



EMERGENCE OF THE AEROSPACE SECTOR IN LAVAL

Of all industrial sectors, aerospace is one of the most coveted. It is a sector that has been growing steadily for more than a decade and whose long-term prospects continue to show promise.

Manufacturing companies account for 70% of Canadian aerospace activity. Canada's aerospace industry represents sales of \$31 billion annually and over 213,000 jobs.¹

THE AEROSPACE INDUSTRY AND MARKET PENETRATION

90% aerospace manufacturers
export their output

The export diversity of Canadian aerospace companies is three times higher than for companies of comparable size in other manufacturing sectors. 90% of aerospace manufacturing companies export their output, which is 30% more than the average for other manufacturing sectors.¹

1. <https://aiac.ca/industry-statistics/>

LAVAL AEROSPACE, SUCCESS STORIES AND INNOVATIONS

Stéphane Rioux, General Manager of Liebherr-Canada's Aerospace and Transportation Systems Division, says **"we know that our employees are our most valuable resource. Laval offers a qualified workforce for the aeronautics industry. In addition, our site has been able to achieve a high level of efficiency and interoperability, both key factors behind the incredible results we've achieved."**

INNOVATION

The area where the aerospace industry stands out the most from other sectors is research and development. In 2018, investment in research and development by Canada's aerospace industries amounted to \$1.4 billion, representing almost one-quarter of total investment by all manufacturing sectors combined.¹ **The aerospace industry is always on the lookout for state-of-the-art design and manufacturing technologies.**

Laval companies in the aerospace industry are at the forefront of this trend. The operations director of one of them, Mecaer America, says: **"Our hydraulic testing system is the most powerful and efficient in the aeronautics industry."**

Mariana Miglioli, Vice President and General Manager of Précision JLM, explains: **"We can now run 1/3 of our machines autonomously, both day and night as well as on weekends. This also allowed us to overcome the shortage of labour on the night shift."**

Nearly 2,500 people currently work in the aerospace industry in Laval. According to Lidia Divry, Economic Development Director for the City of Laval, "automation and access to a skilled workforce are essential factors for this sector, and our office is working to strengthen this Laval ecosystem, especially by attracting new businesses."

LAVAL: A WELL-KEPT SECRET

More than 30 companies operating in the aerospace sector are present in Laval. Some, such as Héroux-Devtek and Electro-Kut, have been there for more than 30 years, while others have established their Canadian headquarters there, such as Howmet Aerospace, FACC, F/List, Liebherr and Latécoère.

Laval's aerospace sector is very diversified, which allows for good business-to-business relationships. In addition, the presence of a very strong industrial ecosystem also allows for good synergies with suppliers and subcontractors. Here is what Charles Clavet, operations director at Mecaer America, says: **"Even though our communications are often electronic, it is helpful to be geographically close to many of our major customers and some critical suppliers."**

For Mariana Miglioli, Executive Director of Précision JLM, Laval offers several attractions: **"The industrial park is well-served by public transit, which is a distinct advantage. Proximity to various shops, boutiques, restaurants, etc. makes life more convenient and pleasant for our employees. Work-family balance is easier here."**



LAVAL: A HUB FOR HÉROUX-DEVTEK'S NEEDS

Héroux-Devtek is the third-largest manufacturer of landing gear in the world and is involved in several civil and military aircraft programs. According to Héroux-Devtek's General Manager, Anne-Marie Bertrand: "**It's common for customers, suppliers and auditors to come inspect Héroux-Devtek's various facilities in the Greater Montreal area. The tour often begins at the Laval plant, because this location is easier to access when you start at Montréal-Trudeau Airport. In addition, Laval offers a good variety of hotels as well as excellent restaurant choices. This makes it easy to welcome visitors. For non-specialized and non-flying purchases, Laval has an extensive network of manufacturing, distribution and service companies. Several suppliers are located less than a mile from the facility, which makes sourcing much easier.**"

AVIOR: A LEADER IN THE AEROSPACE INDUSTRY

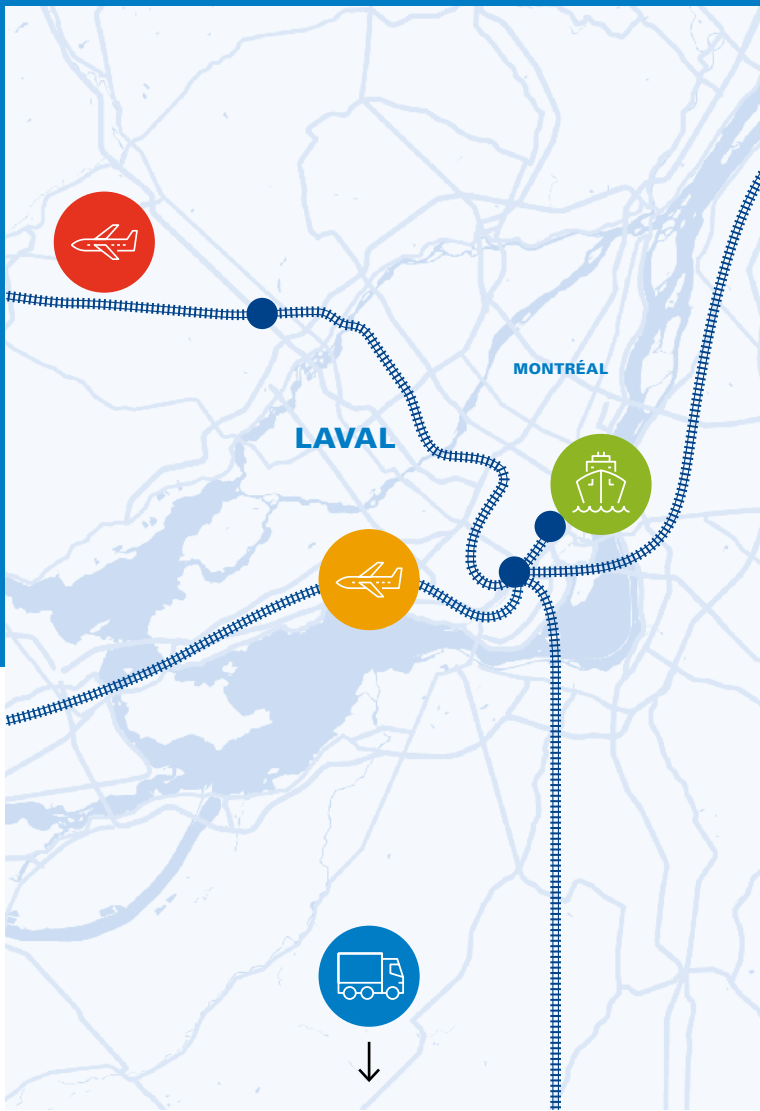
Avior, a world-class SME integrator of light structures, has been around since 2002 and has three production sites, including the Laval head office, which has been in operation since its inception. Recently the recipient of an AIAC Innovation Technology Award, the company is a supplier to virtually all Bombardier aircraft programs in addition to some Boeing aircraft models.

According to Avior's vice president of innovation, Danny Dumont, "**new technologies allow the company to better utilize the knowledge and expertise of its highly qualified employees. This becomes a competitive advantage over other places in the world where the workforce is less expensive, but also less qualified. New technologies have enabled Avior to significantly reduce assembly times and machines' out-of-service periods.**"

ELECTRO-KUT: A TYPICAL LAVAL COMPANY

Electro-Kut was founded in 1986 by Christian Delisle and Ron Fournier; from the very beginning it was established in Laval and it intends to stay there. Since 2011, Electro-Kut is NADCAP-accredited for its EDM processes and is the only company in Quebec to hold this accreditation. Today, aerospace accounts for nearly 80% of its revenue.

For the President and CEO of Electro-Kut, a division of the DCM Group, Éric Ledoux, "**complexity is an advantage for the company. Constantly facing new challenges keeps employees motivated. In addition, the company has a very diversified pool of machining equipment. Almost all the people hired during the company's growth phases are still working there. It's important to note that nearly 40% of our employees live in Laval, which contributes to their quality of life.**"



- Mirabel Airport
- Montréal-Trudeau International Airport
- Port of Montreal
- United States
- ▬▬▬ Freight trains
- Transshipment



A STRATEGIC LOCATION

Located between Montréal-Trudeau International Airport and Montréal-Mirabel International Airport, Laval is at the geographic centre of the world's third-largest aerospace cluster.

The President of Aéro Montréal, Suzanne Benoit, says about Montréal and Laval: **"With more than 200 companies of all sizes specializing in aerospace, Québec is positioning itself as a major player on the international scene. 98% of the sector's companies are located in the Greater Montréal area, and the City of Laval itself is home to nearly 30 aerospace companies. The geographical proximity of all these companies is conducive to interaction and collaboration, and ensures the growth of our industry."**