

CANSEC Day Two Luncheon

Keynote Introduction

May 28th, 2015, EY Centre, Ottawa, Ontario

Check Against Delivery

WELCOME LADIES AND GENTLEMEN, MESDAMES ET MONSIEURS, DISTINGUISHED GUESTS, TO THE CLOSING LUNCHEON OF CANSEC 2015. OUR THANKS TO KPMG FOR THEIR SUPPORT FOR THE PRE-LUNCH RECEPTION.

I'D LIKE TO TAKE THIS OPPORTUNITY TO THANK EVERYONE FOR YOUR SUPPORT FOR CANSEC. IT ONLY WORKS BECAUSE EVERYONE COMES OUT. YOUR SUPPORT FOR THIS ASSOCIATION HAS ALSO BEEN OUTSTANDING. I CAN'T THANK YOU ENOUGH.

THIS HAS BEEN THE MOST SUCCESSFUL CANSEC IN THE NEARLY TWO DECADE'S LONG HISTORY OF THE SHOW. WITH SOME 11,000 PLUS REGISTRANTS, WE HAVE HIT A NEW ATTENDANCE RECORD. WITH OVER 50 COUNTRIES REPRESENTED HERE, CANSEC IS NOW CLEARLY ON THE MAP GLOBALLY AND THE WORLD IS INTERESTED IN WHAT CANADA HAS TO OFFER.

ET AVEC PLUS DE 330 (TROIS CENT TRENTE) ENTREPRISES EXPOSANTES, NOUS AVONS UNE MASSE CRITIQUE D'ENTREPRISES SOLIDES QUI ESTIMENT QUE CANSEC EST UN ÉLÉMENT ESSENTIEL À LEURS INTÉRÊTS COMMERCIAUX.

SI L'ON CONSIDÈRE QU'IL Y A DIX ANS, CANSEC N'OCCUPAIT QU'UNE PARTIE DE L'ANCIEN CENTRE DES CONGRÈS D'OTTAWA ET QU'AUJOURD'HUI, IL REMPLIT LES 135 000 (CENT TRENTE CINQ MILLES) PIEDS CARRÉS DE CETTE INSTALLATION ULTRAMODERNE, EN PLUS D'UNE GRANDE PARTIE DE LA ZONE D'EXPOSITION EXTÉRIEURE, JE CROIS QU'ON PEUT AFFIRMER QUE LE SALON A CONNU UNE CROISSANCE ET UNE RÉUSSITE PHÉNOMÉNALE.

WE CAN ALSO NOW SAY THAT CANSEC IS AN IMPORTANT ANNUAL CONTRIBUTOR TO THE ECONOMY OF THE NATIONAL CAPITAL REGION. FROM THAT SMALL BASE DOWNTOWN A DECADE AGO, CANSEC IS NOW ONE OF OTTAWA'S LARGEST ANNUAL TRADE SHOWS. WE ESTIMATED THAT LAST YEAR'S CANSEC GENERATED SOME \$15 MILLION FOR THE LOCAL OTTAWA ECONOMY, AND I AM CONFIDENT THAT NUMBER WILL BE EVEN BIGGER THIS YEAR.

THERE ARE A NUMBER OF PEOPLE ON MY TEAM WHO HAVE BUILT THIS TRADE SHOW OVER THE YEARS AND ARE RESPONSIBLE ONCE AGAIN FOR ORGANIZING AND EXECUTING A FIRST RATE SHOW. WITHOUT THE PROFESSIONALISM AND TIRELESS WORK OF THE CADSI STAFF, OUR CONTRACTORS AND SALES AGENTS AND VOLUNTEERS FROM

OUR COMMITTEES, WE WOULDN'T BE HERE TODAY. THANK YOU FOR YOUR DEDICATION.

CANSEC'S SUCCESS IS NOT JUST EVIDENCE OF A GOOD TRADE SHOW. IT IS ALSO EVIDENCE OF A GROWING AND INCREASINGLY IMPORTANT SECTOR OF THE CANADIAN ECONOMY. WHEN THE GOVERNMENT OF CANADA IDENTIFIED DEFENCE AS ONE OF ITS PRIORITY SECTORS IN THE 2013 GLOBAL MARKETS ACTION PLAN AND THAT SAYS A LOT. WHEN THE GOVERNMENT FOLLOWED THAT UP WITH THE DEFENCE PROCUREMENT STRATEGY, CONSISTING OF THE MOST SIGNIFICANT CHANGES TO POLICIES RELATED TO DEFENSE ACQUISITIONS IN A GENERATION THAT SAID EVEN MORE.

AS WE GATHER HERE ON THE LAUNCH OF SOME OF THE BIGGEST PROCUREMENTS LOOKING FORWARD - AND YOU ALL KNOW OF MY PRE-OCCUPATION WITH THE CANADIAN SURFACE COMBATANT - WE WILL, AS YOUR ASSOCIATION, CONTINUE TO RAISE AWARENESS AND VISIBILITY ON THE PRODUCTS AND SERVICES CANADIANS BRING TO THE TABLE, BECAUSE IF WE ARE NOT OUT THERE WE MIGHT MISS THE OPPORTUNITY TO BUILD SOMETHING INCREDIBLE FOR OUR NAVY AND STRATEGICALLY LASTING FOR OUR COUNTRY.

WHAT WE DO NOW WILL BE OUR LEGACY FOR THE NEXT 30 OR 40 YEARS. I AM PERSONALLY COMMITTED TO BOTH AND I AM HOPEFUL THAT OUR KEYNOTE SPEAKER, MINISTER DIANE FINLEY, WILL SHARE HER THOUGHTS ON THIS AS WELL. BUT FIRST I WILL INVITE EVERYONE TO ENJOY SOME OF YOUR LUNCH AND I WILL BE BACK SHORTLY.