

## 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'Ebrelec, 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 Meditterande (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