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Subject: A consortium, new construction and an expansion in Mexico: BESTECH continues to grow Global Presence



SAMSSA Daily News Update

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A consortium, new construction and an expansion in Mexico:

BESTECH continues to grow

From its headquarters on Lorne Street, BESTECH provides world-class products, services and ongoing support in order to meet the needs of individual clients from a diverse range of industries.

Leading the way to energy savings

Bringing its fresh and innovative approach to industry concerns, BESTECH is currently leading an international consortium to develop new technologies designed to make the most efficient use of energy consumption.

This group, comprised of Vale Inco, Xstrata Nickel and the Centre for Excellence in Mining Innovation (CEMI), along with BESTECH, has developed new innovative technologies that are being assessed at two local mine sites to demonstrate its conceptual ideas, according to André Dumais, Manager, Corporate Services. The project is funded by Sustainable Development Technology Canada (SDTC), an arm's-length, not-for-profit corporation created by the Government of Canada.

Dumais says since ventilation can be up to 60% of a mine's energy consumption, it's the group's targeted system.

Through a process called "Ventilation-On-Demand (VOD)," tracking systems, environmental monitoring systems, ventilation modeling, and sophisticated computer programming are used to determine what areas of a mine should receive ventilation based on requirements and demand.

This project, up and running by the spring, is targeted to end September 2010. The idea is to analyze our successes for six months, in order to collect enough data to demonstrate what energy savings can be gained through the installation of the VOD system.

Offering end-to-end solutions for clients

BESTECH has recently opened a new 7,500 sq. ft. shop with manufacturing and electrical capabilities on Kelly Lake Road, offering clients the ability to have these designs constructed and installed by BESTECH's team.

Dumais is confident that the customers will benefit ten- fold by having one solution provider and reducing the communication and work flow challenges that occur with multiple contractors. The option to provide this service came as a result of the recession from last year and a demand from our existing clients. Now, communication barriers are eliminated, since the person who designed the system is working two cubicles away from the person who's installing it.

"The idea is that we can offer an end-to-end solution to our clients," he says, adding this capability also provides a savings for the client.

Traditionally in this type of business, you would hire one firm to do the design and engineering. That project ends and a couple of weeks are spent putting together a scope of work, and they go out to tender for construction. They stop that project and go out to tender again for the installation.

Nine people have been hired for the new service, according to Dumais, including highly experienced electricians, electrical apprentices, superintendents, and foremen.

A reason to celebrate

February marked the first anniversary of the opening of BESTECH's third office, located in Timmins. Currently managed by the firm's Sudbury group, a local manager is being hired to focus on that office.

Dumais says BESTECH has a lot of opportunities for growth and expansion of its workforce. Therefore, the company is looking into other

geographical markets.

Untapped resources in Mexico

"We are currently developing a business plan to open an office in Mexico to service a brilliant, yet under-serviced market," says Dumais.

The firm's market research shows a big demand for its types of expertise in the Latin-American country, and Dumais says clients are very open to them coming in.

"BESTECH has already secured some very substantial contracts."

This new office will use both local and Sudbury talent. For instance, project managers and project leaders from Sudbury would be seconded to the Mexico office for a few weeks at a time to develop the expertise needed there.

Additionally, BESTECH will hire engineers, developers and programmers from Mexico, since the country graduates about 900,000 engineers and technicians each year, according to Dumais.

A Recognized Leader in Economic Development

In February, BESTECH was awarded a 2010 Community Builders Award for Economic Development.

Honouring individuals, this award is shared by Marc Boudreau, CEO and president, and Denis Pitre, vice president - two local engineers who founded BESTECH in 1995.

This award comes on the heels of another recent win: the Best Place to Work for Young Professionals Award, in November 2009, from the local Young Professionals Association.

In summing up this latest award, Dumais says, "In a nutshell, it went from two guys with a vision, to now supporting 80 local families."

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