



The Tintaya copper concentrator, an SNC project recently completed in Peru, stimulated the export of \$90 million worth of Canadian goods and services.

Profile 2

SNC Inc.

The SNC Group of Montreal, Quebec, is one of Canada's largest companies providing project management, engineering, procurement, construction and commissioning services for capital projects. Founded in 1911, The SNC Group now has more than 4,000 employees generating yearly total sales of over \$200 million.

SNC Inc. is the largest subsidiary in The SNC Group, contracting for most of its overseas projects. Although a large-scale exporting company today, SNC Inc. made its first attempts to break into the international marketplace less than 25 years ago. At that stage, The SNC Group realized that further growth would have to come from sales outside Canada. By 1982, its procurement of goods and services for export had grown to \$114 million, up 73 percent from 1981. Its export markets in 1982 were Latin America and Asia.