

Leading Montreal Company on a Roll with Ankara Mega-Transit Project

A stellar example of collaboration between Canadian and Turkish firms is the Ankara Rapid Transit System. The 14.5-km heavy rail system — which opened in the fall of 1997 — is being financed and built by a Canadian-Turkish consortium led by SNC-Lavalin International Inc.

The engineering-construction company of 6,500 employees, which has offices across Canada and in 30 other countries and operations in more than 85, worked with Turkish partners Gama and Guris, who were responsible for the civil and structural works, including stations, and installation of all electrical and mechanical equipment. Vehicles were supplied by Bombardier/UTDC, and financing, set up by SNC-Lavalin, came from Canada and the United Kingdom.

“As Canadians working with our Turkish partners,” recalls SNC-Lavalin’s Group Vice-President Mario Laudadio, “we spent eight years in the bidding and negotiation before the start of work [in 1993]. Patience and persistence were virtues,” he adds. “Long-term relationships take time to build.”

According to Laudadio, who had four years of local involvement on the \$660-million Ankara project, a plus for Canadians working in Turkey is the similarity of management styles and business practices, since

many Turkish executives apply principles learned in studies in North America.

Canadians strong alternative

Canadian suppliers of services and products, who are known for expertise, competitiveness and compatible attitudes, are, according to Laudadio, viewed by Turkish business leaders as a strong alternative to American and European business cultures.

SNC-Lavalin’s own success is ample proof: its other involvements in Turkey have included feasibility studies for the Bosphorus tunnel crossing between the Black Sea and the Sea of Marmara; modernization of the Batman Refinery; realization of the zinc-lead complex in Kayseri; and, most recently, a new contract to upgrade the Bagfas phosphoric acid plant.

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Ottawa Company Wins Lucrative Contract in the U.S. through CCC

ActiveSystems of Ottawa has been awarded an order to provide document conversion services to the Naval Regional Contracting Office in Washington D.C., through the Canadian Commercial Corporation (CCC).

The only Canadian company among the three that won the orders (the other two are U.S.-based), ActiveSystems could receive eventual orders totalling US\$67 million — and a potential US\$13 million of that amount in the first year.

The order is related to a U.S. Navy project to convert technical manuals

and other documents into standardized electronic format. ActiveSystems won the business based on best value to the U.S. Navy and its track record with satisfied buyers in both the United States and Canada.

“This contract award underlines the potential for small Canadian companies that partner with the Canadian Commercial Corporation,” said company president J.R. Davies.

Mr. Davies pointed out that the project could mean continuing part-time employment for up to 700 university and college students in Ottawa

and surrounding areas. As well, the facilities to be put in place for the contract will place ActiveSystems in a strategic position to compete for other international contracts.

“Small businesses such as ActiveSystems are ideally positioned to win business in the U.S. market,” commented Paul McKenna, Manager of U.S. Operations for the Canadian Commercial Corporation. “I am pleased that CCC is able to help these firms with superior technologies to expand beyond the domestic marketplace.”