

AÉR MONTRÉAL ELECTRONIC NEWSLETTER REAL ESTATE AND COMMERCIAL SERVICES

MESSAGE FROM CHARLES A GRATTON

happening at Aéroports de Montréal (ADM). At Montréal-Trudeau, work by Broccolini to build a new multi-tenant building is progressing well, and a number of new, well-known retail and restaurant concessions are about to enrich the experience of travellers in our terminal. At Montréal-Mirabel, dismantling of the former passenger

As you'll see when reading this edition of the newsletter, a lot is

terminal is continuing, but that hasn't hampered operations at this international-calibre industrial and all-cargo airport. Montréal-Mirabel is home to dozens of companies, 96% of which are in the aerospace sector. Stelia Aerospace, Pratt & Whitney, Mecachrome and Bombardier are some of the major players located there, helping make the Greater Montréal area the world's third-largest aerospace cluster.



Some 20 cargo carriers also operate out of Montréal-Mirabel, handling close to 100,000 tonnes of goods a year. Major shippers such as FedEx, UPS and Cargojet are among them, taking advantage of the two 12,000 ft (3,650 m) runways, certified for wide-body cargo aircraft and able

to handle around 40 aircraft movements per hour, 24 hours a day, 7 days a week. The 5,124 acre (2074 ha) site has huge growth potential, and we are convinced that it has all the necessary assets to become a major hub for any all-cargo carrier. In conclusion: please take a look at our new feature, Meeting. . ., which in each issue will give you a chance to get better acquainted with one of ADM's partners.

Enjoy!

WORK PROGRESSING ON NEW INDUSTRIAL BUILDING Aéroports de Montréal and Broccolini Construction recently signed a 40-year lease for a site

REAL ESTATE DEVELOPMENT

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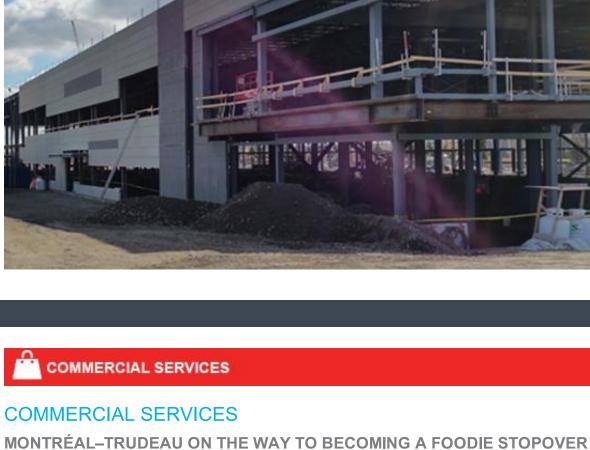
building an industrial building on the land, which will have 26, 663 m².

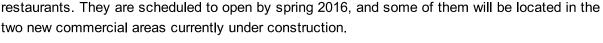
On the job site, work is moving steadily forward, as Broccolini Project Manager Eddy Carbone explains, giving an overview of current activity: "The site preparation work was done last fall, and the toundations, which we started pouring in February, are now complete. By mid-April the steel framing was about 50% built and we'd started on the roof structure. Work to build the outside

along Chemin de l'Aviation near Montréal-Trudeau Airport. Broccolini is in the process of

on schedule, and we expect to deliver the building in September 2015." Construction is proceeding according to stringent standards, and the building is expected to receive LEED (Leadership in Energy and Environmental Design) certification. "Another big plus is that we have an exceptional location, near the junction of highways 20 and 40 and in close proximity to the airport."

walls started in late April, which will enable us to tackle the interior finish work in June. We are





two new commercial areas currently under construction.

2004 to a forecast 15 million in 2015, is one factor that prompted Aéroports de Montréal to revitalize the

The increase in passenger numbers, from 8 million in

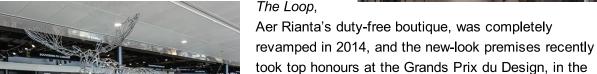
Trudeau terminal's food-services offering. "We

category Retail Space Over 5,400 sq ft.

With concession contracts signed with HMSHost and SSP America, two of the world's leading

providers of food services for airport terminals, Montréal-Trudeau will soon gain 17 new

understand that the pleasure of fine dining is a huge plus in ensuring a positive airport experience for travellers," explains Charles A Gratton, Vice-President, Real Estate and Commercial Services," adding: "So we wanted to offer them a broad range of dishes and flavours that reflect Montréal's growing reputation as a fine-food destination."



recognizes

work by all

way very easily: "We wanted travellers to have an environment that is both high-end and warmly welcoming, where they can feel relaxed. It was also important that they have a strong sense of being in Canada, so the store design incorporates some emblems of the country, like the moose sculpture and the wood beams. At Aer Rianta, we strive to be trend-forward, and we've certainly

Hurley's Irish Pub and QDC Burger. MONTRÉAL-TRUDEAU DUTY-FREE **BOUTIQUE WINS DESIGN AWARD**

As a result, several notable establishments will be gracing Montréal-Trudeau, offering something for all tastes and all budgets. They include Auberge Saint-Gabriel, Urban Crave, Montréal Cuisine de rue,

the teams who took part in the project: ours, the design team and the architecture team, as well as Aéroports de Montréal's various teams. We are very proud indeed of this distinction," says Seamus Holmes, General Manager, Aer Rianta International. The jury members were particularly impressed by the clarity of signage and reliance on an international look complemented by hallmarks of Canadian identity. As Mr. Holmes says, the boutique stands out for its open, brightly lit and refined space, which helps customers find their



Canadian jeweller Metalsmiths Sterling now has a commercial presence at Montréal-Trudeau. The luxury sterling-silver manufacturer opened its doors during the winter along the transborder jetty, near Gate 80, and another store is slated to open in summer 2015 in the international area. About Metalsmiths Sterling™ Edmonton-based Metalsmiths is one of Canada's leading sterling-silver jewelry manufacturers. For nearly

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15 years, it has marketed a vast selection of

handcrafted, modern, UK-inspired pieces, with quality that rivals that of the finest jewelry houses worldwide. It has some 30 exclusive collections, offered for sale in select prestige boutiques and airport terminals in

MEETING Creebec

world. I never regretted it."

Role

VAL-D'OR After 15 years in the pulp & paper industry, Sylvain Dicaire made the switch to aviation. "I was offered the position of Chief Financial Officer with Air Creebec," he tells us. "I accepted immediately because aviation is a dynamic industry that attracted me, among other reasons because it's all about openness to the

Challenges Aviation is well known as an industry with fierce competition, which means companies have no choice but to keep rethinking their methods if they want to ensure success. "I handle all the calls for tenders relating to charter flight requests," Mr. Dicaire explains. He adds: "To retain our market share, the bottom line is we have to offer our customers superior value for money. But

Mr. Dicaire appreciates the fact that Air Creebec's size means he can be hands-on with all

was in regular contact with the Real Estate and Commercial Services team, for instance."

facets of its finance and accounting. His primary role is as counsel to senior management for its financial decisions, but he also manages projects on occasion. Those include the building of the 54,000 ft² (4,060 m²) hangar that Air Creebec owns at Montréal-Trudeau. "It was a large-scale project, completed in a short timeframe, and I worked closely with Aéroports de Montréal on it. I

Vision for the future With the Plan Nord now restarted by the Québec government, there is huge potential to be

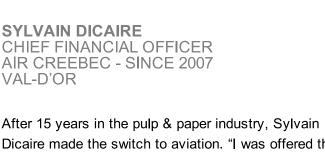
single day."

exploited in Québec's Far North. "We are very well positioned in that market," Mr. Dicaire explains. "So we know there will be great business opportunities for the taking in the years to come, and this will certainly help us grow." **About Air Creebec** Founded in 1982, Air Creebec mainly serves the James Bay and Hudson's Bay Cree

company employs 340 people.

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we also have to stay profitable. We use creativity and maximise our operations in order to deal with two important factors: fuel prices and the currency exchange rate with the U.S., which is where we source most of the parts needed to maintain our aircraft. That's a challenge every

communities, as well as hydropower and mining sites in Northern Quebec and Ontario. The



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succeeded with this boutique." METALSMITHS STERLING JEWELLERS OPENS

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