



CONTINUOUS IMPROVEMENT - INTEGRITY - RESPECT - CLIENT

BC FIRE PROTECTION DIVISION TO BEGIN WORK ON FIRE PROTECTION SYSTEMS FOR A NEW 180,000 TONNE GRAIN TERMINAL IN NORTH VANCOUVER



G3 Terminal Vancouver at Lynnterm West Gate site in North Vancouver

G3 Terminal Vancouver is designed to optimize grain receiving, storage, and shipping throughput operations on Canada’s west coast, and act as an essential conduit for Canadian farmers and marketers to ensure global competitiveness in moving agricultural commodities to world markets. Primary materials handled at the G3 facility include wheat, soybeans, canola, peas, corn (occasionally) and some specialty by-products.

Once completed, it will hold 48 14-storey grain silos, an 80-metre tall work building, and a one-kilometer rail loop capable of holding three trains , each more than 130 cars long.

“The last new terminal that was built in the Vancouver area was back in the 1960s. Man first took steps on the moon in 1969, to put things in

perspective. It’s been a long time. There have been a lot of technology improvements since that time. This facility is going to be state of the art and everything we’ve learned in the last 50 years is going to be put into this facility,” according to Karl Gerrand, CEO of G3.

Gisborne’s Fire Protection Division will commence engineering and design in the Fall of 2017 .



I hate it when you get hit by a car while walking down the street texting on your phone and you look up and no one is in the car and it is parked on the side of the road.

THE 'ANATOMY' OF A MAJOR CONSTRUCTION PROJECT



A construction project does not begin when the crew arrives on site. There is a significant amount of work that takes place prior to the award of a contract.

BEFORE

It starts with marketing and reputation. Gisborne is placed on a bidder's list based on our marketing efforts, referrals from previous clients/repeat business with same clients, our safety record and our reputation in the industries we work in—industrial construction and fire protection.

ESTIMATING

Once we receive a tender package, our estimating department has to review the drawings, documents and specifications, which on a large industrial project can be several hundred pages filling multiple binders.



After a thorough review to ensure we have all the necessary information, a decision is made whether we will proceed with estimating and submission of a proposal to the prospective client. If the decision is to proceed, the tender is assigned to an estimator who then goes through all the documents and drawings in detail to extract all the pertinent information required to build an estimate that covers all aspects of the project that Gisborne would be responsible for. Often times a constructability plan must be created to both assist with the accuracy of the estimate (time to construct, materials and equipment needed) and if our tender is

successful, with the execution of the project.

Once the estimate is completed, a full review is conducted with senior management, finalized and submitted to the client... and then we wait. If our submission is considered by the client, often times there is further negotiation required re pricing and constructability components prior to being awarded the contract.

MOBILIZATION

Typically, once awarded a project, the client wants us on site as soon as possible. This involves our Equipment Division assembling tools, equipment, and related inventory and then loading Sea Cans and shipping to the project location. We also have to expedite material and large equipment orders and arrange for the vendors to



provide delivery to the project; create safety and quality plans, set up budgets, schedules, cost tracking and controls systems.

Alongside that, our Human Resources Department has to recruit and dispatch the workforce required to construct the project, ensuring they have the required certifications and tickets, and in most cases, we also have to arrange for pre-access drug and alcohol screening tests to be completed. We also have to get our key project leaders engaged immediately to get them up to speed on the project scope and requirements of the client. Housing, transportation (driving, bussing, flying) & work schedules need to be confirmed and our accounting department, along with other internal structures, need to set up processes to provide service to the project team and the client.

AND THEN WE ARRIVE ON SITE...

Although the scope and size of a project can vary from a 2 person Fire Protection project to a 600 person Industrial project, the basic components of marketing, estimating and preparation are the same. In a future edition of **GMAIL** we will take a look at project execution and closing a project out.

SOME OF GISBORNE'S 40+ FIRE PROTECTION PROJECTS IN BC AND ALBERTA



Lynn Valley North Vancouver

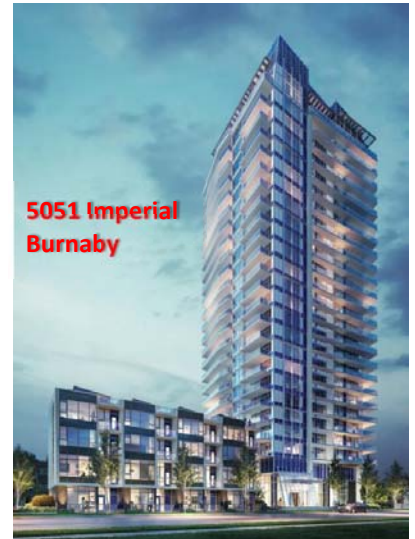


121 W Residences Edmonton

Gisborne's Alberta Fire Protection Division was awarded the contract to install Fire Protection systems in a new state of the art military facility that will house 43 Tactical Armoured Patrol Vehicles and 14 Armoured Engineer Vehicles.



TAPV FME Edmonton



5051 Imperial Burnaby



Edmonton Police Services Northwest Campus



69 Storey Stantec Tower & ICE District Parkade Edmonton



59 Storey Vancouver House



BCH Wahleach Generating Station

We are nearing completion of the BC Hydro Wahleach Generating Station fire protection system upgrade. The station is located just off the shoulder of Highway 1 past Chilliwack and is fed from Jones Lake via penstocks with the water then being discharged into the Fraser River.

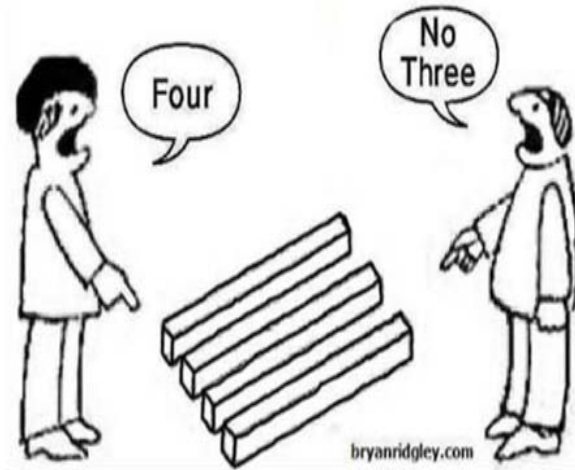


I'm changing my password to INCORRECT. That way, when I put in the wrong password, the computer will tell me 'password is incorrect'who's the genius now?

Dennis Brode, Gisborne's Corporate Safety Manager, is finalizing an update of Gisborne's Health, Safety & Environmental (HSE) Manual for release before the end of 2017. Dennis has also been a key leader in the updating of both CGT's HSE Manual & Quality Management System (CGT is Gisborne's partnership with Clark Builders and Tarpon Energy).

The goal is to harmonize these manuals so that our safety and quality teams and field employees can move seamlessly between Gisborne and CGT and be subject to the same regulations and forms. This also makes it easier when marketing our options to prospective clients and also for our COR safety program auditors when they are evaluating our programs.

Once completed we will be proceeding with training and distribution throughout the company.



When you work in the NW Territories, your safety talks take on a slightly different approach:

"Wildlife on site, ensure you have a secure place to go to, monitor the radio for environmental calls, do diligent scans of the work area and notify environment control if a bear, wolverine or caribou is sighted."

(From Sept 12 2017 Diavik Diamond Mine Project Daily Report)

BENEFIT QUESTIONS?

CLAC MEMBERS

Benefit Office 1.888.600.2522
Forms/courses/contact info www.clac.ca
CLAC Retirement Member Care 1.800.210.0200
Employee/Family Assistance Program 1.844.880.9142
(<http://www.workhealthlife.com>)

CLAC OFFICES:

Lower Mainland Office 1.800.331.2522
Fort St John Office 1.800.331.2522
Prince George Office 1.800.331.2522
Kelowna Office 1.866.757.2522
Edmonton Office 1.877.863.5154

GISBORNE STAFF / NON-UNION EMPLOYEES

Benefit Questions¹ 1.877.422.6487
RRSP Questions² 1.888.727.7766
Confidential Counselling 1.877.630.6701

EMPLOYEES ON GISBORNE BENEFIT PLAN

Be sure to register for electronic access to your benefit plan for on line claims, forms and more. Go to: <http://www.inalco.com/english/index.jsp> and click on the **Cyber Client** box in the upper left hand corner of the webpage to register.

¹ Industrial Alliance (extended health/dental coverages) now has an app for iPhone or Android. You can use the app to file your claim electronically, call up an electronic copy of your benefit card (for prescriptions or dentist claim) or track recent claims to see if they have been accepted. Check with HR or Payroll re how to set up your online account.