



## SRM Meeting- November 29, 2017

### Spend

According to our records, for the period of January 1, 2017- September 2017 CatWauk Compression billed Canadian Natural for 614 invoices totalling \$3 069 301.50.

This included 33 overhauls according to our accounts receivable records.

### Request for Proposal #845- Process and Challenges

The RFP #845 was a definite learning process. Unlike previous years, where it seemed simple and straight forward, this time it was much more challenging.

We are a small service-only company. We do not supply parts, so we do not stock inventory of any sort.

As a result, our knowledge of supply chain procurement is limited, and some of the requests were, at times, confusing in their relevance to the process.

Going forward our hope is, as we learn more about supply chain management, this will become an easier process. At present though; it continues to be unfamiliar territory.

### Successes

We at CatWauk feel truly fortunate to continue working for a company that we have spent the last 15 years with. As well, we appreciate having the opportunity to expand into areas new to us, with Canadian Natural.

We have also had an opportunity to build new relationships with Canadian Natural's current approved vendors.

## Safety Performance

**We have had Zero injuries, accidents, or incidents in 2017 to date.**

As of Oct 23, 2017, CatWauk Compression has completed 15 years in business.

In the past 15 years we have had the following reportable events:

- automobile accident in 2007, which resulted in 1 week of lost time due to a sore back. No other injuries were sustained.
- In 2007, an employee assisting a parts person while picking up parts, sustained a pinched finger while helping to load parts onto the truck with a forklift. He then fainted, and broke a chunk off his tooth when he fell. Employee was on restricted duty for a few days, and had to have tooth repaired.
- In 2016 an employee strained his back while picking up a con-rod.
- In 2016 an employee tripped forward and fell, dislocating his shoulder on a psv.

**We have had no other injuries in 15 years, and have never had an injury on a CNR worksite.**

We have had numerous WSO's completed on our employees since inception, and we are consistently found to be compliant with CNR Safety Philosophy. We believe this shows our commitment to a safe working environment, on a daily, site and task specific basis.

We were awarded our COR certification in May 2013, with grade of 82% and with continued improvement, have achieved a current overall Audit score of 93%.

We have also been a member of ComplyWorks since 2006, and ISNetworld since 2010.

Despite never having had a serious injury or incident, our standard TRIF in Complyworks for 2016 reflects an unfavorable rating of 9.36.

However, when reading Complyworks notes on TRIF calculations, it reveals that the standard TRIF calculation uses a formula that relates to companies of 200+ employees, which gives a skewed rating for smaller companies.

For smaller companies they also have an optional formula that scales the data to a company-size specific TRIF. This formula gives a more accurate rating of 1.87, not 9.36.

CNR uses the standard TRIF (for large companies with 200+ employees) when rating our safety status.

## Value Add

We believe we create value by doing the job correctly the first time, thus minimizing down time and rework.

We strive to provide our clients with the most cost effective and timely solutions, always. We do this by ensuring our employees remain current with their apprenticeship and safety training programs.

## Targets for 2018

In 2018, we will continue our mission to attract and retain a quality workforce, to meet the fluctuating demands and timelines required by Canadian Natural.

We will strive to remain profitable in this challenging pricing environment, without having to sacrifice quality or efficiency in the services we provide.

As always our core target remains: **Zero Incidents, Zero Accidents, Zero Lost Time**

