



Aim

Provide an overview of the challenges when working as a private contractor in support of disaster relief and how ATCO Structures & Logistics would respond to those challenges.



Presentation Outline

- Description of ATCO Structures & Logistics
- Recent experience in Disaster Relief
- Challenges and Response
- Open Discussion

About ATCO Structures & Logistics (ASL)

- Part of the ATCO Group
- Alberta Trailer Company (ATCO) established 1947
- ATCO Structures, ATCO Frontec, ATCO Noise Management
- 2,700 employees worldwide
- Headquartered in Calgary, AB



ASL Worldwide Locations

Canada/Alaska

Langley, BC
 Prince George, BC
 Fort Nelson, BC
 Fort St. John, BC
 Calgary, AB
 Edmonton, AB
 Fort McMurray, AB
 Regina, SK
 Saskatoon, SK
 Winnipeg, MB
 Toronto, ON
 Guelph, ON
 Cambridge, ON
 Timmins, ON
 Kingston, ON
 Ottawa, ON
 Montreal, QC
 Yellowknife, NT
 Whitehorse, YT
 Inuvik, NWT
 Anchorage, AK

Central/South America

Monterrey
 Peru
 Chile

USA

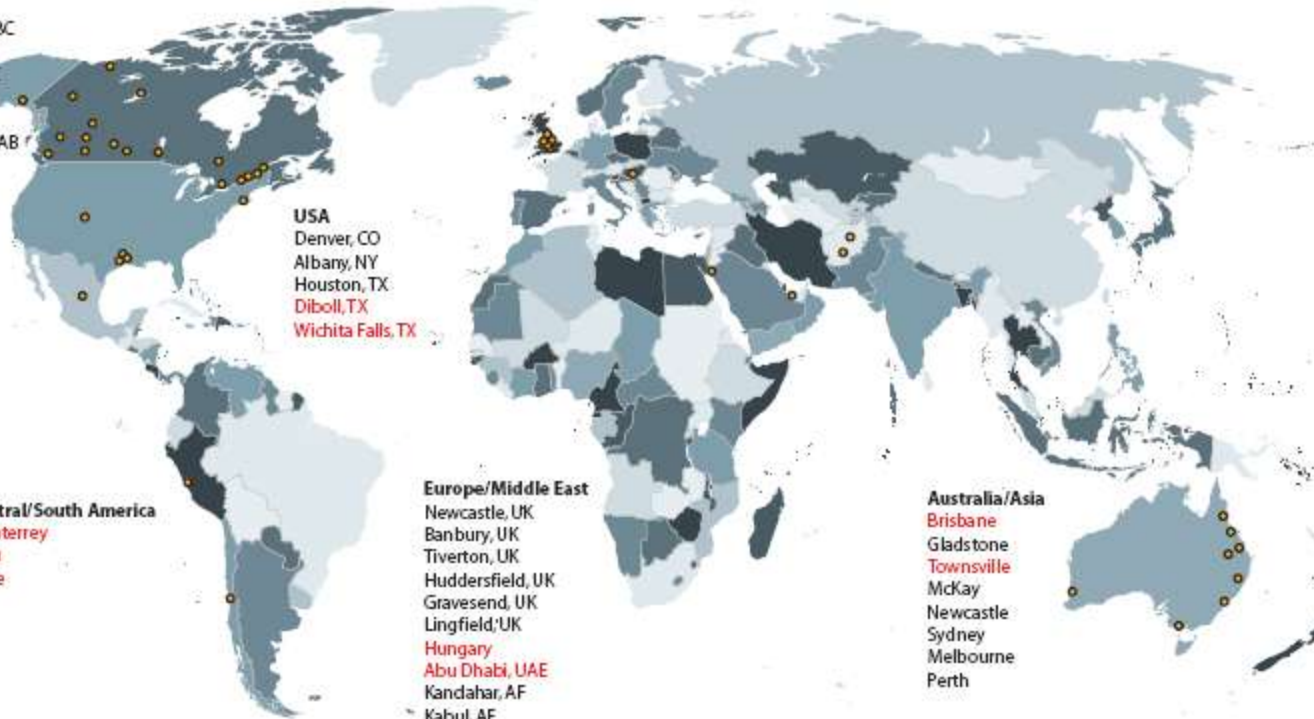
Denver, CO
 Albany, NY
 Houston, TX
 Daboll, TX
 Wichita Falls, TX

Europe/Middle East

Newcastle, UK
 Banbury, UK
 Tiverton, UK
 Huddersfield, UK
 Gravesend, UK
 Lingfield, UK
 Hungary
 Abu Dhabi, UAE
 Kandahar, AF
 Kabul, AF

Australia/Asia

Brisbane
 Gladstone
 Townsville
 McKay
 Newcastle
 Sydney
 Melbourne
 Perth



RED - Manufacturing at this location

ATCO Structures
 & Logistics

**ALWAYS THERE.
 ANYWHERE.™**

ASL Products & Services Support

- Oil and gas
- Mining
- North Warning
- Defense sector
- Disaster Relief

With operations in remote, harsh, hostile environments

Products

- Work and Living accommodations
- Open Camps
- Temporary/Portable Shelters
- Custom pre-fabricated buildings
- Metal buildings and enclosures
- Blast and Hurricane resistant structures

Services

- Full camp services
- Site services & Logistics
- Construction
- Airfield operations
- Rapid Response capability

Workforce Housing - Dormitories & Facilities



Urban Space Modular Products



MODULAR CLASSROOMS + DAYCARES



MODULAR COMMUNITY HEALTH FACILITIES

Full Camp Services

- Catering and food services
- Accommodation management
- Supply management
- Facilities operations and maintenance
- Vehicle and Equipment maintenance
- Water/waste/wastewater management
- Pest control
- First Responder services
- Site security and transportation services



Site Construction

- Planning and Design
- Mobilization
- Site preparation
- Utilities and site services
- Roads, walkways, airstrips



Rapid Deployment for Disaster Relief

Islamabad, Pakistan - Full camp set-up, catering, medical, operations, logistics and site support services to the NATO Disaster Assistance Team deployed to Islamabad, Pakistan in response to earthquakes in the region in 2005

Cape Verde – supported 5000 NATO troops for a disaster relief exercise in Operation Steadfast Jaguar on a 30-day mobilization schedule. Services included: food supply, water management, laundry, transportation and port services.



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Rapid Deployment for Disaster Relief

Port Au Prince, Haiti

- Awarded a \$12M contract from CIDA
- Provide a temporary administrative base for the Government of Haiti
- Three office complexes for approx 280 civil servants
- Flexible structures with air conditioning, portable toilets, primary and back-up power inverter systems, computer set up and internet service.
- CAT 3 hurricane resistance – Design criteria: 130 mph sustained winds
- Other projects:
 - Offices - Caribbean Development Bank
 - Police school classrooms - Canadian Commercial Corporation.



Administrative Base under construction for the Government of Haiti (April 2010).



Ministry of Agriculture

Start of Shelter Construction – Port au Prince



Ministry of Health

Open for Business – Port au Prince



Ministry of Planning

Finishing Touches – Port au Prince

Challenges

- Disaster response – what to expect
 - Need for immediate response- no time to prepare
 - Rapid deployment of qualified personnel, infrastructure products, vehicles, tools and equipment
 - Requirement for “reach-back capability” to augment response team
 - Need for established logistics network including reliable supply chain, warehousing and transportation suppliers
 - Prepare for unexpected change and adversity

Challengers cont'd

- Advanced knowledge of local infrastructure capacity
 - Availability of transportation and communication networks, utilities services (electricity, water, etc), working and living accommodations, suppliers, subcontractors, local workforce, equipment and vehicle rentals, fuel, etc.
 - Security and threat assessment
- Impact of influx of international effort and ability for local government to absorb
 - Potential difficulty in finding goods, services and skilled labour due to number of reconstruction projects
 - Limited capacity escalates in price

Challenges cont'd

- Pace of reconstruction
 - Impacted by degree of local resources including personnel with skills to manage ongoing O&M of new infrastructure
 - Subject to delays - define needs and finalize scope (re-think, rather than re-create what was there previously)
 - Dependent upon the suitability of reconstruction site prior to initiation of project

Challenges cont'd

- Coordination with host country government, international agencies, NGO's
 - Establish regular communications to meet clients needs
 - Identify the lead players and establish ongoing relationships
 - Communicate progress of your project and keep abreast of upcoming activities
 - Transfer knowledge and build capacity within the local area

ATCO Approach to Challenges

Immediate Response

- Deploy “robust” advance recce team for assessment to include: (Composition of recce team)
- Have product ready to ship
- Draw on established logistics capability;
- Initiate arrangements with goods, service suppliers
- Create multiple (reach-back) project teams to allow for concurrent activity

ATCO Approach to Challenges (cont'd)

Project Delivery

- Mobilize resources for project delivery
- Draw team from pool of experienced personnel with communication and problem solving skills
- Plan for adversity and tailor a response – not a cookie cutter approach
- Establish self sufficiency on the ground
- Invest in local capacity building through local training, transfer of knowledge, preparation of handover

Approach to Challenges – cont'd

Coordination with Host Country

- Establish relationships with local government, international agencies, private sector partners
- Make a long term commitment through investment of capital for in-country products and services.
- Invest in training and development of local personnel
- Commercial registration in the host country

What Makes ASL a Strong Partner?

- Depth of skills and experience
- Worldwide capability
- Financial strength
- Manufacturing capacity
- One stop-shopping for full range of in-house products and services
- Successful project & construction execution (on-time, on-budget)
- *ALWAYS THERE. ANYWHERE*



Working together!

ATCO Structures
& Logistics

**ALWAYS THERE.
ANYWHERE.™**