



PONT INTERNATIONAL
GORDIE
HOWE
INTERNATIONAL BRIDGE



BNA Procurement Summit

Windsor, ON, Canada

October 19, 2021



PONT INTERNATIONAL
GORDIE
HOWE
INTERNATIONAL BRIDGE

Thank you for joining us.

**Please be sure to mute your
microphone.**

We will begin shortly!



Welcome and Introductions

AGENDA

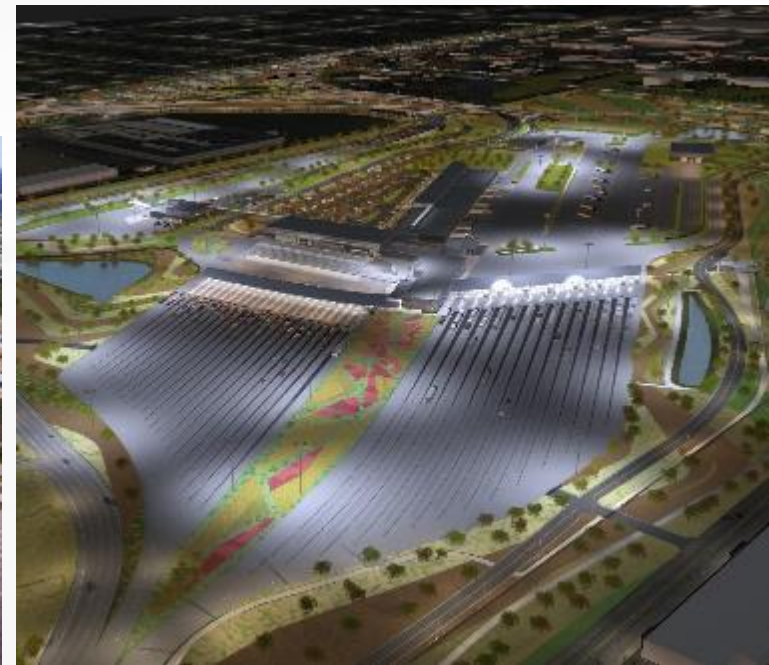
1. Welcome & Introductions
2. Safety Moment
3. Project Update
4. BNA Procurement Process
5. BNA Upcoming Opportunities
6. Tier 1 Speakers
7. LBE Goal
8. Q & A session
9. Wrap Up

SAFETY MOMENT

Bob Gallant,
Director of Health & Safety, BNA



PROJECT COMPONENTS



CURRENT PROGRESS & CONSTRUCTION UPDATE



Canadian bridge site tower work



US bridge site tower work

CURRENT PROGRESS & CONSTRUCTION UPDATE



Canadian Port of Entry Main Building.



US Port of Entry Main Building.

CURRENT PROGRESS & CONSTRUCTION UPDATE



I-75 Corridor Clark St Bridge



I-75 Siphons Cavalry Street.

WORKING WITH BNA PROCUREMENT

Procurement@bnacagp.com The easiest way to contact BNA Procurement Team for the CA side.

Note a similar email for the US side – Procurement@bnausjv.com

BNA issues ‘packages’ or ‘scopes’ to be tendered in an RFP (Request for Proposals). Due to security requirements, drawings/scopes are not published in a website or software like Merx. NDAs will also be requested.

Note that this is a Design/Build project, packages are being issued as we go – we’ll providing packages when they’re ready to go.

In addition to the ‘formal’ RFQ packages, there’s ‘day-to-day’ requests.

UPCOMING OPPORTUNITIES WITH BNA

POE Major packages remaining:

- Cold Storage Q4-2021
- Operable partitions Q4-2021
- Animal penning systems + kennels Q4-2021
- Fire caulking Q1-2022
- Perimeter fencing Q1-2022
- Installation of MSE walls Q1-2022
- Furniture / Appliances /AV Systems / Electronic queue systems Q4-2021 / Q1-2022
- Sprayed insulation Q1-2022

Bridge Major packages remaining (some will be issued by US side):

- Touch up paint for Bridge Q4-2021
- Access Hatches and Doors Q4-2021

Please let us know your interest. Current RFQs can be also found at:
<https://www.gordiehoweinternationalbridge.com/en/procurement-opportunities>

TIER 1 SUBCONTRACTOR - CYMI

- CYMI is part of ACS Industrial Services, whose activity focuses on the development, construction, maintenance and operation of energy, industrial and mobility infrastructures
- CYMI in North America
 - USA: Main ongoing projects: Chesapeake Bridge Tunnel and Hampton Roads Bridge Tunnel (current backlog: \$150M USD)
 - Canada: Main ongoing projects: Eglinton LRT, Finch LRT, GHIB Canadian POE Electrical Works (current backlog: \$80M CAD)
 - Annual Revenue: \$50-\$60M



TIER 1 SUBCONTRACTOR - CYMI



- CYMI is looking for local subcontractors to support our company for a successful project
- Main Requirements
 - Highest standards in safety
 - Local manpower to support local communities
 - Qualified personnel – electrical works
 - Knowledge of local market
 - Unionized subcontractors
 - Experience in infrastructure projects
 - Diversity/integration



TIER 1 SUBCONTRACTOR - CYMI

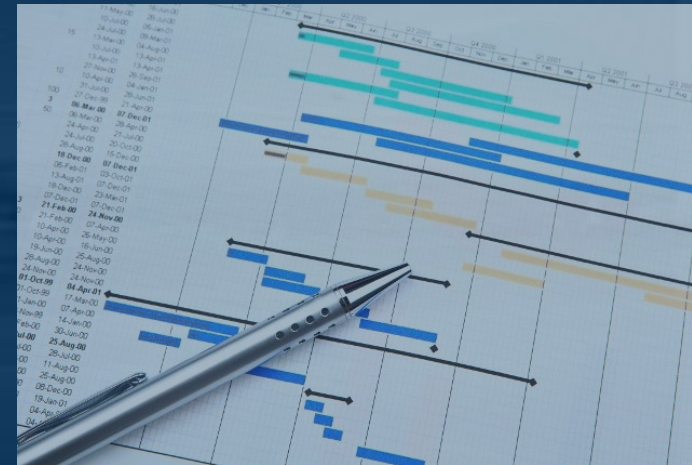
- CYMI is looking for local suppliers
- Main Requirements
 - Quality standards
 - Quick response
 - Technical knowledge
 - Engineering solutions
 - 24/7 Availability



TIER 1 SUBCONTRACTOR - CYMI



- Project Schedule – Electrical Works
 - Project Duration: 2021-2024
 - Construction Phase: 2022-2024
 - Construction Stages
 - Approaches
 - Bridge



TIER 1 SUBCONTRACTOR - CYMI



- Scope of Works
 - Supply and Installation of raceways (conduits, cable trays, etc.)
 - Supply and Installation of supports, junction boxes, pull boxes, etc.
 - Supply and Installation of MV and LV Power Distribution Cables
 - Supply and Installation of Distribution Panels
 - Supply and installation of bridge maintenance lighting
 - Supply and installation of Fire Alarm System
 - Supply and Installation of Roadway, Pedestrian and Underpass lighting Grounding and Bonding
 - Installation of Architectural Lighting



TIER 1 SUBCONTRACTOR - CYMI

- Bid Process
 - RFP document
 - Suppliers
 - Subcontractors
 - Selection Process
 - Shortlist
 - Discussion of Main Terms and Conditions
 - Final Negotiations
 - Award
- Project Procurement
 - Project Manager/ Coordinators
 - Purchases Manager



TIER 1 SUBCONTRACTOR – CYMI

- Bid Process Timing
 - Preparation of RFP Documents to be sent out for bidders – 2-4 weeks
 - Proposal Stage – Time to submit proposal
 - Subcontracts: 2-4 weeks
 - Suppliers
 - Materials package above \$50,000: 2-4 weeks
 - Materials package below \$50,000: <2 weeks
 - Proposals Evaluation: 1-2 weeks
 - Shortlist and Final Negotiations: 1-2 weeks
 - Award

- Bid process can take from 1-2 weeks for small scope packages to 6-8 weeks for main packages



TIER 1 SUBCONTRACTOR - CYMI



- Contact Information

- Commercial Information:

- Angel Munoz, 519.903.1750, amunozl@cymisa.com
- Alexis Mozo, 416.732.5792, amozom@cymisa.com
- Jim Eldert, 647.400.1922, jeldert@cymisa.com

- Procurement/Project Management Coordination:

- Oscar de la Fuente, 519.903.7150, ofuentet@cymisa.com

- www.cymisa.com



TIER 1 SUBCONTRACTOR - AMICO

Amico is an Ontario-based construction company with over 600 employees and offices in Mississauga, Cambridge, and Windsor. A COR certified company that follows ISO compliant quality procedures, Amico brings deep experience in the execution and delivery of high-quality large-scale infrastructure works. With the ability to self-perform major portions of the work, Amico's union affiliated heavy civil division has been involved in large-scale, complex DB/DBF/DBFOM bid-build heavy civil and transportation projects delivered for IO, MTO, Metrolinx, CN, CP, etc.

Visit our website at [amico.build](https://www.amico.build) to learn more.



AMICO

PROPERTIES | INFRASTRUCTURE | DESIGN BUILD



Tier 1 Subcontractor



AMICO

PROPERTIES | INFRASTRUCTURE | DESIGN BUILD

What is Amico looking for?

The majority of Amico's work will be self-performed while utilizing third party specialty subcontractors and suppliers. Amico will be sourcing and securing a of piping materials associated with its scope of work.

Procurement items	Possible Services
<ul style="list-style-type: none">PVC piping materials (Storm, sanitary, watermain)	<ul style="list-style-type: none">Flushing and CCTV services
<ul style="list-style-type: none">Pre-cast concrete products including manholes, catch basins, pipe, riser sections, etc.	<ul style="list-style-type: none">QC testing
<ul style="list-style-type: none">Pre-cast concrete culverts, chambers and headwalls	<ul style="list-style-type: none">Material Hauling
<ul style="list-style-type: none">Pre-cast block for retaining walls	<ul style="list-style-type: none">Equipment Rentals
<ul style="list-style-type: none">Ready Mix Concrete	

Procurement Period: Present to Spring of 2022

TIER 1 SUBCONTRACTOR - AMICO

It is anticipated that the majority of Amico's work will be conducted over the 2022 calendar year with the project initiating in the fall/winter of 2021, and fully complete in the 2023 construction season.



TIER 1 SUBCONTRACTOR - AMICO

For more information on pricing/potential supplier/subcontractor work opportunities contact:

estimating@amico.build

Ryan Capogna, Divisional Operations Manager – Civil
ryan.capogna@amico.build
(519) 737-1577 ext. 288

Mike Farrugia – Quality Control Manager
Mike.farrugia@amico.build



| LOCAL BUSINESS ENTERPRISE GOAL

BNA has committed to a goal of \$250M in 'Local Canadian Workforce'

As of September 2021, BNA has already made \$141M of such commitment, and has entered into contracts that will bring this figure to a minimum \$275M.

More than 100 local companies / suppliers / subcontractors working directly for BNA

Thank you for attending!

Question and Answer Session

