

CANSEC Day One Breakfast

Keynote Introduction

May 27th, 2015, EY Centre, Ottawa, Ontario

Check Against Delivery

GOOD MORNING, BONJOUR MESDAMES ET MONSIEURS AND WELCOME/BIENVENUE TO CANSEC 2015, CANADA'S LARGEST DEFENCE TRADE SHOW. MY NAME IS CHRIS CIANFARANI AND I AM THE PRESIDENT OF CADSI, THE DEFENCE AND SECURITY INDUSTRY ASSOCIATION THAT BRINGS YOU THIS SHOWCASE.

WHEN I WAS 28 YEARS OLD, MY PARENTS CAME FOR A VISIT. I GREW UP IN A SMALL TOWN AND HAD MADE MY WAY TO THE BIG CITY OF MONTREAL TO WORK FOR ONE OF CANADA'S WORLD LEADING COMPANIES. IT WAS A TIME WHEN YOU COULD BRING FRIENDS AND FAMILY INTO THE OFFICE, SOMETHING YOU CAN'T DO ANYMORE. TO THE DAY I LEFT THE COMPANY MY FATHER COULD NEVER REMEMBER WHAT EXACTLY

I DID THERE OR WHERE "THERE" ACTUALLY WAS, AND I AM QUITE CONVINCED THAT A SIGNIFICANT NUMBER OF THE PEOPLE LIVING IN LEAMINGTON ONTARIO BELIEVE THAT I WAS, FOR A TIME CEO OF BOMBARDIER, OR MAYBE IT WAS PRATT + WHITNEY, BUT CERTAINLY NOT CAE.

HE CAN, HOWEVER, VIVIDLY REMEMBER THAT HE HAD PILOTED A FULLY KITTED ARMY BLACK HAWK HELICOPTER RIGHT INTO A SPECTACULAR AUTOROTATION - NO, NOT A REAL ONE - A SIMULATION TRAINING SYSTEM JUST ONE OF THE LEADING EDGE CAPABILITIES THAT WE HAVE HERE IN CANADA.

AT CANSEC THIS YEAR YOU WILL GET A CHANCE TO SEE EVERYTHING FROM SHELTER AND SAFETY SYSTEMS, TO SMALL ARMS AND AMMUNITION TO ARMoured AND COMBAT VEHICLES, PERSONAL PROTECTIVE GEAR AND, AND EVEN REVERSE OSMOSIS WATER PURIFICATION SYSTEMS; THE DUAL-USE NATURE OF THE DEFENCE INDUSTRY IS ONE OF ITS KEY STRENGTHS. THIS IS WHAT THE CANADIAN DEFENCE INDUSTRY IS ALL ABOUT.

AYANT TRAVAILLÉ CETTE ANNÉE POUR CANSEC AVEC UNE VUE DE L'INTÉRIEUR, J'AI MAINTENANT UNE BIEN MEILLEURE APPRÉCIATION DE LA COMPLEXITÉ ET DE L'IMPORTANCE QUE L'ORGANISATION DE CE SALON REPRÉSENTE POUR CADSI ET POUR NOS SOCIÉTÉS MEMBRES.

THIS YEAR'S CANSEC IS THE BIGGEST IN THE EIGHTEEN YEAR HISTORY OF THE EVENT. WITH 11,000 REGISTRANTS, OVER 330 EXHIBITING COMPANIES, KEYNOTES AND VISITS FROM 6 CABINET MINISTERS NUMEROUS MPS, SENATORS AND DISTINGUISHED GUESTS,

AND WITH OVER 50 NATIONS IN ATTENDANCE WE ARE BUSTING OUT OF THE 135,000 SQUARE FOOT FACILITY: CANSEC IS NOT ONLY CANADA'S LARGEST DEFENCE TRADE SHOW, IT IS ALSO NOW ON THE MAP GLOBALLY. CADSI LEADERSHIP, STAFF, BOARD MEMBERS AND MEMBER COMPANIES PAST AND PRESENT ALL DESERVE CREDIT FOR BUILDING SOMETHING OF THIS SCALE, REACH AND POTENTIAL.

I WOULD LIKE TO TAKE THIS OPPORTUNITY TO THANK THE RETIRED VETERANS AND SERVING MEMBERS OF THE CANADIAN ARMED FORCES AND THE DEPARTMENT OF NATIONAL DEFENCE FOR ALL THAT YOU DO FOR OUR COUNTRY AT HOME AND AROUND THE WORLD AND FOR YOUR WORK WITH OUR ALLIES - MANY OF WHOM ARE HERE WITH US THIS MORNING AS GUESTS.

WE CHOSE TO OPEN THE DAY WITH THE PIPES OF THE CAMERON HIGHLANDERS IN HONOUR OF YOUR PRESENCE HERE. OUR INDUSTRY IS PROUD TO BE A PART OF ENABLING YOU TO DO THOSE VERY HARD THINGS OUR COUNTRY ASKS YOU TO DO. AND WE ARE MINDFUL THAT WHAT WE CREATE YOU MAY COME TO DEPEND UPON AND THAT YOU DESERVE ONLY OUR BEST.

LE SOUTIEN QUE VOUS AVEZ APPORTÉ À CANSEC AU FIL DES ANNÉES A EU UN EFFET INCOMMENSURABLE SUR LA CROISSANCE ET LA CRÉDIBILITÉ DE CE SALON. SANS VOTRE PRÉSENCE ACTIVE -- NOTRE CLIENT PRINCIPAL DANS NOTRE SECTEUR -- DES ENTREPRISES PROVENANT DU CANADA ET DE PARTOUT DANS LE MONDE S'INTÉRESSERAIENT BEAUCOUP MOINS À CANSEC.

LIEUTENANT GENERAL THIBAUT, WHO WILL SPEAK TO US SHORTLY, HAS BEEN A PARTICULARLY STRONG AND VOCAL SUPPORTER OF CANSEC DURING HIS TERM AS VICE CHIEF OF DEFENCE STAFF, AND, SIR, WE AT CADSI THANK YOU FOR THAT.

AS YOU ALL KNOW TOO WELL, TIMES ARE CHANGING FOR OUR INDUSTRY. COMPETITION IS STIFF AND MARKET OPPORTUNITIES ARE SHIFTING. MORE NOW THAN EVER IT'S TIME FOR OUR SECTOR TO BE PRESENT IN THE NATIONAL CONSCIOUSNESS AS THE GREAT CONTRIBUTORS WE ARE TO CANADA'S KNOWLEDGE-BASED ECONOMY. WHEN YOU ARE OUTSIDE THE FRONT OF THE BUILDING TAKE A LOOK AT THE BILLBOARDS - THIS IS WHAT OUR INDUSTRY IS ABOUT.

YOU'LL FIND IT ALSO ON THE DIGITAL SCREENS AT THE VENUE AND ONE-BY-ONE IN THE EXHIBITS ON THE TRADESHOW FLOOR. AS YOU WANDER ABOUT OTTAWA, AND CATCH YOUR PLANE TO HEAD HOME, YOU MIGHT ALSO SEE US SHOWCASING OUR INDUSTRY ON PARLIAMENT HILL AND AT THE AIRPORT. THIS SECTOR IS AN INNOVATIVE, EXPORT DRIVEN PART OF OUR ECONOMY THAT EMPLOYS OVER A HUNDRED THOUSAND CANADIANS IN HIGH VALUE JOBS FROM COAST TO COAST TO COAST. I'M PROUD, AND I KNOW THOSE JOINING US OVER THE NEXT TWO DAYS ARE ALSO PROUD TO BE A PART OF THIS INDUSTRY AND OUR DEFENCE COMMUNITY.

JE RÉALISE QUE J'AI DÉJÀ PRIS BEAUCOUP TROP DE VOTRE TEMPS, DONC NOUS ALLONS COMMENCER LE SERVICE, PLEASE ENJOY YOUR BREAKFASTS AND I WILL BE BACK SHORTLY TO INTERRUPT YOU ONCE EVERYONE HAS THEIR PLATES.