

# How to successfully access the mining supply chain:

A one day workshop for manufacturers



**Tuesday, May 18<sup>th</sup>**

Saskatoon

**Thursday, May 20<sup>th</sup>**

Yorkton

**Wednesday, May 26<sup>th</sup>**

North Battleford



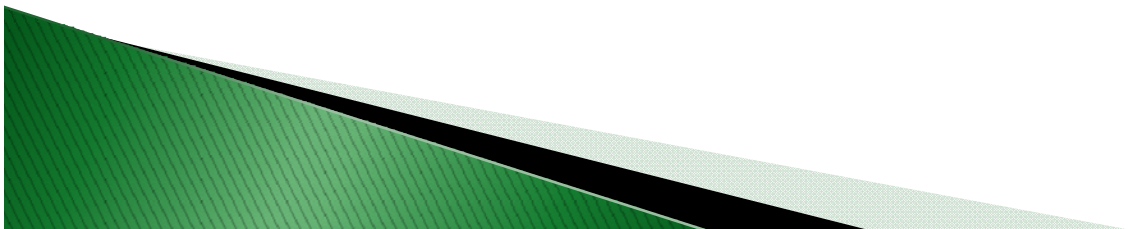
# Access the Opportunity!

- ▶ It is projected that \$43 Billion will be invested in capital mining projects in Saskatchewan over the next 20 years.

## » Discover:

- ▶ How your company can participate in this opportunity
- ▶ What it will take for you to succeed
- ▶ How to stay competitive in the global market place.

**BEING LOCAL IS NOT ENOUGH!**

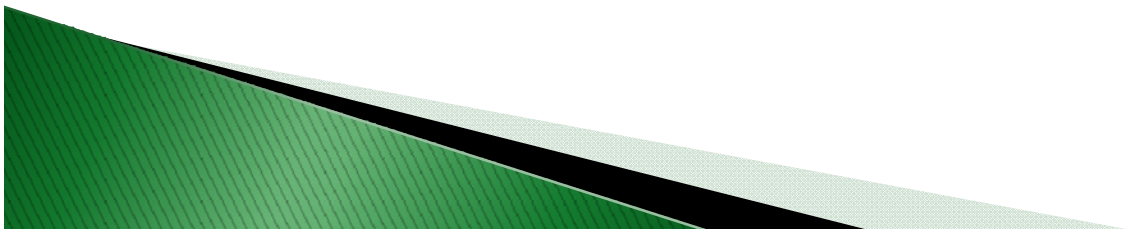


# Access the Opportunity!

- ▶ Join us for a day full of practical advice from experts in the industry and get answers to all your questions.

## »» Key Topics Will Include:

- ▶ Understanding the Supply Chain process
- ▶ Practical advice from consultants and corporations
- ▶ Supplier pre-qualification (ISNetworld)
- ▶ Trends in drawing techniques (3-D Modeling)
- ▶ Quality Management

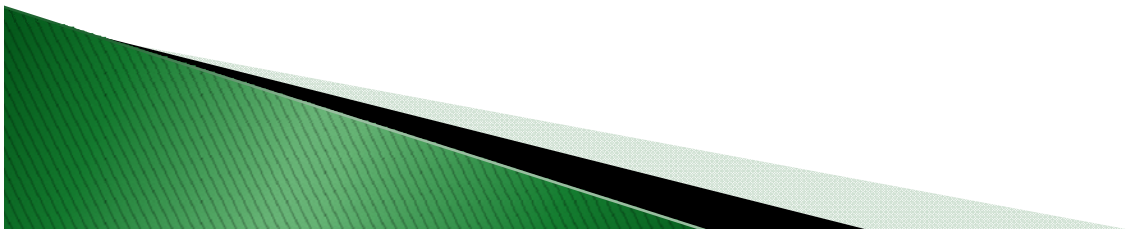


Learn from the experts

# Participants in Project Include:

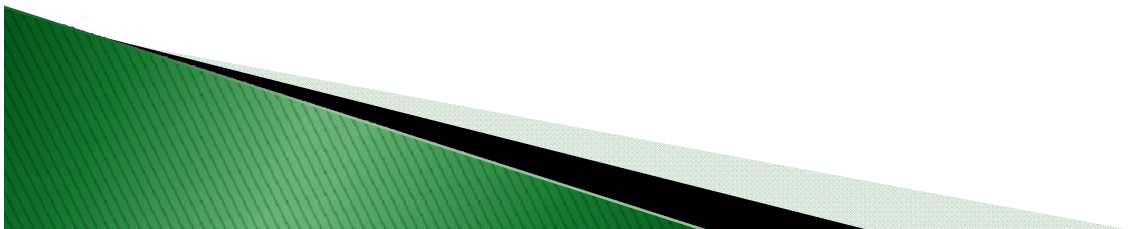
Corporations	Consultants
PotashCorp	Hatch Ltd.
Mosaic Potash	AMEC Americas Ltd.
Agrium	Wardrop Engineering Inc.
Cameco Corporation	March Consulting Associates Inc.
Areva Resources Canada Inc.	MDH Engineered Solutions Corp.
BHP Billiton	
Potash One Inc.	

- Completed on-line survey and face to face interview



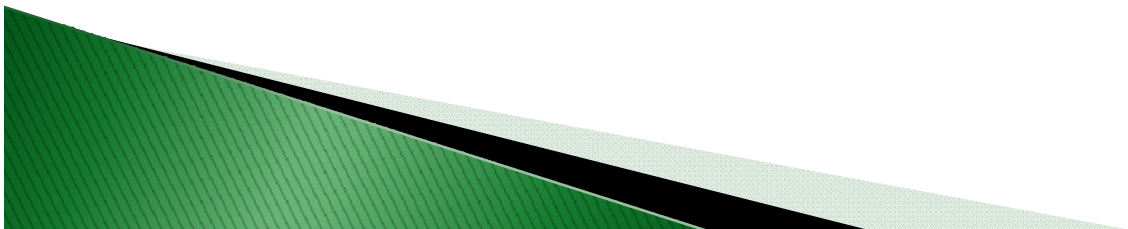
# Confirmed Speakers Include:

- ▶ **Barry Schmitke, P.Eng** | Vice-President of Mining for March Consulting, possesses over 30 years of local & international mining experience and expertise, specifically in uranium.
- ▶ **Lucien Nel, M.Sc., CSP, CIH, OHST** | 30 years of experience in industrial health & safety, environment, quality and risk management with specialized experience in potash mining and construction.
- ▶ **Rob Wilson, MBA, P.Eng** | 25 years of engineering, construction and project management experience, 20 of which were spent in Saskatchewan's manufacturing sector.
- ▶ **Pauline McGuirk** | 15 years of experience in purchasing within the mining and natural resource industries.
- ▶ **Jared Miner** | Mechanical Engineer with expertise using ISNetworld contractor qualification program.



# Workshop Facilitators:

- ▶ **Renee Alvi, P.Eng, PMP** | A project manager with 10 years of experience in the manufacturing industry, working closely with fabricators and suppliers. Her background includes experience in project management, product introduction processes, process improvement methods, manufacturing processes, quality assurance systems, and data management systems.
- ▶ **Sarah Leslie, BA** | 5 years of experience providing communications and marketing services to the engineering and mining industry, where she has designed and implemented the company image and marketing programs for companies in the United Arab Emirates, Iraq, Calgary and, currently, for March Consulting Associates Inc.

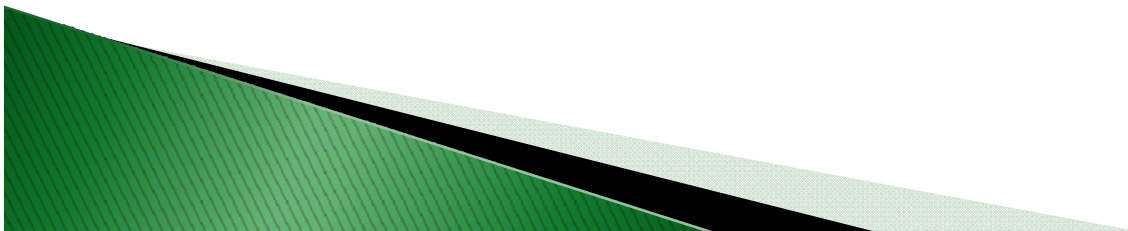


# The workshop will cover 3 main areas:

- Overview of the Mining Industry  
Market Intelligence  
Keys to Success

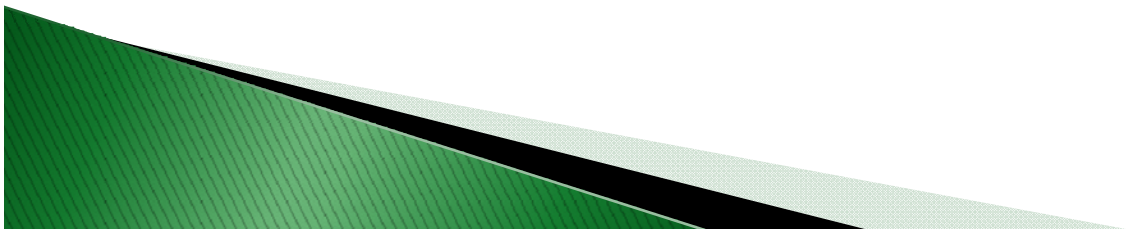
# Overview of the Mining Industry

- Presented By: Barry Schmitke
  - ▶ Global, National, Provincial Overview
  - ▶ Overview of mining processes



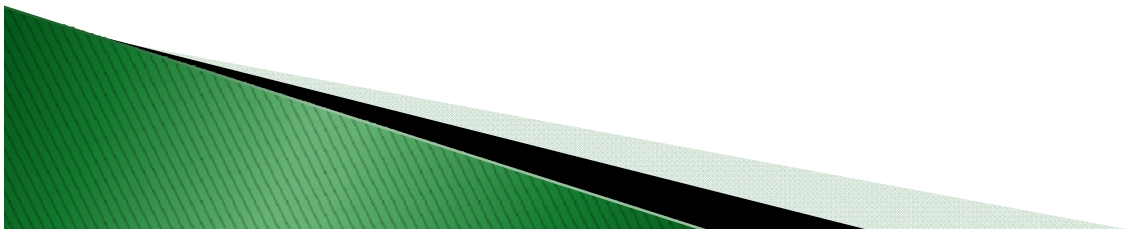
# Market Intelligence

- Presented By: Pauline McGuirk
  - ▶ Your Customer: Key Producers and Consultants
    - ▶ Including local current and future projects
  - ▶ Supply Chain Processes
  - ▶ Equipment and Services
  - ▶ Supply Opportunities
    - ▶ Local, Global



# Keys to Success in supplying the Mining Industry

- Presented By: Rob Wilson & Jared Miner
  - ▶ Marketing your company
    - ▶ Business Development
  - ▶ New Supplier: Pre-qualification processes
    - ▶ ISNetworld
  - ▶ 3-D Modeling

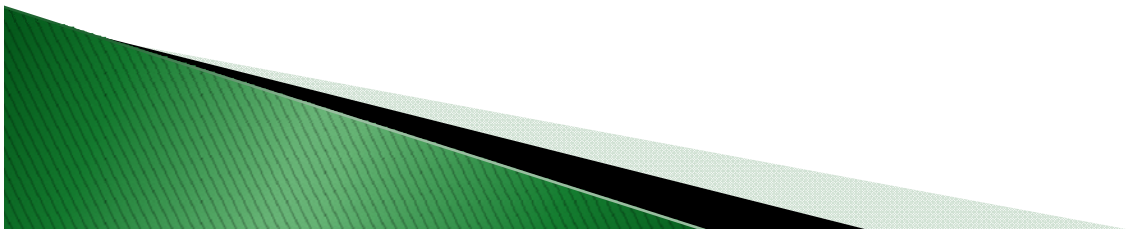


# Keys to Success in supplying the Mining Industry

- Presented By: Lucien Nel
  - ▶ Quality Management: Understanding, meeting and exceeding the standards
  - ▶ Advice from corporations and consultants

**DON'T SACRIFICE QUALITY  
TO REDUCE COST!**

*– RALPH SANDERS, CORPORATE PROCUREMENT MANAGER,  
POTASHCORP*



Registration details to be  
sent out next week

For more information please  
contact:

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