

MINING IN QUÉBEC

two months for manufacturing, one month for transportation and one month for installation, for pretty much any size of project," he said.

Dewatering mines

Mines in Canada need to invest significantly in dewatering tools. Technosub, a company established in Rouyn-Noranda in 1983, distributes Tsurumi pumps all across Canada while it also manufactures its own pumps, specifically designed to suit the needs of clients who may have specific problems with slurry and acidic water.

Although international sales still represent a small portion of the business, some of Technosub's pumps have already reached Mexico and Africa.

"Back in the 1980s demand for pumps was huge, but there were delays in the supply of up to two months. Today we are able to provide an immediate response with a quick and efficient solution. To ensure that mines always have a working pump, we can send a replacement pump at no additional cost, so they do not have to stop the operation. This system is quite unique and clients like it a lot," said Eric Beaupré, director of sales and marketing, Technosub.

While distribution of third-party products has traditionally represented the bulk

of the revenue (60% today) Beaupré anticipated significant growth in the sales of Technosub's own products. "The sales in tailor-made solutions are growing every year, especially with the high pressure pump as underground mines are going a lot deeper. We are also expanding our operations into western Canada where there are many open-pit mines, which have different requirements and normally use diesel pumps."

The company employs one hundred people in Canada, and besides Rouyn-Noranda it has branches in Ontario, New Brunswick, Manitoba, Alberta and British Columbia. "Our level of growth is fast and we need to improve our infrastructure as a company to enable us to expand further. The demand is extremely high, and this spring has been particularly busy in Canada, as it has rained more than average, and mines have had a lot of problems with flooding," Beaupré said.

Québec, a manufacturing base

Technosub's case is just one example of how Québec's mining expertise has translated into the development of a value chain through manufacturing. In drilling for instance, Québec manufacturers not only serve nearby contractors, but also they are significant exporters.



Alain Paquet, vice president, Fordia

Fordia, a manufacturer of diamond tools and equipment for mineral exploration, exports 60% of its production and is present around the globe. The company gained an advantage in the marketplace by forging in-house developed alloys at its furnace, and targeted international expansion since the 1980s. "It was very difficult to move into other countries and at the beginning we followed the drilling contractors that went overseas to interpret the information they gave us. We hired experienced drillers who were able to assess and make relevant adjustments depending on the ground conditions," said Alain Paquet, vice president, Fordia.



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