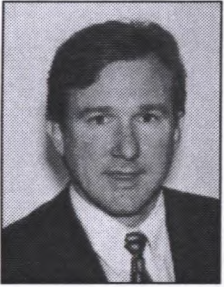




**Canadian Airlines**  
 #2800 - 700 - 2nd Avenue  
 Calgary, Alberta  
 T2P 2W2  
 Tel: (403) 294-2000  
 Fax: (403) 294-2066  
 E-mail: comments@cdnair.ca  
 Web Site: www.cdnair.ca

**Mr. Rob MacLean** - Vice President Sales, North America  
**Mr. Paul Trihey** - Director Corporate Sales, Québec and Atlantic Canada



**Key products/services:**  
 Full service airline

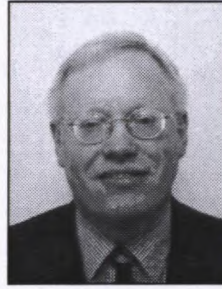
Canadian Airlines is a full service international passenger and cargo carrier that was formed in 1987. Canadian and its regional partners carry more than 12.5 million passengers to more than 245 destinations worldwide, including seven in Asia, more than any other carrier in Canada.

Canadian is a founding member of the oneworld™ alliance. The alliance serves more than 650 destinations around the world.

Canadian Airlines' core business strategy is to build its rapidly expanding Vancouver hub into the leading gateway between North America and Asia. A recent expansion of the hub has improved connections from a possible 525 in 1998, to more than 1,500. A key driver in this plan is leveraging Canadian's relationship with partners in the oneworld alliance.

In January, Canadian Airlines launched a new brand, highlighted by the "Proud Wings" logo. The new brand serves as the packaging for all the recent initiatives implemented to attract and retain a greater share of the business travel market.

## ENVIRONMENT



**Canadian Commercial Corporation**  
 50 O'Connor Street, 11th Floor  
 Ottawa, Ontario  
 K1A 0S6  
 Tel: (613) 996-0043  
 Fax: (613) 992-2134  
 E-mail: douglas@ccc.ca  
 Web Site: www.ccc.ca

**Mr. Douglas Patriquin**  
 President

**Key products/services:**  
 Export agency of the Government of Canada

The Canadian Commercial Corporation (CCC) is an export agency of the Government of Canada which helps buyers around the world gain access to the best in Canadian goods and services. The CCC acts as the prime contractor whenever a buyer prefers such involvement on the part of the Government of Canada or when purchasing from a Canadian source of supply. In the process, the Corporation provides the buyer with a guarantee of contract performance, backed by the Government of Canada, which is a major benefit to customers. Governments throughout the world have long been major purchasers of Canadian goods and services through CCC.

### WHY USE THE CCC:

- minimizes risk to the buyer;
- simplifies the procurement process;
- facilitates a sole-source negotiated sale;
- assures customer that proposed Canadian supplier is considered to be financially & technically capable of conforming with bids, specifications, contract terms and warranty;
- monitors & manages performance in accordance with contract terms.