

Mackenzie Gas Project



Business Opportunities

The proposed Mackenzie Gas Project will need goods and services throughout the construction and operation phases. The Project is committed to supporting the development of aboriginal and nonaboriginal northern businesses. We will work with local businesses to ensure they are aware of opportunities created by the Project and they understand the Project's requirements.

COMMITMENT

To support the fair and full participation of northern suppliers and contractors in the Project, we will:

- seek business opportunities for northern suppliers of goods and services
- communicate opportunities in a timely way to enable effective competition by local and northern contractors and suppliers
- structure contracts, where practical, in sizes that can be effectively managed by northern businesses

- where appropriate, contract locally in cases where the supply of services by contractors and northern businesses:
 - meet safety and environmental standards
 - meet technical and quality standards
 - are cost-competitive at the location where the goods and services are required
 - meet the Project's timing needs

TYPES OF BUSINESS OPPORTUNITIES

The chart on the following page lists examples of the business opportunities the Project may provide.

BUSINESS OPPORTUNITIES

TYPICAL GOODS AND SERVICES REQUIRED

Communication

- voice: telephone, cellular, satellite, VHF/UHF radios
- data: internet, internal company systems
- satellite and cable television

Community Accommodation and Related Services

- apartments, hotels and motels
- restaurants
- taxi, laundry and dry-cleaning services

Construction

Drilling

- drilling supervision
- drilling and completion rigs
- coiled tubing unit
- oilfield services: cementing, drilling fluids, directional drilling, bit supply, etc.

Facilities

- concrete, crushed rock, sand, gravel and ready-mix products
- forms, rebar, cribbing, cement finishing and masonry products

Pipelines

- timber for pipeline skids and survey laths
- welding services and supplies, such as acetylene and oxygen
- civil construction

Overall Construction Services

- surveying
 - welding and inspection services
 - building trades: electrical, mechanical, instrumentation, insulating, pipefitting, etc.
 - building materials and supplies: wire, fittings, pipe, etc.
 - civil construction services
 - cranes services
 - heating, ventilation and air conditioning supply, installation and maintenance
 - environmental monitor services
 - onsite safety professional services
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BUSINESS OPPORTUNITIES

TYPICAL GOODS AND SERVICES REQUIRED

Equipment

- heavy equipment supply and service
- drilling equipment and services
- small engine and equipment supply and service
- industrial supplies, steam and high-pressure water

Fuel and Fuel Storage

- propane, diesel, aircraft fuels, gasoline, grease, lubricating oil, anti-freeze and chemicals
- propane and fuel storage tanks: storage, inventory management and fuel delivery
- oil spill response services and equipment
- super cargo services

Logistics

- safety equipment, supplies and training
- materials management, expediting, freight transport, flight planning
- hot shot services
- air transport, aircraft charters and maintenance
- vehicle sales, rentals, repairs and service
- charter boats and barges
- procurement, including customs brokers

Office

- janitorial services
- office space, supplies, furniture, computers and other equipment
- administrative services: secretarial, clerical, word processing, accounting, bookkeeping and payroll
- travel reservation services
- banking services

Remote Site Services

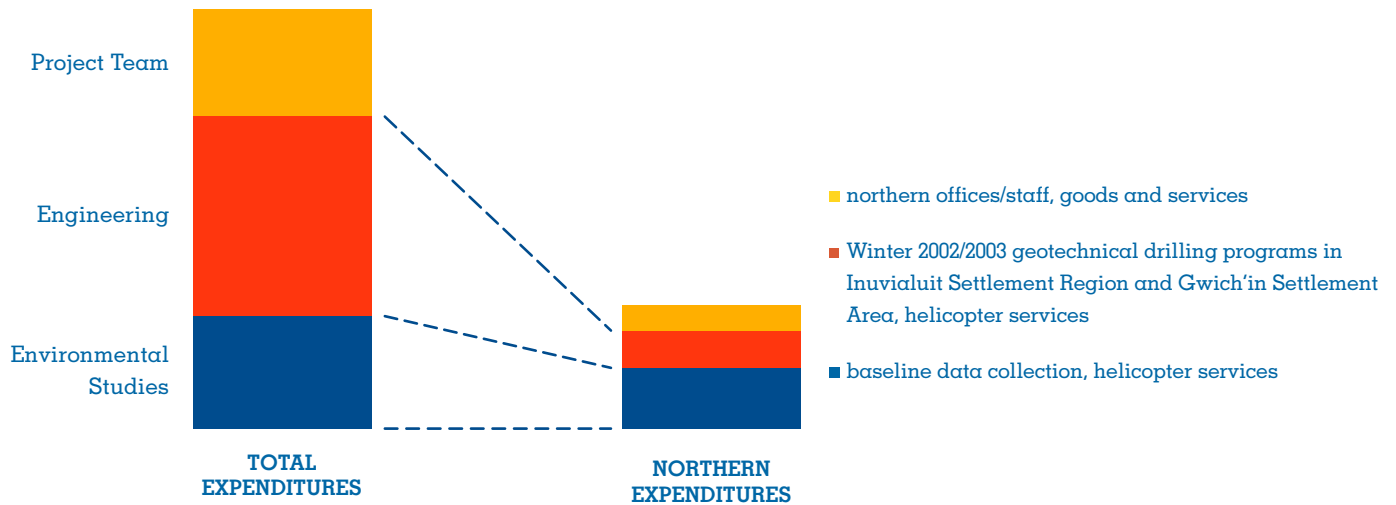
- camps, camp catering, camp supplies
- retail and wholesale grocery supply
- water delivery, sewage treatment, snow removal and garbage disposal
- security services

Safety and Medical

- emergency medical facilities, supplies, air and ground ambulance, dentistry, optometry and prescription drugs
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NORTHERN PROJECT EXPENDITURES

Between January 2002 and July 2003, Mackenzie Gas Project spent approximately \$97 million on Project Definition phase work. About \$26 million of this went to northern residents or northern businesses, including joint ventures.



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