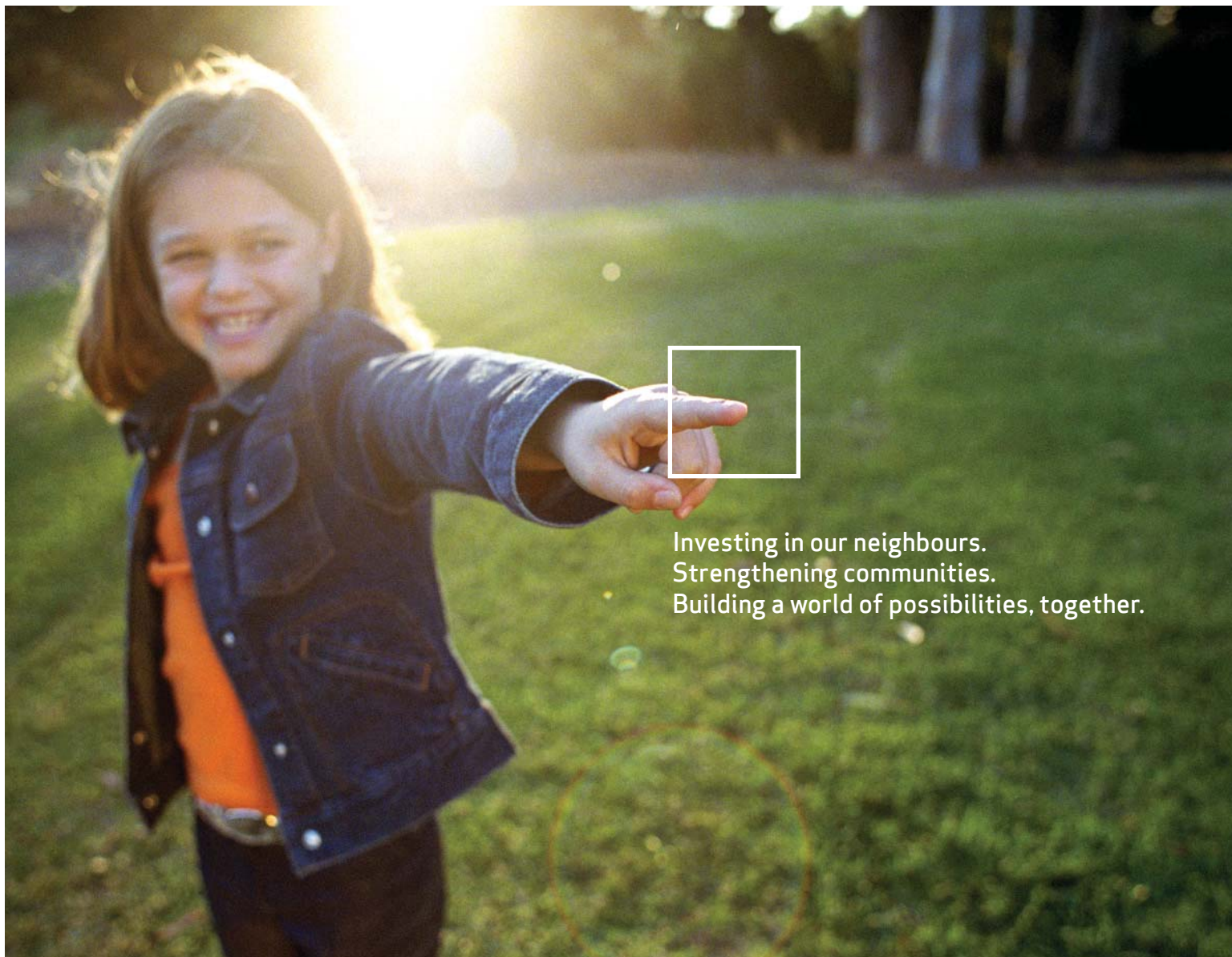


Partnerships. Possibilities.



Investing in our neighbours.  
Strengthening communities.  
Building a world of possibilities, together.

# What Makes PTI your Strongest Choice for a Joint Venture?

Like you, we believe that successful long-term relationships require the *right* partners. Partners who bring additional value to the relationship that others can not. The ability of the partnership to win contracts in your region can be enhanced by the capabilities that we have built in over 30 years of service in western Canada, the North, and around the world.



## ◆ "TURNKEY" SERVICE PROVIDER

PTI Group is the largest company in western Canada that provides the **convenience of a one-stop-shop** for all remote camp-related services. While some companies offer only catering or only camp leasing, PTI offers it all: camp manufacturing, camp leasing, catering, camp management, wastewater treatment, and a host of other support services. This convenience is highly valued by customers in the industry. This capability alone is a decisive factor in winning lucrative contracts.

## ◆ INDUSTRY TRACK RECORD FOR LOGISTICAL EXPERTISE

The process of manufacturing, transporting, installing and operating camps that range in size from 25 people to 5,000 people is no easy feat, especially when you add the complexities of extreme weather and remote wilderness terrain. Many companies claim they can do it, but **very few have the experience and resources to do it without error, on time, and on budget**. Customers in the industry are wise to this. We have been doing it successfully for over 30 years and our logistics management team has the track record to prove it.

## ◆ MANUFACTURING CAPACITY

PTI has two climate-controlled manufacturing facilities in Edmonton, strategically located to serve the North. With a total of **140,000 sq feet of manufacturing space and 700 skilled tradespeople**, we have the capability and capacity that very few in our industry have to bid on camps as large as 5,000 people.

## ◆ SALES & MARKETING EXPERTISE

Our industry is an extremely competitive one. Our sales and marketing teams have developed a strong reputation and rapport with key customers to position PTI and its partners as **a preferred supplier of camp and catering services**. We are proud, not only of our camps that we've built, but also for the relationships we've created with our customers.

## ◆ TRAINING / APPRENTICESHIPS

Our affiliation with post secondary institutions, such as NAIT, and the variety of roles available in our company provide additional opportunity for people with no experience to gain apprenticeship training to develop a skilled trade. Whether people from the community have an interest in pursuing a career in the culinary arts or construction / manufacturing, we can help them to develop their career with **on-the-job paid training**.

## ◆ SUPPORT OF LOCAL ABORIGINAL BUSINESSES

Wherever possible, PTI looks for local Aboriginal suppliers of goods and services in the regions in which we operate. These are measurable benefits that flow back to the community as a result of work we secure with our partners. Our **Aboriginal Affairs department** combined with PTI's **Aboriginal Awareness System** demonstrate our devotion and commitment to establishing and maintaining community support.

## ◆ ABORIGINAL JOINT VENTURE SUCCESS MEASURES

At the end of the day, a successful partnership provides tangible economic benefits for the community. Our value is in managing the day-to-day operations to **generate long-term profits for all involved**. We welcome the opportunity to discuss a partnership with a world of possibilities with you.

PTIAF - 080318



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Remote. Possibilities.™