



**NATIONAL
BUYER / SELLER
FORUM**

MEET FACE-TO-FACE WITH POTENTIAL SUPPLIERS

To support the unprecedented growth and procurement demands of the Alberta oil sands, Alberta Employment, Immigration & Industry with the Canadian Manufacturers & Exporters and other industry and government stakeholders will host upwards of 1000 delegates for the National Buyer/Seller Forum March 25-27, 2008 in Edmonton.

In 2007, 850 delegates from across Canada attended this conference to learn about the vast opportunities coming out of oil sands development and connect with those Alberta oil sands buyers who are looking to expand their supply chains. The forum was a huge success, leading to the initial development of supply chain partnerships between Alberta buyers and suppliers from across Canada.

A key part of the success of 2007 was the One-on-One Business Development Meetings. These one-on-one meetings were developed to give Alberta oil sands buyers the opportunity to meet face-to-face with potential suppliers and partners. Buyers included Waiward Steel, Imperial Oil, Bantrel, Amec, Collicutt, Davco and Lockerbie and Hole.

As evidence of the great opportunities these meetings provided, some of the comments made from Buyers included:

- **“We made a lot of quality contacts with companies we probably never would have through this event.”**
- **“Good way to meet many suppliers quickly.”**
- **“Very well organized and it was interesting to meet other fabricators.”**
- **“Exceptional concept I was able to interview 15 potential suppliers of which I could see doing business with 12 of them.”**
- **“I loved it! It gives us a great idea of what Canada is capable of doing.”**

100% of Buyers said they would follow-up with at least one seller from their meetings!

Who should participate?

Procurement, buyers or operations management representatives from Alberta manufacturers, engineering, procurement and construction firms, oil sands project owners, pipeline operators, modular home contractors and industrial construction firms

Why Should Your Company Participate?

If your company has a current supply need or the desire to begin development of a strategic supply network, then you need to attend as a One-on-One meeting host.

What you receive as a One-on-One Host?

All one-on-one hosts will receive complementary full forum registration. This includes the following:

- Welcome reception and dinner on Tuesday evening (March 25, 2008)
- Breakfast, lunch, and breaks on Wednesday and Thursday (March 26-27, 2008)
- Proceedings package with presentation materials
- Admission to NBSF Business Development Showcase, including Wednesday cocktail reception.
- You will also receive an additional showcase only pass for a member of your team, providing admission from 1:00pm onwards for both March 26 and March 27, 2008

What do the one-on-ones look like?

The One-on-Ones take place each afternoon of the forum, from 1:00 to 4:30 with a 30 minute break from 2:30 to 3:00. Each meeting runs for 12 minutes with a 3 minute transition period in between giving each host 12 meetings per afternoon.

How are the meetings developed?

STEP 1

Buyers fill in a Buyer Profile sheet (Appendix A) providing information about the oil sands company and respective requirements. The profile will then be uploaded to the site to be reviewed.

STEP 2

Sellers register online and request up to 6 companies to meet with. Their top 3 selections will be sent to the Buyers personal selection box to either accept or decline the request (*Refer to Step 3*).

STEP 3

One month before the forum (February 25, 2008), the system will be shut down and Buyers can then log in to check out the profiles of the companies that have requested to meet with them. Buyers will receive assistance with this process when required. It is very simple and functional.

Each host can sit for both days or choose between the March 26th or March 27th. Companies can have more than one host sit at a time, giving them the opportunity to meet with more suppliers!

Buyers sift through their meeting requests to select only Sellers that they wish to meet. Buyers will get 2 weeks to make their selections. (March 10, 2008 final day)

STEP 4

The week of March 10 the schedule will be run. A printable schedule will be available on each Buyer's personal site March 14, 2008

These meetings are a quick and easy way to meet suppliers. If you would like more information on the one-on-one meetings and on how to participate, please contact:

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Alberta Employment, Immigration and Industry
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APPENDIX A: BUYER PROFILE

*COMPANY NAME: _____ *CITY/TOWN: _____

NUMBER OF EMPLOYEES: _____ CORE PRODUCTS AND SERVICES: _____

*OPPORTUNITY

(what specific components or business areas do you have opportunities?):

PARTNER REQUIREMENTS

(certifications, size, etc):

*WHAT IS YOUR MEETING AVAILABILITY?

- Wednesday, March 26, 2008 Yes No
- Thursday, March 27, 2008 Yes No

* Required fields