

# PARTNERSHIP NEWSLETTER

April 2017

## BUILDING NEW PARTNERSHIPS

ArcBuilt Industrial Group of Companies continues to grow new partnerships that can meet Industry's supply chain requirements.

ArcBuilt is pleased to welcome onboard, Apollo Piling Solutions. Apollo provides helical screw piles and pier systems for structures. They also have geothermal technologies for piling solutions which create enhanced energy savings. For more information on Apollo, check out:

[www.apollopilingsystems.com](http://www.apollopilingsystems.com)



Bruce Arcand with the President of Apollo Piling Solutions, Andy Banack

## ARCBUILT SIGNS MASTER SERVICE AGREEMENT WITH PEMBINA PIPELINE CORPORATION

*Strengthening relationships with Industry is key to the future of Indigenous Engagement.*

ArcBuilt has signed off on a Master Service Agreement with Pembina Pipeline as part of its efforts to bring procurement opportunities for its partnership companies. The MSA with Pembina marks the beginning of what is expected to be a long-term business relationship that will generate contracts and which will facilitate training and employment for Indigenous people who will work with ArcBuilt's partnership companies.

Recent meetings with Pembina focused on best practices and strategies for Indigenous Engagement. ArcBuilt and its partnership companies offer a risk-mitigated approach to business development at the community level. Partnership companies are committed to safety, quality, performance and pricing as core components of their operations – Indigenous Content is a natural extension of these fundamental components and adds value with regard to Industry's social license to operate.

## ARCBUILT MEETS WITH NORTH WEST REDWATER PARTNERSHIP OPERATIONS PROCUREMENT TEAM

*Setting the Stage in Alberta's Industrial Heartland*

ArcBuilt met with Doug Bertch, VP of Regulatory & Stakeholder Affairs, along with Bruce Dunnet, Manager – Operations Supply Chain Management, and Mike Gonkowicz, Buyer – Supply Chain Operations of the NWRP Procurement Team. The meeting centered largely on reviewing partnership company services and comparing this with the supply chain requirements for the refinery as NWRP moves to operations later this year.

Fifteen partnership companies were identified by NWRP as having services which match up with operations. Over the next several weeks, ArcBuilt will be following up with each partnership company in order to provide additional information as requested by NWRP.

ArcBuilt will also be tracking the potential future expansion of NWRP as they move through the process for approval with the Alberta government.

## **ARCBUILT PARTNERSHIPS SUPPORT TRAINING & EMPLOYMENT INITIATIVES**

### *Increasing Indigenous Content in Your Organization is a Smart Investment*

As part of our commitment to develop Indigenous Content and procure contracts with Industry, ArcBuilt is working together with its partnership companies to ensure that training & employment opportunities are created whenever possible. We encourage training and hiring Indigenous people prior to being awarded contracts as this increases readiness to deliver services with Indigenous Content. ArcBuilt would like to learn more about your hiring plans - please contact Bruce Arcand (780-893-2623), Leroy Hannah (780-904-8585) or Don Diduck (780-910-8639) regarding your Indigenous employment strategies.

## **REVERSE TRADE SHOW BEING PLANNED IN CALGARY FOR PARTNERSHIP COMPANIES**

### *Connecting with Industry is one of ArcBuilt's Highest Priorities*

ArcBuilt is seeking to organize a Reverse Trade Show that is being targeted for later this spring in Calgary. Based on recent meetings held with Industry representatives, ArcBuilt was encouraged to bring its partnership companies together so that procurement representatives from Industry can come to learn firsthand about the services offered by the partnership companies.

The Reverse Trade Show concept is a marketing approach that is intended to shorten the process for raising awareness, bringing about a better understanding of the benefits of working with ArcBuilt, and initiating an engagement process that meets the mutual needs of all parties.

A survey will be sent out to partnership companies in early April to determine the level of interest in participating and which dates may work best for all concerned.

## **INTER PIPELINE ENGAGES ARCBUILT PARTNERSHIP COMPANIES**

### *ArcBuilt is Gaining Traction with Pipeline Companies*

As a follow-up to a meeting in Calgary with Inter Pipeline, ArcBuilt is asking its partnership companies to register with Inter Pipeline. Michelle Goodkey, Manager – Aboriginal & Stakeholder Relations appreciated the opportunity to discuss ArcBuilt's business model and how ArcBuilt's approach to engaging Indigenous people and their communities could support Inter Pipeline's goals in this area.

Inter Pipeline's registration form is the initial step in the process for accessing procurement opportunities. ArcBuilt will continue to work with Inter Pipeline in order to help relevant partnership companies qualify as Indigenous service providers.

Further updates will be provided in the near future.

For more information on ArcBuilt Industrial Group of Companies, please visit our website at: [www.arcbuiltindustrial.com](http://www.arcbuiltindustrial.com)

OR

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