de la politique de défense. We have asked the government to work with industry to develop a Made in Canada defence industrial policy.

Part of the opportunity is driving innovation through procurement. The development of the government's Innovation Agenda, under the Minister of Science, Innovation and Economic Development, is also vitally important to our industry. We were happy to see Minister Baines discuss how procurement can be used in the innovation agenda.

This brings me to our final point today. It is my pleasure to release The State of Canada's Defence Industry,

2014, an economic study conducted by Science, Innovation and Economic Development Canada and Statistics Canada, in collaboration with CADSI. This study, which was well over a year in the making, is important for both industry and government because it is the most detailed and comprehensive study of the Canadian defence sector ever conducted and it confirms some very key features of the Canadian defence industrial landscape.

The report confirms that which we already know--that Canada's defence industry is high wage, export intensive, technology rich, and pan-Canadian. The Canadian defence industry accounted for some 63,000 jobs spread throughout Canada, and contributed \$6.7 billion to GDP in 2014. New to the study is that engineers, scientists, researchers, technicians and technologists comprise over 30 per cent of our workforce, which is an important barometer of the sector's innovative nature and that two-thirds of companies in the sector produce products that are dual-use, both valuable on the commercial market and for the military.

Le rapport conclut que les salaires dans l'industrie de la défense sont en moyenne de 60 p. cent plus élevés que dans le secteur manufacturier, et que 60 p. cent des revenus du secteur des industries de la défense au Canada proviennent de l'exportation.

This study reveals that companies that make up the Canadian defence industrial base--most of which are present here at CANSEC--and the types of jobs they offer, are what Canada needs and what governments should value in today's global economy.

ISED officials are on site to offer you a technical briefing on the report's findings, methodology and any questions related to it you might have. And we have hard copies of the report for you as well. Thank you for your time today, and please explore and enjoy CANSEC 2016.