



FWS

THE
CONFIDENCE
BUILDERS



FWS CORPORATE
BROCHURE | V.1908



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INTRODUCTION

The FWS Group of Companies was founded in 1953 with humble beginnings in the home renovation business and later evolved to provide commercial construction services. In the early 1980s, industrial construction opportunities in the Agri-Business sector led FWS to adopt an innovative design-build (DB) approach to deliver complete project development solutions to clients. Through growth, integration and diversification into new markets, FWS now consists of multiple business units including Ag-Industrial, Bulk Material Handling, Energy, KPIC Maintenance Services and Confidence Crane - catering to the needs of many different industries.



ABOUT FWS

WHAT WE DO

Through the synergies of our multiple business units, we undertake industrial construction projects from concept to completion and provide asset maintenance services to meet the specific business needs of our clients. Thanks to our exceptional team and decades of experience in safety, environmental protection, designing, engineering and building industrial facilities, we boast invaluable in-house expertise required to handle every aspect of a project. We truly bring our client's vision to life while protecting their investment.

FWS is committed to safety and being a responsible corporate citizen by operating in an economic, social and environmentally sustainable manner. We achieve this goal by developing strong relationships and engaging with people impacted by our activities in a transparent, timely and respectful way.

VERTICAL INTEGRATION

We believe the optimal approach to developing and delivering successful industrial projects is through the integration of all key services within a single organization. By integrating design, engineering, procurement, project management, craning, construction and maintenance services, we minimize the overall risks and costs associated with such complex undertakings. Our team of experts within these different disciplines work in unison to achieve the same end goal - delivering projects with maximum value to clients and maintaining facilities through their entire life cycle.

THE FWS BRAND

The FWS brand involves commitment to safety, quality, the community, the environment and the people that work tirelessly contributing to the organization's success. It's about being an "Employer of Choice" - attracting and retaining the best employees to provide clients with unparalleled levels of service. Our brand is about building relationships with clients to fully understand and generate creative solutions for their business challenges. The stability that stems from years of successful operations lends security and inspires confidence in FWS' ability to deliver projects that will allow clients to excel in their initiatives.

OWNERSHIP STRUCTURE

FWS is a private employee-owned organization. Staff are given the opportunity to participate in an Employee Share Ownership Plan, thereby enhancing their engagement on all undertakings. Company management is assured by an Executive Management Team with strategic oversight, provided by an eight-member Board of Directors comprised of four independent and four significant shareholder representatives.

"Part of being a great company is being a responsible corporate citizen. At FWS, this means honoring our mission, vision and values by making sound business decisions for present stakeholders without compromising the interests of future generations."

*Brent Clegg
President & Chief Executive Officer*

VALUE PROPOSITION

CREATING A BETTER EXPERIENCE

Our approach to project development and construction is superior, simplified, transparent, efficient and pleasant. We are passionate about projects and pride ourselves on creating a better experience for clients by allowing them to collaborate with a single organization committed to safety, quality, lean construction and the environment. We start by fully understanding client expectations, needs and desires to successfully deliver the project of their dreams.

“From design to construction, let FWS bring your project to life.”

TAKING THE STRESS AWAY

We alleviate concerns around the unforeseen and provide clients with certainty by keeping our promise to deliver projects on time and on budget. When engaged with FWS, clients can rest easy knowing the project will be executed with safety and quality at the forefront of operations, providing their organization with unparalleled return on investment for years to come.

“There are a lot of challenges to build in this environment so you need a very collaborative approach to make it successful.”

INTEGRATED APPROACH

INTEGRATED DB EXCELLENCE

FWS' DB approach originated with simple engagement of third-party design/engineering professionals – the route that most design-builders still follow today. We've since evolved to encompass an internally engaged design/engineering team to lead the project development process - allowing us to provide an Integrated Design-Build model. This innovative approach allows for collaboration between all internal resources and increases the efficiency of the process by allowing phases of design/engineering to overlap with construction, shortening project time frames. As an added benefit, risk is mitigated through the single source accountability of FWS managing all project resources.

CLIENT COLLABORATION

The Integrated Design-Build approach allows the client and FWS, to develop a unified team. We believe it is important for our clients to share their input in the project development process; dealing with a single organization simplifies collaboration. Clients can be as involved or as removed from the process as they want to suit their company's unique needs.

Brian Olson

Vice-President, Transportation

Richardson International Limited

- Richardson Vancouver Terminal, Vancouver, BC



| SAFETY

A CULTURE OF SAFETY

At FWS, safety takes precedence over expediency, and is interwoven in every aspect of the business. Our pursuit of hazard and injury elimination, a safety culture that drives positive morale, and an industry reputation that is envied by peers is what sets FWS apart.

“FWS is committed to an environment where Everybody Goes Home Safe”

| ENVIRONMENT

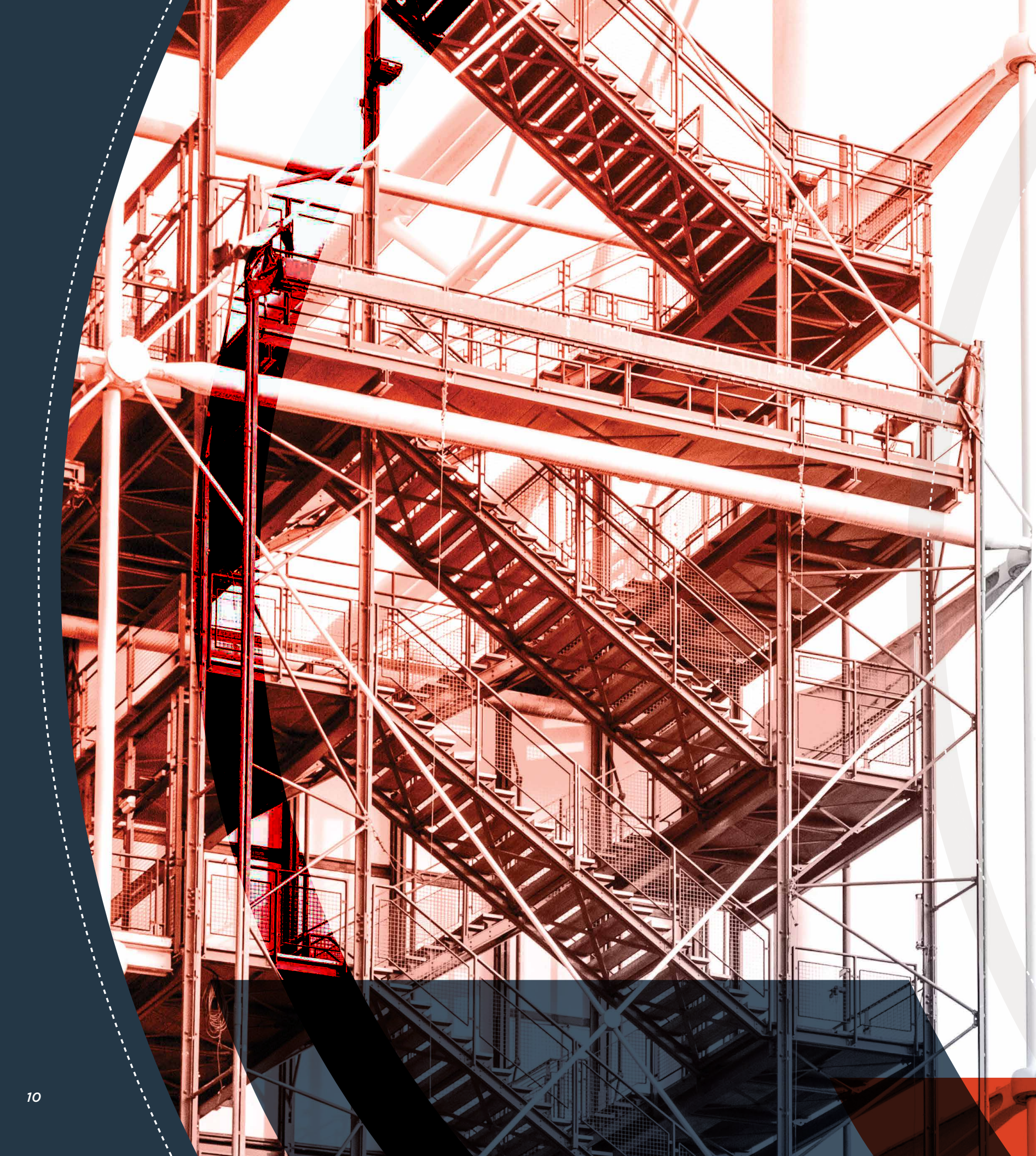
COMMITMENT

As one of our guiding principals and a key component of our Corporate Social Responsibility, FWS is committed to operating in an environmentally sustainable manner.

As a component of our Health, Safety & Environment Program, the Environmental Protection Program is applied across the organization to conduct business in compliance with applicable regulatory and other environmental requirements. It also provides the management framework to exercise responsible use and protection of the environment through conservation and sustainable practices.

“We ensure environmental protection requirements are identified during engineering, design and construction”





| **QUALITY**

QUALITY IS OUR LEGACY

Quality Management at FWS is not about inspecting work already done. Quality is about proper preparation, following procedures and applying best practices in all facets of our business. Our quality management system is based on ISO 9001 principles and we continuously improve it through our Quality² initiative, holding ourselves to the highest standards. Through quality, we ensure our clients benefit from increased facility lifespan to ultimately providing customers with uninterrupted service.

“Quality is our legacy. It’s what we leave behind”

| **LEAN**

LEAN PLANNING & CONSTRUCTION

FWS is committed to Lean Planning & Construction Principles and Continuous Improvement Practices to increase productivity and efficiency at all levels of the organization. By focusing on removing waste from our processes and improving work flow reliability, we provide maximized value to our clients while delivering projects on time and on budget. We are truly a leader in Lean Construction with committed company leadership, highly trained staff and multiple specialists on our team holding their Lean Certification.

“By focusing on continuous improvement, we provide maximized value to our clients”

VISION, VALUES AND MISSION



OUR VISION:

Global leadership in integrated project development and construction while adhering to *"The FWS Way."*

OUR VALUES:

Fundamental, non-negotiable business principles constitute *"The FWS Way"*:

- Honesty & Integrity
- "Safety First"
- Customer Focus
- Creative Solutions
- Corporate Social Responsibility
- Environmental Sustainability
- Employee Empowerment

OUR MISSION:

**Innovative Solutions for
BUILDING CUSTOMER VALUE**

| CONTRACTING STRATEGIES

As a multifaceted organization, FWS possesses the resources required to tackle construction projects ranging into the hundreds of millions of dollars. These projects can be a risky undertaking without proper risk mitigation, which is why FWS prides itself on offering a suite of contractual options designed to effectively balance a client's appetite for risk and desire to manage cost. Our contracts are structured to meet our client's expectations with transparent fee levels reflecting associated risk.

*To find out which option best fits your business,
contact us at: **1-800-553-0007***

One of our Business Development representatives will be pleased to provide you with further information on our various contracting strategies.

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