



# AGS Project Supplier Development Session

St Lawrence

20<sup>th</sup> April 2016

**UNEARTH THE POTENTIAL**

# You and Canada Fluorspar Inc.

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- Our vision is sustainable, responsible local procurement that positively contributes to a resilient supply chain, and the economic and social development of the communities in which we operate.
- By engaging local businesses in our supply chain, we can make a significant positive contribution to our host communities.
- Effective local procurement practices can
  - contribute to job creation and skills development
  - improve efficiencies in our supply chain by lowering logistics costs
  - facilitate secure access to critical goods and services.



# You and Canada Fluorspar Inc

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- CFI plans on developing guidelines and tools, building internal capacity to support the policy and assisting our mining operations to develop local procurement strategies.
- CFI also plans to increase supplier development initiatives.
- However, Canada Fluorspar Inc. does not have all the answers.
  - One size (100% local procurement) does not fit all in this undertaking to find, mentor and support local suppliers technically and commercially
  - Canada Fluorspar Inc. will also invite International vendors to register as a vendor.





# Bid Packages To Be Issued

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- Earthworks: 2 packages.
- Civils
  - divided into 2 packages
  - first package already issued.
- Mechanical: 31 packages
- Electrical and Instrumentation: 14 packages
- Pre-engineered Building: 1 package
- Other Building: 1 – 2 packages
- Pipe supply and installation: 1 package
- Mechanical installation: 1 package
- Plate work and tank supply and installation: 2 – 3 packages
- Structural steel supply and install: 1 package
- Electrical supply and install of bulks: 1 package
- Marine facilities: 1 – 2 packages



# Potential Local Business

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## Yes:

- Earthworks (NL Contractor)
- Civil - second package (NL Contractor)
- Pipe supply and installation (Possible NL Contractor)
- Mechanical installation (Possible NL Contractor)
- Plate work and tank supply and installation (Possible NL Contractor)
- Structural steel supply and install (Possible NL Contractor)
- Electrical supply and install of bulks (Possible NL Contractor)
- Marine facilities (Possible NL Contractor)

## No

- Mechanical
- Electrical and Instrumentation
- Pre-engineered building
- Other building



# Local Business Opportunities – Construction & Operation

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## Greater St Lawrence Business Opportunities

- Construction Phase:
  - Fabricate and install security gate
  - Design, supply and install upgrade of bridge 1
  - Road maintenance
  - Renovation of warehouse
  - Provision of skilled and semi skilled labour
  - Provision of equipment operators
  - Site Security
- Construction and Operation Phases:
  - Supply and install fencing
  - Office maintenance
  - Supply of light vehicles
  - Service of light vehicles
  - Supply of light vehicle tire
  - Service of tires, light vehicles
  - Supply and fabrication of hydraulic hose
  - Supply of Personal Protective Equipment.



# Local Business Opportunities - Construction and Operation

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- Construction and Operations Phases:
  - Stationery / general office supply
  - Fuel supply
  - Oil and lubricant
  - IT support
  - IT consumable supply
  - IT hardware supply
  - General hardware supply
  - Accommodations
  - Shuttle service to and from St Lawrence to site
  - Shuttle service to and from St Lawrence to St John's
  - Transport from St John's harbour to site
  - Site Security





# How to Become a CFI Vendor

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- Suppliers interested in pursuing opportunities with Canada Fluorspar Inc. are encouraged to take the following steps:
  - Learn about [our business](#) and understand [our expectations](#) of suppliers.
  - Complete our Supplier Registration form.





# How to Become a CFI Vendor

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- Self-registration application represents an expression of interest from the supplier to conduct business with CFI.
- Once submitted, your details will be assessed for inclusion on our prospective supplier database.
- Should your application be successful, your details will be maintained amongst a pool of prospective suppliers or be put through full trade qualification should CFI wish to conduct business with you.
- Should your services be specifically required you will be requested to complete a more comprehensive profile. Although you have submitted information, you may be required to complete additional manual forms.
- CFI reserves the right to verify all credentials submitted therein, prior to qualifying any supplier as an approved trade vendor / service provider.
- Once registered, you will receive an email notifying you of the outcome.



# How to Become a CFI Vendor

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- Registration, or indeed full trade qualification, does not guarantee any business from CFI, nor does it represent a contractual agreement or arrangement in any way.
- Potential Suppliers will be notified of specific opportunities via Request for Quotes (RFQ) or tender published on our tender boards on the CFI website.

## Forms to be completed:

- Prospective Provider Application Template
- Vendor Registration Application
- Supplier Code of Ethical Conduct



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Q&A

Thank You

