



# ENGAGE

JULY — SEPTEMBER 2014

## Board Message

It gives me great honor to be a NAABA Board Member and write this message to you. From 2009 - 2011 I had the privilege of serving on the NAABA Board.

It was a good learning experience on how NAABA operates... like the mission & values to its members.

I have seen NAABA continuing to grow a lot as an organization in the right direction.

### **Personal experience:**

In 2007 I started my own business. When you own a business you are everything to your business: you are the operations manager, marketing, business development person and so on. The success of the business is going to depend on you and how you effectively manage those functional areas of a business. Even though this is how most businesses start out and maybe very difficult to afford a professional, it is always better to only do the things you do best.

In 2008 I have joined NAABA and it gave me a good exposure to my business and was able to connect with Associate members and Industry.

### **Business message:**

You can't control what other people are doing. As a business you have to stay focused on what you can do and the opportunities around you; you are the person in control of your success. In the business I was in I had to focus on my company, I left the mentality what other businesses/competitors are doing and continued to focus on my business to provide a better service.

There are different types of events that NAABA puts on: Wine and Cheese Reception, monthly General Meetings, Aboriginal Business Showcase, Aboriginal Women in Business Banquet, Golf Tournament and Annual General Meeting. At the end of the day if you don't take advantage of these events then you might be missing out on the opportunity of generating new business leads. You may have a lot of opportunities but the key is to make use of one or two opportunities to

grow your business.

Ensure that you provide good service and a good safety program. Make sure that your company is in a good financial state and that you present your Business plan to the right people.

Use NAABA to get guidance to different resources in the community and build good relationships with clients. Most of the time this can lead to growth and additional work. Understand your clients' needs and surround yourself with good people that support you.

This region is a hub for local, provincial, national and global stage for business. The oil sands industry and the spin off opportunity from it is huge for businesses to take advantage of; A membership with NAABA enhances the opportunities and gives you exposure for your business.

On our NAABA Board our members are well represented from Staff, Directors & President. We have experienced young entrepreneurial spirited people on our Board. From our staff I have seen a great commitment and encouragement to its members. Our President does a great job in providing leadership; he ensures there is engagement with all members, directors & staff. It's great to be part of an organization that has a good reputation .



Board of Directors: Floyd Gladue  
(NAPI Services (2007) Inc.)

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# General Meetings

## Upcoming General Meeting dates:

**October 23, 2014**

Sponsored by Noralta Lodge Ltd.



4 - 6 pm at Noralta Lodge

**November 20, 2014**

Sponsored by CNOOC Nexen



4 - 6 pm location TBD

**May 20, 2015**

Sponsored by CNOOC Nexen



On **April 23, 2014** Clean Harbors Inc. sponsored this General Meeting. Gavin Allen held the presentation and said that Clean Harbors has more than 260,000 customers and more than 13,000 employees in over 350 service locations in the US, Canada, Mexico and Puerto Rico. They offer a variety of services such as tank cleaning, maritime services, demolition and dismantling, waste disposal, transportation services, recycling services etc.

On their website you can schedule drum pickups, view and print manifests, weight tickets and invoices, manage waste profiles etc. Clean Harbors Inc. is very active in the community: they support NAABA, Keyano College, Northern Lights Health Foundation, to only name a few. Clean Harbors' vision is: "To be recognized as the premier provider of environmental, energy and industrial services and solutions.



Hines Industrial Site Services Group was one of our Full Members to hold a short presentation about their company. Hines Industrial Site Services Group is a local and aboriginal owned company. As a group of companies they bring years of experience of facility maintenance, with a commitment to the environment and first hand industry knowledge to deliver high quality services.



Hines Industrial has expanded their services under a new division: Hines Mechanical Services. They are specialized in technicians install, repair, service and maintain all commercial and industrial HVAC & Refrigeration Equipment. Hines is also certified as a Part 10 Constructor which allows them to provide maintenance to re-locatable accommodations. Hines Industrial Services Group has also formed a management services group called Hines Managed Services. The company can provide equipment and professionally managed services such as Vac Truck Services, Labourer Group Consulting, Process Safety Consulting etc.

The second Full Member company to hold a presentation was Dene U Enterprises Ltd. They are dedicated to the Aboriginal Community for employment opportunities. Dene U provides road construction/maintenance, forestry, drill program assistance and lease construction etc. Their Health, Safety and Environmental Program provides a clear set of guidelines for activities that are followed thoroughly and measured on a regular basis and accountabilities held. Dene U's goal is to achieve an incident free workplace and to prevent injuries to employees, clients, public and damage to equipment, materials and the environment.



Our General Meeting on **May 21, 2014** was sponsored by Suncor Energy. Shannan Schimmelmann, Manager of Regional Development, welcomed everyone to the meeting and highlighted Suncor's commitment to working with local Aboriginal vendors.

Robin Aitken, Team Leader, Aboriginal Relations Wood Buffalo) presented Suncor's future development plans, including Meadow Creek East, Voyager South Mine, and Fort Hills. Meadow Creek is SAG-D and should be operational in 2020 for 25 years. Initially, it will produce up to 30,000 bpd with a total production of 80,000. Voyager South is an open-pit mine and should be first producing in 2022 for 28 years. The mine will support production of up to 250,000 bpd. Fort Hills is also an open-pit mine and should be first producing in 2017 for 50 years. The mine will support production of up to 180,000 bpd.



Pedro Bravo (Supply Chain Management, Sourcing Specialist) provided an introduction of why Supplier Engagement was created. He gave an explanation of the process' objectives, stages, including a step-by-step explanation of how the process works, and the benefits for suppliers. There was discussion regarding what Supplier Engagement does not deal with. Contact information was shared for business inquiries and any question regarding the process.

Graham Fairbanks (Supply Chain Management, Analyst) discussed Pre-qualification as the first step to being eligible to work with Suncor. Contractors submit register and submit information that is measured against Suncor's minimum requirements set to work with Contractors. If a Contractor fulfills these tasks, meeting all requirements, they become eligible to work with Suncor in the future. Through this process, Suncor can effectively evaluate potential Contractors. Rolando Inzunza (Senior Coordinator, Regional Business Development) facilitated the Question & Answer period following the presentation.

Canadian Overhead Door Services Ltd. was the Full Member which talked about their services. CODS is an aboriginal, locally owned and operated company servicing Fort McMurray and surrounding areas. They offer 24 hour service, free estimates and provide sales, service, and installation for all their commercial, industrial and residential door needs. CODS provides knowledgeable, professional, and safety conscious staff. They supply a wide range of products that will suite any project no matter the size. Some of their featured products are; fire rated doors and shutters, high speed rubber doors, sectional steel doors, operators and much more. Canadian Overhead Door Services Ltd has proudly serviced Fort McMurray and surrounding area for the last year and they will continue to "Open the Door to a New Level of Customer Service".



Natashia Foran and Robin Dowden from Alberta Human Services provided information about what services Alberta Works offers for employers. A number of no-cost services are available across the province to help connect employers and job seekers including Employer Connections, Career Fairs, Job postings, Information sessions etc. They also provide different resources such as HR series for Employers Publications, ALIS tips, Employer presentations and workshops. Alberta Works can also give information about the Labour Force Statistics, Forecasts and Outlooks, Skill Shortages etc.

**Government  
of Alberta** ■

Our last General Meeting before the summer break on **June 18, 2014** was sponsored by ConocoPhillips Canada Ltd. The event was a great success, attended by NAABA Full and Associate Members, many of whom ConocoPhillips is currently working with. Ed Connelly, the VP of Operations held the presentation. The Surmont Project is a Joint Venture partnership with Total E & P Canada operated by ConocoPhillips Canada. The project began operations in 1997 with a small pilot plant and since 2007 has been operating, Surmont Phase I producing 30,000 bbl/d. In 2015, they expect to see first steam at Surmont Phase 2. In total, at peak production, gross production capacity will be an estimated 136,000 bbl/d. With regards to HSE, Environmental Performance and Community Investment, ConocoPhillips is an Innovator! Ed shared the "Life Saving Rules" which is implemented world-wide at ConocoPhillips projects to keep employees and contractors safe. Ed also spoke about the environment and shared some of the technologies that ConocoPhillips is using and developing to reduce impact on the air, water and land. Finally, Ed spoke about ConocoPhillips' community involvement, highlighting the Sekweha youth projects that operate in Janvier and Fort Chipewyan and the various training programs offered by ConocoPhillips to local youth. The event concluded by sharing with those in attendance some of the typical contracting opportunities needed by the Surmont Project and the process for getting involved.



## Events Update

On July 11<sup>th</sup>, the **16<sup>th</sup> Annual NAABA Golf Tournament** got underway. We kicked off the event with Aboriginal drumming and singing and then all 152 golfers headed out to the holes to have a great round of golf! There were several hole competitions that were a test to the skills and sense of humor of the golfers! Special thanks to Billy Graham (Corgan Industrial Ltd.), and Brad Spence (Imperial Oil), who volunteered for our "Beat the Boss" competition, and of course to those who participated in this competition which helped raising nearly \$1700!!!! The volunteers at the putting competition had a little fun with the golfers while sneaking in a "trick" ball!

It was a very tight race for first place, but congratulations to the First Place finishers . . . Lakeshore Helicopters Team (Mitch Mercredi, Ryan Coish, Dale Whiteknife, & Jamie Matei), and also to the Runner Ups . . . Bouchier Team (David Bouchier, Blair Fudge, Mike Flett & Keith McGrath).

The success of this tournament is driven by the excitement of the sponsoring companies, making this a high demand

NAABA event. Great thanks to our presenting Sponsor, Bouchier Contracting Ltd. and to the following companies for their sponsorship:

*Fort McKay Group of Companies/ Bear Slashing Inc/ DeneSky Site Services Ltd/ Birch Mountain Enterprises Ltd/ Kee Tas Kee Now Waster-management Joint Venutre/ Suncor Energy Inc./ KBR Canada Ltd/ Total E & P Canada Ltd./ Strad Energy Services/ Syncrude Canada Ltd., Iceis Safety Supplies Ltd./ Cenovus Energy Inc./ Surmont Sand & Gravel Ltd./ Finning Canada Inc./ Cnooc Nexen Ltd./ Lakeshore Contracting Ltd./ URS Flint/ Roughrider International Limited/ Dreamline Promotions Inc./ Aluma Systems Inc./ Wayver Rentals/ Ritchie Bros Auctioneers (Canada) Ltd./ Dene Gold Ventures Limited Partnership/ Christina River Enterprises GP Inc./ Canadian Natural Resources Ltd/ Lakeshore Helicopters Ltd./ A.P.E Maintenance Ltd./ Clean Harbors Inc./ ConocoPhillips Surmont Partnership/ MXC Fleet Services/ CEDA International Corporation/ Regional Municipality of Wood Buffalo/ Canadian Overhead Door Services Ltd./ Royal Bank of Canada.*

**An additional thanks to those companies who donated to the event:**

*TS Signs Printing & Promo Ltd./ The Connect/ Water Pure & Simple (Fort McMurray) Ltd./ Acden All North, ATCO Gas & Foto Source Photography.*

### 1st Place



Ryan Coish, Dale Whiteknife,  
Mitch Mercredi, Jamie Matei

### Runner ups



Blair Fudge, Mike Flett ,  
David Bouchier, Keith McGrath

While much preparation and work goes into this event by the NAABA staff, it could not have happened without the donations by members, volunteers giving their time and participation of the golfers! Despite the damp weather, the day was great and we will look forward to the 2015 Golf Tournament! For those who are keeners . . . **the Golf Sponsorship packages will go out via email on February 2, 2015** so mark your calendars now!

NAABA's **21<sup>st</sup> Annual General Meeting** will be held on September 25<sup>th</sup> at the Sawridge Inn and Conference Centre. The planning is well under way and promises to be a lively event! This year we will include NAABA Best Practices Awards to those member companies who scored the highest! We will enjoy the company of *Corner Gas Actor, Lorne Cardinal* to host this special evening. Registration is required and this is an open event for anyone to attend. Please go on the website or contact the NAABA office to get the Registration form and order your seats today!

The sponsorship packages will soon be revamped and sent out in the early Fall, please watch your email and/or the NAABA website for more information on this. Once again, for those keeners . . . please feel free to contact Pam to discuss any sponsorship opportunities that you might be interested in!

**For more information regarding our events, please contact Pam at 780-791-0478 or at [Pamela@naaba.ca](mailto:Pamela@naaba.ca)**



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