

Interviews With French Government and Industry Officials (Paris, October 1991)

General Delegation for Armaments, Ministry of Defense

Jean-Paul Gillyboeuf, Director, Central Service for Industrial Affairs (SCM)

Jean Fournet, Director, Office of International Industrial Affairs

Isabelle L'Ebrellec, Office of European Affairs

Paul-Ivan de Saint Germain, Director, Directorate of Research, Studies, and Techniques (DRET)

Ministry of Industry and Foreign Trade

Jean-Paul Devilliers, Senior Defense Official

Aerospatiale

Jacques Batistella, Corporate Vice President for Industrial Strategy and Business Development

Chantiers de l'Atlantique

Jean-Mattieu de l'Epinois, Naval Sales Manager

Constructions Industrielles de la Mediterrande (CNIM)

Michel Tauzin, Marketing Director for Military Materiel

Gen. Georges Etchanchu, Military Adviser

Roland Marcillat, Chief of Commercial Service, Defense System Division

Dassault Aviation

Gilles Marcoin, Vice President for Business Development

GIAT Industries

Norbert Charbit, Director General

Bernard Bourge, Managing Director for Europe

Michel Barrier, Director of Research and Development

Matra

Philippe Cothier, Director, Department of Strategy and Development

SNECMA

Michel Coquelet, Director, International Business Development

Thomson-Brandt Armaments

Jose A. Massol, Chief Executive Officer

Thomson-CSF

Jean Boulange, Area Manager, International Division

Pierre Lepetit, Director of Technological Cooperation, R&D Division

Jean-Pierre Pujes, General Management Division

Bertrand de Fouchier, Vice President for North America, International Division

Pierre Gosselin, Vice President for Manufacturing and Quality Assurance