



# NATIONAL BUYER/SELLER FORUM

## MEET FACE-TO-FACE WITH POTENTIAL SUPPLIERS OR PARTNERS

To support the unprecedented growth and procurement demands of Alberta's heavy oil and oil sands industries, Canadian Manufacturers & Exporters, in close partnership with Alberta Finance and Enterprise and other industry and government stakeholders, will host more than 850 delegates at the **National Buyer/Seller Forum, February 10-12, 2009** in Edmonton.

In 2008, more than 1000 delegates from across Canada attended the Forum to learn about the opportunities coming out of oil sands development and connect with those industrial buyers 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 2008 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, CNRL, Total E&P, Collicutt, Davco, and Lockerbie & Hole.

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

- "We made a lot of quality contacts with companies through this event we probably never would have otherwise."
- "Good way to meet many suppliers quickly."
- "Very well organized; 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; heavy oil and 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'S NEW FOR THE ONE-ON-ONES FOR 2009?

Based on the feedback from last year's meeting hosts and attendees, the One-on-One meetings have been improved to give Hosts more control over their schedule, meetings, and overall experience.

- Expanded scheduling opportunities for meetings – including mornings and afternoons
- Host tables booked by the day, and multiple tables per organisation are available
- Improved on-line booking system, including availability of longer meeting appointments
- Enhanced buyer and seller profiles to better highlight opportunities

Meetings will be scheduled in 10-minute increments, giving Hosts the ability to book meetings for 10, 20, or 30 minutes (or longer) if so desired. Further, with the ability to schedule their own breaks and meeting appointments, Hosts can take advantage of the entire NBSF experience. Appointments can be made anytime between 8.00 am and 4.30pm on either or both days.

An improved on-line scheduling system will give Hosts even more control over their meetings and will help ensure quality meetings with the right types of Sellers.

### HOW MUCH DOES IT COST TO HOST ONE-ON-ONES?

In order to provide the enhanced level of service to our Hosts and maintain the NBSF experience, we are charging a modest fee to participate.

Hosts will pay \$1000 per table per day if they wish to host One-on-One meetings. Each table will accommodate two Host personnel and can be booked for either Wednesday or Thursday, or both days.

If you have more than one project or business area for which you have procurement opportunities, multiple Host tables are available.

Included with your Host fee, you will receive **two** full Forum passes including:

- Full admission to all plenary sessions and value-added seminars
- Welcome reception and dinner on Tuesday evening (February 10, 2009)
- Breakfast, lunch, and breaks on Wednesday and Thursday (February 11-12, 2009)
- Forum welcome package
- Admission to NBSF Business Development Showcase, including Wednesday cocktail reception

As a special thank-you to our Hosts, you will also receive complimentary afternoon passes to the NBSF Business Development Showcase to distribute to your colleagues, suppliers, and clients.

### HOW DO I REGISTER AS A ONE-ON-ONE HOST?

Registration is easy.

Simply contact **Cressida Raffin**, Pivotal Events Ltd. – by telephone at **780.444.3929** or e-mail at **[cressida@pivotalevents.ca](mailto:cressida@pivotalevents.ca)** to confirm your interest in participating as a One-on-One Host.

