

CCC a facilitator

New airport for Quito

As a Crown Corporation mandated to facilitate international trade, particularly in government markets, the **Canadian Commercial Corporation (CCC)** has helped thousands of companies from across Canada close export deals worth more than \$30 billion and facilitated sales to foreign governments in more than 100 countries. The construction of a new airport in Quito, Ecuador is a project CCC is currently involved in.

The Mariscal Sucre Airport in Quito was originally built in the valley at one

end of the city to be used by propeller aircraft, which had to avoid the surrounding mountains. As the city expanded and grew around the airport, the facility became more difficult for the newer, larger jet aircraft. Due to lack of land required for expansion, plans were developed for a new facility to be built approximately 18 kilometers outside the city.

To expedite development of the new airport and to follow a fair and transparent procurement process, Corporacion Aeropuerto Y Zona Franca del Distrito Metropolitano de Quito (CORPAQ)—the entity authorized by the Municipality of Quito to build, manage and maintain the new airport—entered into a “Swiss Challenge Agreement”, with CCC acting on behalf of a Canadian consortium consisting of **Aecon Group Inc., Marshall Macklin Monaghan and Airport Development Corporation (ADC)**.

This agreement required CCC to submit a proposal for the design, engineering, construction and operation of the airport, which would be used as the baseline against which other offers would be compared. Ultimately, CCC and the Canadian consortium were granted the construction and concession rights to the airport and invited to negotiate the respective agreements.

The Canadian consortium, led by Aecon, had originally approached CCC in 2000 to assist them with the project and take the lead as prime contractor on this deal because of CCC's experience and expertise in export contracting and transactions with foreign governments. The group believed their offer would be strengthened if the construction contract would be executed on a government-to-government basis.

Put the power of Canada behind your export sales



The **Canadian Commercial Corporation (CCC)** is a Crown corporation mandated to facilitate international trade, particularly in government markets. Acting as a prime contractor, CCC signs export contracts which provide access to markets for exporters and a government-backed performance guarantee for buyers. CCC also assists exporters to increase their pre-shipment working capital from commercial sources, and offers its international contracting expertise on a fee-for-service basis. When it comes to exports, CCC means credibility, confidence, and contracts.

For more information, contact CCC, tel.: **(613) 996-0034**, toll-free in Canada: **1-800-748-8191**, Web site: **www.ccc.ca**

Technical and commercial discussions followed the award of the tender and, in September 2002, CCC and CORPAQ signed a full set of agreements that allow for CCC to act as the prime contractor on the construction of the new airport and a Canadian-led consortium called Quiport to operate the airport's post-construction. CCC will subcontract 100% of the construction to Aecon.

Quiport is also responsible for raising project financing—a task in which CCC is not involved. In addition to other financiers, the Overseas Private Investment Corporation (OPIC) of the United States has already expressed interest in financing US\$200 million for this project.

Final Canadian government approval is pending, and a number of conditions—precedent to the start of this project—includes the completion of a satisfactory environmental assessment

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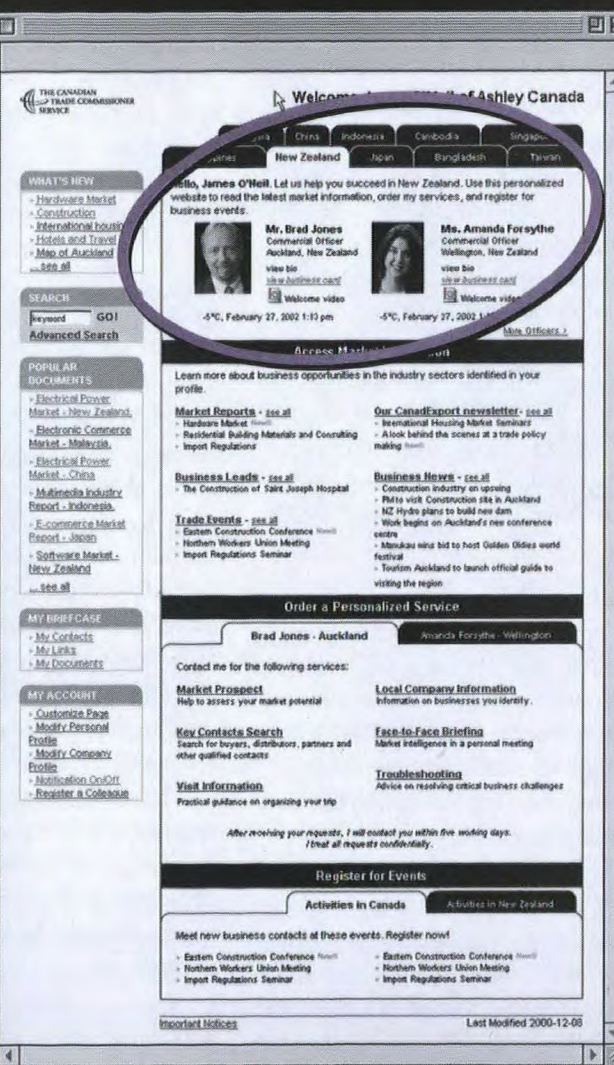
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