



North Rim

Consultants in Geology and Engineering

North Rim – Strategic Sourcing

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Outline

- **Exploration Phases in the mining industry**
- **How North Rim is making the supply chain work**
- **Conclusions**

About Me!



- U of S Grad 1997
- Worked in gold and coal exploration
- Oil and gas for 10 years
- Now part owner of NR and BD manager
- President of Women In Mining Canada
- Past Co-Chair of WIM SK.

Who is North Rim?

- Established in 1984 – 30 years!
- Saskatchewan Based
- Employee Owned by SK People
- Geological consulting
- Very familiar with the geology of the North
- Collaborates with other firms

Connecting the dots...

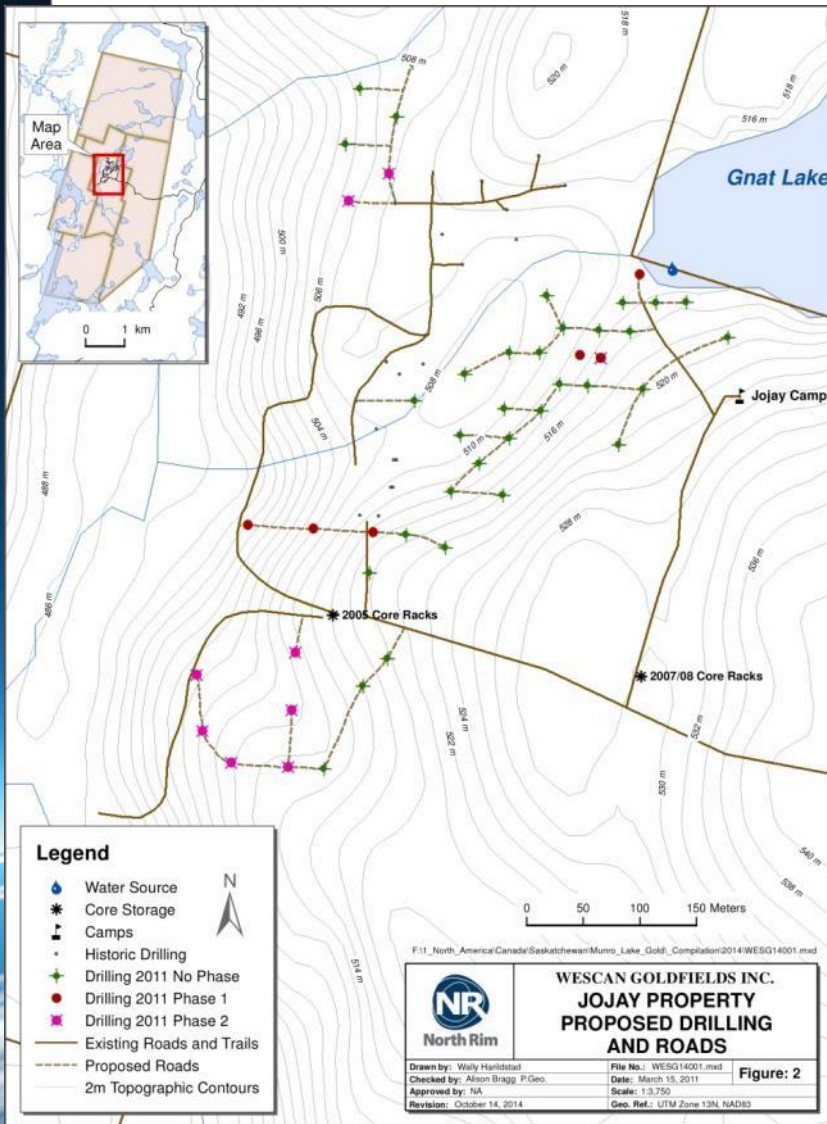
- How can we relate the supply chain presentation to an operating consulting business that supports the mining industry?
- How do you get on the preferred vendors list?
- Decide early on who you want your client to be.
- Designing and budgeting your BD to include lead time to understand your client
 - Discuss Tier 1 potash client

Phase 1 – Exploration



- This is the phase of exploration that is done mainly in the office
- Some field work may be done to:
 - Establish access
 - Talk with local stakeholders
 - Complete government permit application

Phase 1 - Exploration



- Utilizing data we have on hand such as the sets in the Precambrian Geological Laboratory
- Government Assessment Files



Phase 1 – What do we need from you?

- Require experienced companies that know the area.
- Need companies who can determine the best access to projects as we focus on the environmental impact, heritage impact and water crossing impact of the roads built to sites.
- Easy access to local infrastructure
- Geophysics programs to be planned.

Phase 2 – Surface Geology

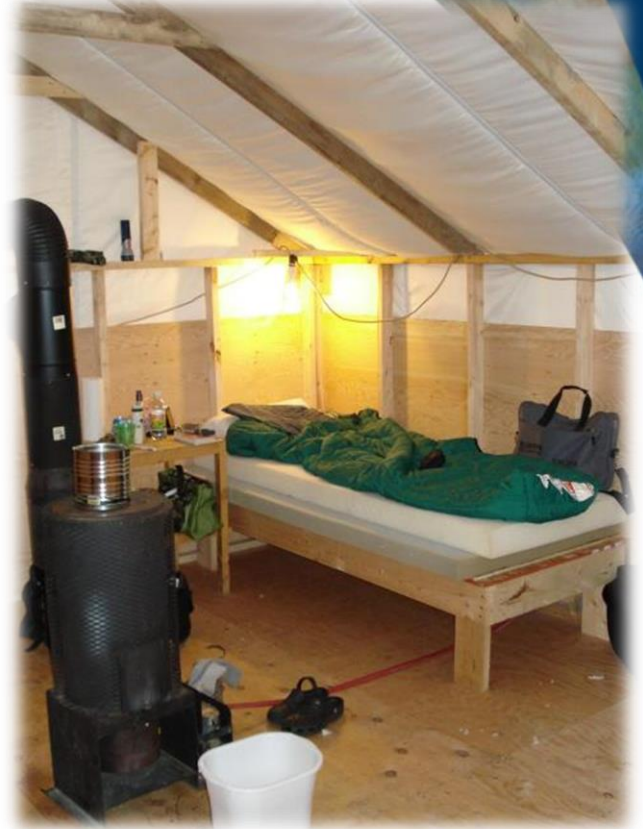


- This is the geology phase that will determine if more advanced work is required
- Some work will be to:
 - Establish access with heavy equipment
 - Complete line cutting and geophysics
 - Provide personnel for camps

Phase 2 – Surface Geology



Phase 2 – Surface Geology



PREMIUM PEOPLE | PREMIUM PRODUCTS | PREMIUM VALUE



Phase 2 – What do we need from you?

- **Competitive pricing and quotes**
- **People:**
 - Cooks
 - Camp maintenance
 - Geological technicians
 - Prospectors
 - Summer Students
 - Field Assistants
- **Quality equipment and supplies such as:**
 - Rock saws, survey equipment, sample bags, camp & navigation equipment (tents, stoves etc)
 - Camp food and supplies
 - ATV's, boats, tents etc.

Phase 3 – Drilling



- Drilling projects define the actual resource of the deposit and are critical for driving projects forward.
 - These are the most costly steps in resource definition.
 - Important to keep on budget and schedule!

Drilling



Phase 3 – What do we need from you?

- **Competitive pricing and quotes**
- **People:**
 - Cooks
 - Camp maintenance
 - Geological technicians
 - Safety Supervisors
 - Summer Students
 - Expeditors
- **Quality equipment and supplies such as:**
 - Core boxes, Camp equipment (tents, stoves etc), survey equipment, core splitters & sample equip.
 - Camp supplies and camps
 - Expeditors to move supplies and samples

North Rim Strategic Sourcing

- We have extensive experience and partnerships with contractors to complete projects on time and on budget.
- How?
 - Forged relationships with preferred contractors to ensure competitive pricing and quality products
 - Viewed as part of our clients team – Trust!
 - Part of the exploration process from cradle to grave
 - Anticipate our clients needs

Innovative Ideas

- Today's financial markets are tight therefore money must be spent wisely
- How?
 - Proper planning will reduce the number of costly data points that need to be obtained (No spotted dog resources)
 - Providing full procurement services
 - Partnering with knowledgeable, local contractor
 - Understanding your clients final objectives

Innovative Ideas

- Taking advantage of the labor shortage
 - Hiring/knowing what type of laborers your clients need
 - Small companies who might have gaps in their office staff (full procurement)
 - Monopolizing on the fact that the baby boomers are retiring (knowledge transfer??)
 - Ensuring your staff have proper safety training

Innovative Ideas

- Research your clients
 - They don't know what they don't know!
 - Spend the time to understand their needs and their pains!
 - Go to them with a grocery list of options for how you can help them with their issues.
- Be Adaptable to diversify
 - Take concepts from one industry and see if they work in another
 - Disposal well example

Educational Outreach

- Conduct lectures and runs workshops for the U of S, Northlands College and SIAST .
- Geostatistics, modelling, exploration, potash logging
- “Day in the Life of a Geologist” presentations at elementary schools
- Grow your own workforce!



Conclusions

- Network with your local suppliers and competitors
- Present your clients with solutions and teams that will potentially save them money and time
- Be part of your clients team
- Be professional
- Keep engaged with your local colleges and schools – grow your own labor force!

