

—Continued from page 1

Canadian engineering genius shines in U.S.

That is how Dupras Ledoux's services came to be retained by the American architects in charge of building a hotel that was to include a theatre for the Cirque.

"It was the most complicated project we had ever taken on," admitted Dupras, who was awarded a US\$20-million contract for the installation of lighting, air, plumbing and other systems for the US\$50-million theatre.

Known as "O", the new facility, which was completed in late 1998, was designed to provide two micro-climates within the theatre: one for the spectator area, with a constant temperature of 72° F and a humidity level of 30 per cent, and another for the "stage" area, which features a swimming pool used by the performers, with a temperature of 84° F and a humidity level of 45 per cent.

"Our greatest feat," Dupras stated with pride, "was managing to create the two micro-climates side by side within the same room, without any physical barrier between them."

Other daring innovations

Challenges are not new to the consulting firm of Dupras Ledoux, which was founded 40 years ago, and has a staff of 35.

"We work in one field only, that is, mechanical and electrical engineering for buildings," explained Dupras. "We deal with ventilation, air conditioning and heating, lighting, telecommunications, Internet, alarm systems, fire protection systems — in short, everything that makes a building work."

The firm has completed a number of projects in Montreal itself, including

the electrical and mechanical systems for Ex-Centris on St. Laurent (which has a theatre where each seat has a fresh air outlet) and Phase IV of the campus of the Université du Québec at Montreal, the first building with desks equipped with air induction systems.

Consulting Engineer for its work on the "O" project in Las Vegas.

This does not mean that the consulting firm now intends to sit on its laurels.

"We are already the only ones who use photo-realistic lighting simulation. One project in the works involves

Montreal Engineering Firm Breaks into U.S. Market



André Dupras,
President of
Dupras Ledoux

How does this small firm succeed in landing these types of contracts?

"Word of mouth — we get recommendations from architects and developers in Montreal who have come to know us,"

said Dupras. "That was how we were recommended in 1995 for the mechanical and electrical engineering work in a hospital in Russia and for six technical secondary schools (each comprising 26 buildings) in Cameroon, where we used computerized construction plans for the first time."

Recognition and new challenges

It comes as no surprise that, a few months ago, Dupras Ledoux's creativity and achievements were recognized when it was selected to receive the most prestigious engineering award in Canada, the Schreyer Award, from the Association of Consulting Engineers of Canada and *Canadian*

simulating the effect of outside lighting on the interior of a building," indicated Dupras, who has always sought ways to enhance comfort and improve resource performance.

Believing that government assistance was only for large Canadian corporations, Dupras had never sought such support.

"But as a result of the interview for this *CanadExport* article," Dupras pointed out, "I now realize that government programs are actually aimed at small businesses such as Dupras Ledoux. I therefore intend to contact the International Trade Centre in Montreal to find out how the trade commissioners could help us to more effectively promote our expertise abroad through, for example, the computerized WIN Exports network, of the Department of Foreign Affairs and International Trade."

For more information on Dupras Ledoux, contact its president, André Dupras, at (514) 381-9205, fax: (514) 381-1350, Internet: www.dupras.com *

Looking for Export Opportunities?

Make sure you are registered in the WIN Exports database, which is used by trade commissioners abroad to promote your company's capabilities to foreign buyers. Fax your request for a registration form to 1-800-667-3802 or (613) 944-1078. Or call 1-800-551-4946 (613-944-4946 from the National Capital Region).

