



## TURNAROUND/SHUTDOWN INDUSTRIAL TOOL SOLUTIONS

Thank you for your interest in our TA/SD tooling and services program. This overview will provide you with some of the framework that you might be interested in pursuing. Our approach is to meet with you to find the right solution for your project. Each solution can be custom tailored to your individual needs, and could include any or all facets of the solutions outlined.

## HISTORY

Jobsite Industrial Rental Services was founded in Burlington Ontario in 1987 as an Industrial Rental company, primarily serving the manufacturing, automotive and steel industries in Southern Ontario. In 1999, Jobsite Industrial Rental Services was purchased by Toromont Industries Ltd., a publicly traded Canadian company (TSX:TIH). Jobsite Industrial Rental Services' sister companies include Battlefield Equipment Rentals, Toromont Cat, Toromont Power and SITECH Mid-Canada Ltd. In 2006, we did our first Turnaround at the Petro Canada Refinery in Mississauga ON. Since then, Jobsite Industrial Rental Services has participated in over 40 turnarounds across Canada in various facets.

Jobsite Industrial Rental Services currently has 8 locations in two provinces with continued expansion plans. We serve in almost every industry and our equipment has been used all over Canada and the United States. Our new head office is home to over 36,000 sq. ft. of equipment and support for all of our stores and projects.

## TURNAROUND PHILOSOPHY

As we have progressed through so many shutdowns, Jobsite has been able to identify and develop an approach that serves our customers well:

- **Head Down.** The most expensive component of any shutdown is labour. Jobsite's approach highlights the simple fact that workers with the proper tooling will be working safer and with less downtime. Jobsite will work with you to ensure that workers are tooled up and driving value at the project.
- **Find The Pain.** Tools and logistics can be complex and often difficult to control. Our experienced staff will meet with your Turnaround Group during the planning process to identify where challenges are specific to your project or refinery and work to find a solution. A few of these solutions have been outlined below in our case studies.
- **Collaboration.** During our vast experience, one overriding challenge continues to be present at refineries and manufacturing facilities where we go to for the first time. There is very little communication and collaboration between all the stakeholders for the project. This could include internal staff, contractors, QC and safety. Jobsite's unique approach opens communication between all parties and can provide significant value through removal of duplication, information sharing and overall cooperation. Our Project Managers and staff look for these gaps and work with all parties to close them.
- **Be the Butler.** A good comparison to the service that Jobsite offers is that of a butler who anticipates needs even before they are presented. We are constantly reviewing inventory, tool usage, weather and site conditions and upcoming projects and milestones throughout the turnaround to be proactive instead of the usual reactive. Being reactive costs money to your project. Our vast network of suppliers has been

honed and vetted to ensure we have the high quality products that are available during non- business hours. Our staff is ready to work 24/7 on call outs to ensure your project is not affected.

- **Provide Value.** We understand that we MUST provide value to your project in order to be successful. Our approach is to meet after each project and find where further value and possible savings can be had.

## TOOL CRIBS AND BLAST MODULES

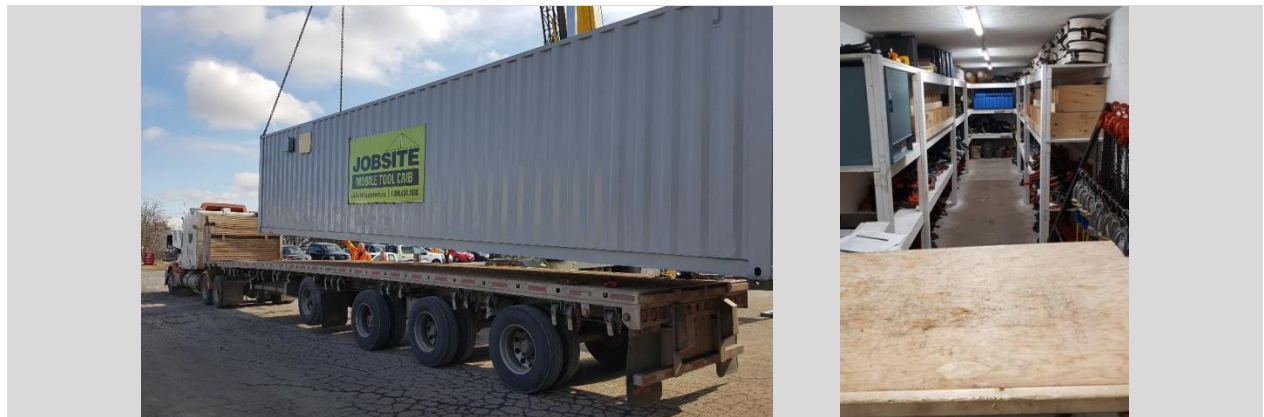
Jobsite Industrial Rental Services has a variety of different options for your project. We have standard tool cribs that range in size from 10'-40'. These tool cribs can be used outside of blast zones and can be outfitted for specific needs at your project including:

- Standard layout tool cribs
- Welding Rod storage cribs
- PPE and Coverall cribs

All of our standard cribs come with ESA inspected electrical panels and detailed layouts that work for your specific needs. They can be made plug and play for ease at site.

### CASE STUDY

A contractor working on a long term project at an Ontario refinery approached us to build a number of tool cribs for their various needs at the site. Jobsite met with stakeholders and designed/built 3 different 40' tool cribs serving for tool distribution, welding rod quality control and PPE/Coverall distribution.

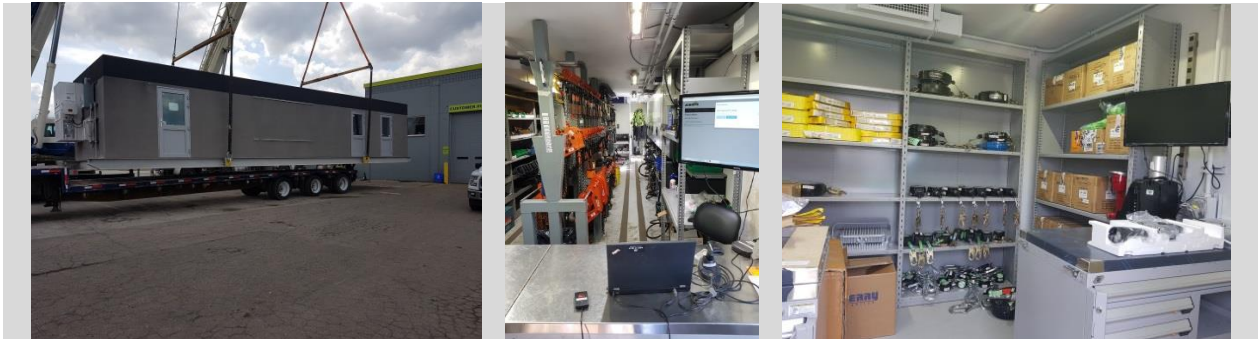


## BLAST RESISTANT TOOL CRIBS AND MODULES

Jobsite Industrial Rental Services owns a number of Blast resistant tool cribs that are rated 8PSI 200ms. These cribs are Class 1; Div. 2 approved cribs that are specifically designed for tool and safety distribution. Working in the middle of a unit presents a significant labour cost savings as workers will not have to exit the unit in order to get their tooling. Our data conservatively suggests that during a 1000 worker TA, there will be over 500 trips to the tool crib in any 24 hour period to get or return tooling and consumables. Each trip inside the unit saves over 5 minutes to the worker. In any day, over 40 hours are saved. For a 4 week turnaround, cost savings can add up to well over \$120,000.00. In addition, when tool cribs are located inside of the unit, tools are more likely to be returned at end of shift creating value by needing fewer tools at the project. In addition, we work closely with blast mod suppliers like Red Guard to ensure that you have the number of units needed at the project.

### **CASE STUDY**

A major refinery had a challenge not only with tooling during TA's, but also with handing out breathing apparatus, masks, radios and other "safety" high value items. After meeting with them and assessing the pain, Jobsite designed and purchased two 50' x 12' Class 1/Div2 blast resistant tool cribs that contained a separate entrance to control those high value items. We then worked with their preferred vendor and barcoded all of their equipment, adding it to our database so that control could be attained. We worked with the vendor throughout the project ensuring that proper inventory levels were at the tool crib, ensuring workers had the right equipment when they needed it.



## **TOOLING**

During our 30+ years of operation, we have realized that one thing rings true with just about every customer we encounter: everybody hates tools and struggles to manage them. At Jobsite, we understand that. We have built our organization on the basis of supplying high quality tooling and having the ability to control it. Our breadth of available tooling is unsurpassed in Canada. We can supply just about any type of tooling you need. All our brands have been vetted for safety, durability, ease of use and meet or exceed any standards in Canada. Staying up on new technologies and safer ways to do projects is something that we live every day. We are constantly adding to our fleet each and every day. Please click this [link](#) to see our latest version of our line card.

In addition, there may be specialized tooling that is needed for your project that is not on our line card. Jobsite is committed to adding these tools where appropriate so that you have the total package, not having to go to several vendors to take care of your needs. Through our sister company Battlefield Equipment Rentals; we have access to large air, aerial, diesel towerlights and other large operated equipment that can be controlled through our system to drive value. We truly have "one stop shop" in mind for everything you might need.

### **CASE STUDY**

A major refinery had a challenge trying to inspect some heater tubing. Jobsite Industrial Rental Services has always rented recordable camera snakes, but in this case, they were looking for quite a small head, with a very long push rod. The unit also had to be recordable. No manufacturer built a unit with these specifications. We worked with a manufacturer to design and build a unit. This unit has been used by multiple refineries since that time.

### **CASE STUDY**

A pulp and paper mill does a yearly shutdown and we worked with them to find unique solutions. One challenge was that a tool crib could not be used; however, they were looking for special shipping requirements, specifically around chainfalls and pullers (come-a-longs). Jobsite worked with the customer and built special rolling racks for their needs. Now when equipment comes in, they are able to distribute to various areas of the mill quickly, efficiently, and most importantly, safely. We also worked to have specialized tooling put in specific job boxes for ease of distribution during the outage.

## WELDING EQUIPMENT

Jobsite Industrial Rental Services has, over the past 10 years, invested heavily in welding solutions specifically designed around the needs of refineries and other plant maintenance. We now have one of the largest fleets in Canada and are able to take care of all of your welding needs during your project. Whether Arc, Tig or Mig, Jobsite has the welding equipment to ensure your job is done efficiently and safely.

### CASE STUDY

Jobsite continues to find innovation in the welding industry. Recently, we became a Fronius dealer, specifically to support the Accupocket cordless welder. This welder can eliminate the need to run significant amounts of cable up towers during TA's for repairs. We took this welder to Safety and QA at a major refinery in Ontario to be approved. It was approved and has eliminated a significant amount of labour and costs not running cables.

## BOLTING AND FASTENING

Jobsite Industrial Rental Services has worked over the past number of years to be a leader in the bolting and fastening industry. We are a Key Distributor for RAD Torque Systems and carry over 100 units of Electric, Cordless and Pneumatic in our rental fleet ranging in size from 500 ft./lbs. to 6000 ft./lbs. We warrant, repair and calibrate them at our facilities. In addition, we are a distributor for CDI/Snap-on Industrial manual torque products. These are high quality manual torque products. Jobsite stocks over 20,000 sockets and wrenches including impact sockets ranging up to 6", hammer wrenches up to 6", combination wrenches up to 5". We carry nut splitters, hydraulic torque wrenches, back up wrenches and other items in our fleet.

### CASE STUDY

A major refinery was having a challenge with leaks at startup after a turnaround. Jobsite Industrial Rental Services worked with the Quality Assurance staff and developed an audit system for manual torque wrenches to ensure that each wrench was in compliance after each use in the tool crib. Our storekeepers did an audit check on each manual torque wrench after each use. Units out of compliance were taken off site to be recalibrated at our facility. In addition, we tested RAD guns off site doing audit checks to ensure proper torque settings. Coupled with new policies instituted by the QA team, the end result was the first turnaround at this refinery without any leaks on startup. Significant value was created as a result.

## SAFETY AND QUALITY ASSURANCE

Jobsite Industrial Rental Services understands that a shutdown is only successful if it is a safe shutdown. We will work with your safety teams and review our tools and your procedures prior to arriving at site to ensure that they meet the standards at your facility. We have developed a calibration and certification program for safety to ensure that tools that arrive at site are calibrated. Through a mobile application and desktop version, your safety and QA staff will be able to search any item and instantly produce the latest calibration and certification documentation. Our storekeepers inspect each tool as it arrives back at the tool crib to ensure that it is safe to use again. Notifications in our system alert our storekeepers if an item is coming close to certification date so that we can remove and send for re-certification. Our project manager will work with safety to create a series of tool talks on the proper use of specific tooling. These templates are available to your safety staff and can be incorporated into your daily safety talks. Our staff can run introduction programs on specific tooling such as RAD guns, Torque wrenches, Pop-it's, cordless welders and others. We find these information training programs (generally 30 minutes or less) help workers understand uses and limitations of these tools, creating a safe and productive environment for all. Jobsite has instituted a comprehensive "Stop the Drop" program that we can roll out during your shutdown in conjunction with your safety department. Our program consists of tool lanyards for wrenches when working at heights, and retractable tool lanyards for workers at heights.

### **CASE STUDY**

On a major shutdown, one of our storekeepers noticed that a worker had attached a twin turbo SRL incorrectly to the harness he had taken out. Both tools were supplied by Jobsite Industrial Rental Services during the shutdown. The storekeeper showed the correct method of attaching, our project manager contacted the safety department and together we created a near miss safety bulletin regarding the correct way to attach the SRL to a harness. On this same shutdown, a storekeeper received a socket and impact wrench back from a worker. The worker used tie wire to keep the socket from dislodging from the gun. Our storekeeper showed the worker the proper way to secure the socket to the impact gun using a retaining ring. Our project manager worked again with safety to create a safety talk for the next two shifts. It was decided by safety that sockets would not be released from the tool crib without a retaining ring, regardless of purpose.

## **TOOL CONTROL AND DATA COLLECTION**

Understanding tool utilization and creating an environment of control for tooling, safety items and consumables is an integral part of the Jobsite solution for your project. We have developed a system that is transactionally quick, capturing the data that is needed to control tooling at the site. Workers either scan or tap an RFID badge and all tools and consumables are scanned out. Quick return options are available to speed up the process. Data is collected, reducing tool hoarding and creating compliance for items that need to be daily calibrated, such as gas monitors. Daily lists of high value tooling can be created to ensure return compliance. Understanding PPE, safety and consumable item consumption is extremely useful for projecting overall project costs and can help give cost certainty in future cycles. Our system is designed in house by our developers enabling us to modify the solution to your specific needs. There are no “out of the box” solutions. We analyze the data to reduce costs and overall tool losses throughout the shutdown.

### **CASE STUDY**

A major refinery contacted us after having significant tool, radio and safety supply losses in their past shutdowns. Losses were as high as 100K per shutdown. Jobsite Industrial Rental Services designed a custom solution to control tooling, radios and higher value safety items. Losses in the first cycle dropped to less than 10K and less than 5K after the 2nd cycle. Tool losses can also contribute to higher labour costs as the worker does not have the correct tool to do the job.

## **FINANCIAL CONTROL**

Jobsite Industrial Rental Services will work with you to find the right financial solution for your shutdown or long term project. Multiple invoicing options are available, from flat rate pricing to per worker hour charges. Tell us your vision and we will provide as much cost certainty as we are able. On all major shutdowns, we assign a financial analyst to the project, working with you to give you daily updates on budget spends, extra requests and ways to drive down overall costs. We understand that budgets are important and will work with you to ensure cost control.

### **CASE STUDY**

A large pulp and paper mill had a challenge. They needed the tools 3 weeks before their shutdown was to take place and would need another 3 weeks to collect the tooling once the project was completed. Jobsite worked with them to create flat rate billing, reducing costs and taking the immediate burden of having to add more workers at the pre and post work stages. Tool distribution and collection could now be done in an orderly fashion, driving value with less overtime costs.

## SUMMARY

This document serves only as an introduction to the solutions that we can offer. We would love the opportunity to meet and discuss in person where your pain is and how we can help provide value for your Shutdown, Turnaround or Project.

All of the solutions outlined can be modified for long term projects. Financial models can be created to give you the cost certainty that you are looking for during those jobs that may be over 6 months in length. We have worked on projects that are up to 5 years in length.

**PROUDLY CANADIAN  OWNED & OPERATED**