

projects, it brought to Francophone Africa, its first overseas market, North American technology in the language of the area – and it was an easy step for the bilingual staff to extend this into the English-speaking areas of Africa and then to other parts of the world. Meanwhile, through the purchase of other large Canadian engineering firms – Shawinigan, MacLaren, Foundation Engineering (Fenco) – and a host of smaller firms, it acquired the skills necessary to undertake almost any sized project, anywhere.

Foreign acquisition

Its latest foreign acquisition was the engineering and research and development arm of Lafarge Ciment Cie of France, one of the world's biggest integrated cement companies, well known in Canada for its purchase of the former Canada Cement, Canada's largest. In addition to the advanced technology in the cement and fine chemicals field, the acquisition gives Lavalin a high profile in the French and European Common market.

Although as a privately owned company Lavalin does not produce a consolidated financial statement, chairman Lamarre in the company's latest annual report (1982) set the firm's fee turnover for the year at \$230 million, exclusive of construction activity. Of this a quarter to a third is generated by Lavalin International in the export market according to vice-president, Jean-Claude Villiard.

To maintain effective control of the worldwide operations of Lavalin International, the company's international arm, each of the five regions has been assigned a vice-



Hydra submersible, workhorse of Lavalin Ocean Systems fleet.

president at head office in Montreal who acts as regional anchorman.

It also maintains regional offices in Bogotá, Colombia, for South and Central America and the Caribbean; in Paris and Abidjan, Ivory Coast, for Western Europe and Francophone Africa; in Rome and Lagos, Nigeria, for Anglophone Africa; in Djakarta, Indonesia, and Manila, the Philippines, for Asia and the Pacific Rim. There is no permanent office yet for the Middle East and Eastern Europe.

Part of the company's development are the joint ventures with American firms, namely Lavalin Offshore's association with Earl and Wright of San Francisco and the Houston-based Solus Ocean Systems. Earl and Wright-Lavalin is a successful partnership working on design and procurement for Gulf Canada's Beaufort Sea projects and conceptual studies on the size and cost of platforms off Nova Scotia's coast.

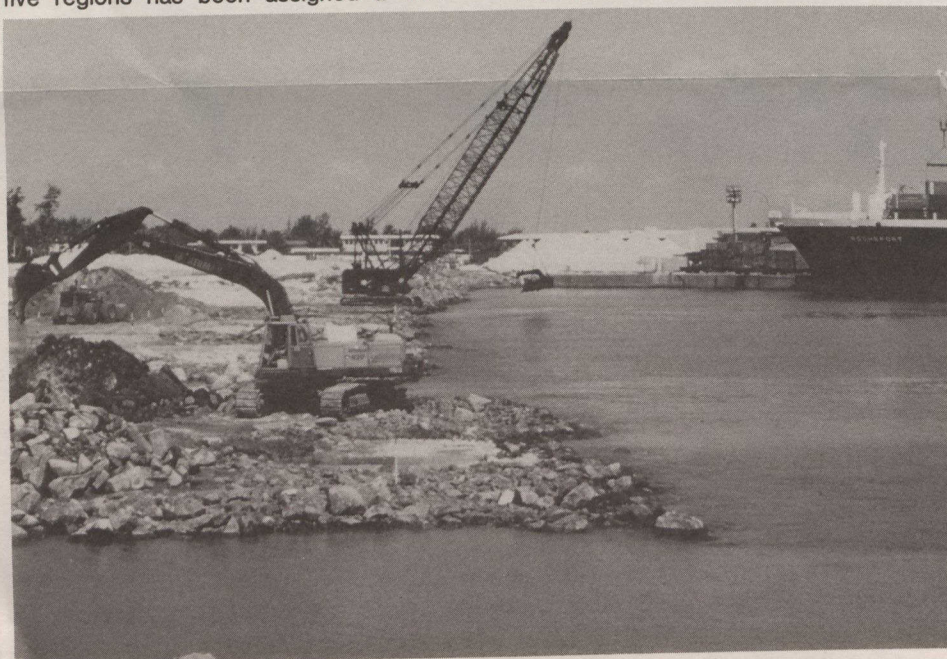
Lavalin Ocean Systems – the Solus venture – has made great progress in manned and unmanned diving vehicles and engineering and maintenance of drilling vessels.

Lavalin's other technical divisions are no less impressive. Fenco Engineers Inc. is the world leader in ice technology. Based on the work of Dr. Hans Kivisild, Fenco engineered the first floating ice platforms and ice roads in the Arctic Archipelago.

Petrotech-Lavalin contributes marine pipeline studies and technology. It recently completed a study in the Gulf of Thailand. This study on the cost and design of subsea pipelines, offshore compression platforms and onshore compression facilities, was accepted by the Asian Development Bank.

And Lavalin Offshore has become the subcontractor to North Atlantic Contractors – a venture of Norwegian Contractors, Lundrigan Group Ltd. and Dillingham Contractors – to provide engineering services for concrete structures off the coast of Newfoundland.

(From an article in Canada Commerce.)



Graetz Photos

Construction supervision of Cotonou Port extension in the Republic of Benin.