

The Business of **SAFETY - FIRST, LAST, AND ALWAYS**

The first decade of the new millennium saw a global recession. It also saw a North Bay company continue its path to gThe first decade of the new millennium saw a global recession. It also saw a North Bay company continue its path to global proportion. How is this possible? For Redpath, it was a combination of quality, service, reliability, safety, a skilled workforce, innovation and experience. All driven by the high standards of their guiding principle; "Safety – First, Last and Always".

Not just below the Earth's surface, but above it as well. Redpath safety also accounts for sound, professional business processes, procedures, rules and systems that save time, money and endure the ups and downs of economics and evolution.

Redpath Contract Services Manager, Norm Guppy explains, "Being a global player not only means we have to be outstanding in mining but outstanding in business practices and procedures as well. If processes and systems did not evolve in alignment with our company's growth, there would be no growth."

ENGINEERING

Redpath is setting new professional standards for running the business of mine engineering and development. As a result the company, along with its clients worldwide, has become more structured.

From feasibility to commissioning, Redpath processes and procedures, including: structural, mechanical, design installation and monitoring, are closely managed. Kick-off and milestone meetings include area manager and project supervisor involvement; generating utmost efficiency, buy-in, support and full knowledge from the field.

Redpath's solid business approach to mining has also enabled the company to continue its long history of engineering innovation; spearheading, for example, the next generation in 3-D modeling/rendering design. Additionally, constant Research and Development efforts have guided Redpath to develop safer equipment as well as many environmental solutions.

ADMINISTRATION

Redpath strongly believes in the power of business technology. Invoicing and supplier payments are undergoing automation while procurement is already 100% computerized. People in the field get what they need, efficiently, effectively and economically.

The company is also engaged in streamlining Accounts Payable; using less energy to process more invoices – so they may direct more efforts to delivering faster revenue for the company, their clients and suppliers.

Redpath's administrative methodology encourages optimum accuracy and efficiency – the first time out. This of course greatly reduces their costs of doing business, while at the same time, increases the company's service quality. Redpath automated procedures allow for: controlled billings and cash flow, matching schedules to estimates, accurate monitoring of progress, budgeting cost to completion and standardized codes of accounts. People at Redpath have developed electronic process systems as far back as the 1980's that are still effective today.

It is this type of insight and safe business practice that make Redpath more adaptable to managing economic cycles and more appealing to existing and future employees, clients, stakeholders and suppliers. Evident by the company's increasing number of skilled workers and global reach.

PROJECT MANAGEMENT/SERVICES

Contract, Estimating and Project Services is a cohesive, structured Group at Redpath. Run as a business, worldwide, the Group establishes and formalizes work and procedures, including: commercial aspects of the project, scope, details, deliverables and scheduling – right through to invoicing.

As a result, field operations are aware of various aspects of the contract such as rules and interpretation; in essence, the business side of doing the work. Beyond many obvious advantages, this enables immediate reporting of milestones, concerns, solutions, etc.



Redpath project management personnel meet with clients early in the planning stages. In fact, based on the company's expertise in this area, many mine owners/clients engage them in writing their contractual documents. This involves working with foreign languages and/or laws in such countries as Mongolia, South Africa, Indonesia and Australia.

GLOBAL REACH

For almost 50 years in existence, throughout all economic climates, Redpath continues to: profitably maintain all projects, win work globally, diversify and improve processes, increase internal savings and secure credit. Helping to improve the lives of all who work with and for the company; and those who live in the many communities where Redpath resides, worldwide.

How is this possible? The answer is clearly revealed in the highly professional manner in which the company conducts business. Or what they call the business of

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