



## Buyer Profiles:

---

### Alberta Infrastructure & Transportation

Location: Edmonton

Number of Employees:

Core Products and Services:

The Ministry's responsibilities are wide ranging, however, our specific interests with respect to the 2008 National Buyer Seller Forum is to advise Highway Construction and Consulting Engineering Companies and their major sub-contractors of our expanded program and the many opportunities within the Province.

Opportunities:

With our expanding road and bridge construction program, we are interested in meeting General Contractors with capabilities to take on our contracts in the areas of highway paving, granular base course, earth work and major bridge construction. We are also interested in meeting potential engineering consultants specialized in the design and construction supervision of grading, paving, culverts and major bridge construction projects.

Our program is in the \$1.5 billion range and our tender calls normally range from \$1,000,000 to \$45,000,000 (our contracts are based on an end product specification). We tender year round with a significant component of our program tendered in the late summer/early fall of the proceeding year. Annually, the Ministry typically awards engineering assignments worth over \$80 millions totaling approximately 300 assignments. Please refer to our web site at <http://www.infratrans.gov.ab.ca/> for details and opportunities.

Partner Requirements:

- a) Safety Certification (Alberta),
  - b) Corporate Registration within Alberta,
  - c) 100% Bonding is required and
  - d) Specified Insurance Requirements.
  - e) Eligible to practice engineering in the Province of Alberta
- 

### Atco Structures Inc

Location: Calgary

Number of Employees: 400

Core Products and Services:

Modular builder

Opportunities:

- 1) Custom fabrication of stainless steel products such as canopies and tables
- 2) Millwork: Custom manufactured wood furniture for camp facilities
- 3) Certified metal fabricator for D.O.T requirement, mainly trailer for highway traffic

Partner Requirements:

Reliable source mainly for technical but also meet commitments

---

### Bantrel Co

Location: Toronto Ontario; Edmonton and Calgary, Alberta

Number of Employees: 3500+

Core Products and Services:

Engineering, Procurement, and Construction of facilities for major operators in the Oilsands.

Opportunities:

We procure capital equipment much of what is listed in the icosmo site, and services for transportation, installation

on site, etc.

The main areas we are interested in new suppliers to supplement our current supply base are for: Fabricated structural steel, Pressure Vessels, Shell and Tube Heat Exchangers, all from companies who build these as core business, and have in house engineering, and certification to CWB, ASME, etc. The sizes, quantities, and specifications are project specific. Being considered as a potential bidder for our project requirements would require prequalification by Bantrel and its client(s). Companies presenting to us at the One-on-Ones would be asked to bring a DVD of their facility, photos of completed equipment and a reference list of the equipment they have fabricated for companies like Suncor, Shell, Imperial Oil, Petro Canada, and orders they have delivered to other large EPC companies like Bechtel, Fluor, SNC-Lavalin, Jacobs. Companies should also be able to give us an indication of shop capacity and loadings expected for 2008. These visiting companies should also understand that our project purchases may be several months away depending on our project schedules so not to expect quick results from this forum.

Companies who only manufacture parts of these equipment items are not solicited.

Partner Requirements:

CWB, ASME Section 8, etc

---

### **Cameron Canada Corporation - Valves and Measurement**

Location: Edmonton

Number of Employees:400+

Core Products and Services:

Floating Ball Valves, Trunnion Ball Valves, Swing Check Valves, Engineered Valves and other valves used in the oil and gas sector.

Opportunities:

We have general requirements for supply in the areas of raw materials (metals), fasteners, elastomers, machining and specialty coatings.

Partner Requirements:

ISO9001, API, ABSA, PED, GOS, COR

---

### **Cameron Canada Corporation: Drilling & Production Systems**

Location: Edmonton

Number of Employees:140

Core Products and Services:

Wellhead Equipment for the Oil and Gas Industries

Opportunities:

Subcontracting (Machining & Welding)

Forged & Cast Products

Bar Stock

Rubber Components

Fasteners

Valves

API Equipment

Partner Requirements:

ISO Certification

---

### **Canadian Natural Resources**

Location: Ft. McMurray, Ab

Number of Employees:925

Core Products and Services:

Synthetic Crude Oil

Opportunities:

Operations & Maintenance Equipment, Supplies, Materials & Services. Fabrication, Engineering, Construction Services, major equipment and bulk material supply for Capital Projects

Partner Requirements:

To be CNRL Registered and Approved as Manufacturers, Suppliers and/or Contractors. Documented Quality Assurance and Health, Safety and Environmental Programs

---

## **Cessco**

Location: Edmonton, Calgary and Fort McMurray

Number of Employees:150-180

Core Products and Services:

Pressure vessels and large miscellaneous fabrication

Opportunities:

Large diameter castings

Platework fabrication

Miscellaneous structural fabrication

Partner Requirements:

CWB Certification

---

## **Chemco Electrical Contractors Ltd.**

Location: Edmonton

Number of Employees:1000+

Core Products and Services:

-Electrical Construction

-High Voltage Distribution

-Construction Management

-Electrical Maintenance

-Electrical & Mechanical Instrumentation

-High Voltage Testing & Commissioning

-Fibre Optics

-EHT Installations & Commissioning

-Data Networking

-CSA Assembly Shop

-Constructability

Opportunities:

1. Materials - Electrical, mechanical instrumentation, fibre optics, and data equipment

2. Equipment - Purchases and rentals

3. Specialty services - Civil, Pole Line and scaffolding

Partner Requirements:

---

## **Environmental Refuelling Systems/ERS Transport**

Location: Edmonton, Fort McMurray

Number of Employees:60

Core Products and Services:

Fuel, Fuel Delivery and Storage and Cardlock systems, Fuel Logistics

Opportunities:

Double-walled above-ground tanks, pumps and components, tanker trucks (Super-B, Bodyjob and slip tanks), point of sale systems

Partner Requirements:

Tanks must be ULC certified; all other components must be CSA approved

---

## **Fluor Canada**

Location: Calgary

Number of Employees:1500 (approx)

Core Products and Services:

Opportunities:

Partner Requirements:

---

## **Hitachi Canadian Industries Ltd.**

Location: Saskatoon

Number of Employees:289

### Core Products and Services:

Pressure Vessels, Wind Towers, Custom Machining and Fabrication, and After Sales services for steam, gas and hydro turbines.

### Opportunities:

HCI is sourcing materials and components for pressure vessel and heat exchanger manufacturing (i.e.:nozzle manufacturers, plate supply – clad, stainless, carbon, heat exchanger tubes, welding supplies, transportation, etc.)

### Partner Requirements:

---

## **Imperial Oil**

Location: Calgary

Number of Employees:

### Core Products and Services:

Producers of crude oil, manufacturers of petroleum products

### Opportunities:

Large construction contractors, suppliers of materials and services to the oils sands sector

### Partner Requirements:

COR safety recognition certificate

---

## **Ledcor**

Location: Edmonton

Number of Employees:2500

### Core Products and Services:

Construction, pipe fabrication and module assembly

### Opportunities:

- 1) Pipe fabrication
- 2) Construction - Industrial
- 3) Transportation
- 4) Supply Chain Consumable Supply

### Partner Requirements:

---

## **Lockerbie & Hole Inc**

Location: Sherwood Park

Number of Employees:2800

### Core Products and Services:

Fabrication, modules and construction

### Opportunities:

- 1) Fabrication, machining and supply of steel
- 2) Supply of mechanical, electrical and instrumentation materials
- 3) Supply of tools and equipment for construction
- 4) Supply of consumable products (safety, material handling, small tools)

### Partner Requirements:

---

## **Nexen Inc**

Location: Corporate: Calgary Site: Fort McMurray

Number of Employees:15,000 worldwide approx 200 on Long Lake Project

#### Core Products and Services:

Nexen is a Canadian-based, global energy company. Long Lake project out of Athabasca oil sands is key Alberta oil sands project involving steam-assisted-gravity-drainage (SAGD) for bitumen production and field upgrading.

#### Opportunities:

Rotating equipment, Pressure Vessels, Instrumentation, process, pipe, valves and fittings

#### Partner Requirements:

Services: Canqual Registered (must be registered to be a Nexen supplier. Do not have to be registered at time of meeting)

Materials: Certified reporting, reliable service level

---

### **Plains Fabrication & Supply**

Location: Calgary

Number of Employees:90

#### Core Products and Services:

Pressure vessels and skid mounted oilfield equipment

#### Opportunities:

Large component machining, laser cutting, stainless steel cutting and ASME registered fittings and components

#### Partner Requirements:

ASME and U-Stamp

---

### **SNC Lavalin**

Location: Edmonton

Number of Employees:310 in Edmonton, 30,000 worldwide

#### Core Products and Services:

Engineering Procurement Construction/Engineering Procurement Construction Maintenance Provider

#### Opportunities:

Material Suppliers, Fabricators. Subcontractors, Subconsultants, Technical Specialists, Testing and Certification Specialists, Inspection Services

#### Partner Requirements:

API, ASME, CSA, ANSI, ABSA, ISO, UL

---

### **Studon**

Location: Calgary

Number of Employees:300+

#### Core Products and Services:

Electrical & Instrumentation contractor providing construction and maintenance support to the Oil and Gas industry.

#### Opportunities:

- 1) Increased productivity (tools/software)
- 2) Industry related products which add value to our client offering

#### Partner Requirements:

---

### **Tarpon Energy Services**

Location: Calgary

Number of Employees:1200

#### Core Products and Services:

Braid Industrial Services

- \* Project mgt services for oil sands related projects
  - \* direct manpower focused on electrical and control construction
- Electrical and Control division
- \* 26 locations providing construction, start-up and maintenance services
  - \* CSA certified Panel Fabrication facility

Power and leasing Division

- \* Temporary power 15kW to 2MW
- \* Modular WTP and WTPP solutions

Process Division

- \* Design and manufacture line heaters, de-hys and separator packages
- \* Package equipment into modular format-fit for field

Opportunities:

- \* Structural Steel
- \* Provision of manpower

Partner Requirements:

- \* Published H, S, E and Q program
  - \* Shop capacity through 2010
- 

## **Total**

Location: Calgary

Number of Employees:

Core Products and Services:

Total E&P Canada Ltd. is a wholly owned subsidiary of the global oil and gas company Total SA. Oil Sands extraction and upgrading

Opportunities:

Partner Requirements:

---

## **Waiward Steel Fabricators**

Location: Edmonton

Number of Employees:600+ employees

Core Products and Services:

Alberta based steel fabricating company with fabrication and installation of structural steel. Now one of the largest and most automated steel fabrication facilities in Canada, Waiward has the equipment and crane capacity to handle oversized components.

Opportunities:

Everything from land development, building construction, excavating, water, sewer, road building, steel erection, electrical for pipe and mechanical modules, etc.

Partner Requirements:

ISO 9001:2000 and certified to CSA W178.1

---

## **Westways Contractors**

Location: Edmonton

Number of Employees:80 to 140+

Core Products and Services:

Construction and upgrading of Petrochemical and related industrial facilities. Facilities for the fabrication of pressure piping systems, small vessels, tanks and hoppers.

Pilot plant construction and operation, incorporating the research, design, development and application required for future oil sands extraction and upgrading facilities.

Miscellaneous steel fabrication and erection.

Supplementary supply of labour and trades for plant turnaround and shutdown modes.

Materials handling systems-Project design, install, maintain.

Qualified through Alberta Boiler Safety Association to ASME B31.1, ASME B31.3 and ASME Section 8, Division 1. Also qualified by Canadian Welding Bureau. (CWB)

Opportunities:

1. We are looking for technology, designs or specialty equipment that could be constructed in Alberta and utilized in the areas of Oil sand production, petrochemical and industrial facilities, mining and most related services.
2. We have direct and in-direct historical relationships with some of the major industrial participants in Alberta's economic development.
3. We can provide local representation and marketing for companies trying to initialize a product or services footprint into Alberta.

Partner Requirements:

Depends on the specific situation

---