

MPSA2023-0023

Expression of Interest for “LINE HANDLING SERVICES IN PUNTA RINCON INTERNATIONAL TERMINAL”



FIRST QUANTUM
MINERALS LTD.

Cobre Panamá

Expression of Interest (EOI)

LINE HANDLING SERVICES IN PUNTA RINCON INTERNATIONAL TERMINAL to Cobre Panama.

Head Office:

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www.cobrepanama.com

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1. Introduction

Cobre Panamá is an open-pit copper mining operation located approximately 120 kilometres west of Panama City and approximately 20 kilometres in straight line from the Caribbean Sea coast, in the district of Donoso, Colon province, in the Republic of Panamá.

Cobre Panama is operated by Minera Panama S. A. (“MPSA” or “the Company”), a subsidiary of First Quantum Minerals Ltd. and commenced production in 2019, with an expected operating life of 37 years.

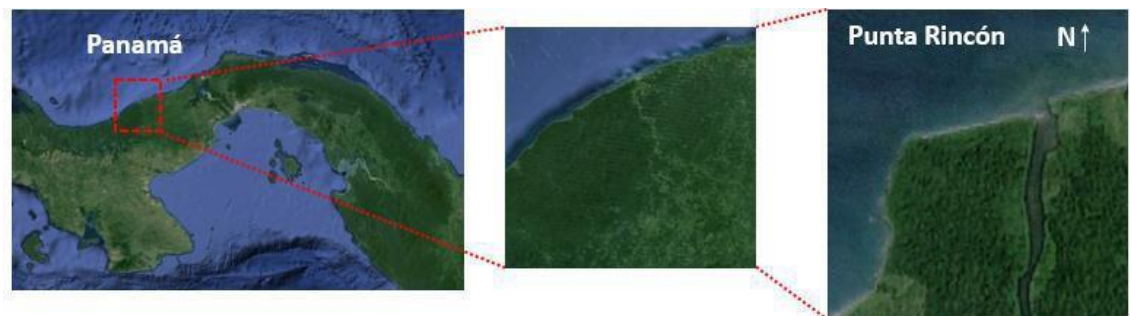
Access to the Cobre Panama mining operation is via the Pan-American Highway, from Panama City to Penonome, then through Llano Grande and Coclesito roads. The topography in the concession area is low elevation (less than 300 metres above sea level), but rugged with and covered by tropical rainforest. Roads within the project area are not paved, they are either improved with coarse rock or unimproved. Climatic conditions are tropical with high levels of precipitation, high humidity and relatively high temperatures of 25°C to 30°C year-round.

1.1. Punta Rincon International Terminal

Punta Rincon International Terminal (PRIT) is a privately owned terminal by the company First Quantum Minerals. It has been developed to receive cargo barges, small tween deck general cargo vessels and small fuel vessels at Terminal 1.

At Terminal 2 FQML imports coal for the 2 x 150MW coal fired power stations as well as export copper concentrate which is produced at the mine located 32km away from the port

Cobre Panama Port – Punta Rincon International Terminal (PRIT) is located 51 nm WSW of the Port of Cristobal, Colon, Republic of Panama. The geographic location of the port is: Latitude 09°01.195’N Longitude 080°41.793’W.



Through the website www.first-quantum.com and www.cobrepanama.com you can access all the information and maps of the Cobre Panama site.

Cobre Panamá is currently receiving Expressions of Interest for the following tendering process: **LINE HANDLING SERVICES IN PUERTO RINCON INTERNATIONAL TERMINAL**

2. Purpose

The purpose of this Expression of Interest process is to identify a shortlist of bidders or proposers, which must have the ability to demonstrate that they meet the requirements, experience and capability to meet the operational standards of Cobre Panama, in relation to the provision of **LINE HANDLING SERVICES IN PUERTO RINCON INTERNATIONAL TERMINAL**.

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We wish to clarify that this call for “Expression of interest” does not constitute a call for Bids or Request for Proposal. The EOI is an initial phase whose purpose is to identify suppliers interested in participating in the future bidding process for the **LINE HANDLING SERVICES IN PUERTO RINCON INTERNATIONAL TERMINAL** for Cobre Panama. These suppliers will be pre-qualified in accordance with the Company’s standards.

3. Expression of Interest Submission

Positive Expression of Interest will be accepted until **16:00 on July 17th, 2023 (Panama Time)**. Interested companies must register their interest by means of a written communication, which must be sent through the email address of the MPSA Representative as detailed in Section 4 of this document, attaching the requested documentation according to the details presented in Section 5 of this document.

4. MPSA Representative

All correspondence to be exchanged with the Company in connection with this process, including questions and clarifications, should be addressed exclusively to:

Mr. Ricardo Escala and Fernando Merino
Email: MPSAtenders_services@fqml.com

Failure to comply with this requirement may result in your Expression of Interest being disregarded.

5. EOI Preparation and Documentation

In conjunction with its positive Expressions of Interest, companies must submit the following documents, which are mandatory:

- a) **Letter of Expression of Interest**, according to the form included in **Annex 2**.
- b) **Relationship with Suppliers – Overview** form, according to the downloadable form, available at <https://www.cobrepanama.com/expresiones-de-interes>
- c) **Capability Questionnaire**, in addition include the documents that support your response as required. According to the form included in **Annex 2**, and downloadable at <https://www.cobrepanama.com/expresiones-de-interes>
- d) **Financial Statements** for the last two years, preferably those for the years 2021 and 2022 or failing that, those for the years 2020 and 2021.
- e) Complete the **Labour Relations Questionnaire** and include document(s) to support your response as required, the form is detailed in **Annex 2**.
- f) Complete the **Contractors Questionnaire - Safety** and include document(s) to support your response as required, the form is detailed in **Annex 2**.
- g) Submit a copy of the **Public Registry Certification** of the company and the **identification document of the Legal Representative**.

6. Definition and Notification of Bidders Short List

In accordance with the EOI Terms and Conditions, which are defined in Section 8 hereof, the Company, in its sole and absolute discretion, after a pre-qualification process, will define the Short List of Bidders that will be formally invited to submit their proposal during the tendering stage.

The pre-qualification process for the participating companies includes the following:

- a) Review and evaluation of the documentation submitted by the company, as defined in Section 5 of this document.
- b) Industrial Safety Audit: A representative of MPSA’s safety area will visit your facilities. The date of the visit will be scheduled and each company will be informed in due time. The audit will examine the following areas of interest:

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- Emergency Procedure
- Leadership in safety management
- Risk management
- Occupational Health
- Maintenance and inspection
- Equipment standards
- Environment

The Company will notify participating companies of the outcome of the Expression of Interest process on **July 31st, 2023**.

7. Key Dates

In the following table the Company presents the dates for this Expression of Interest process along with the **probable** dates of the **future** tendering process, which are subject to change at the Company’s discretion:

	Description	Date
Eol Stage	Eols Reponse Submission	July 17 th , 2023
	Short List Definition & Eol Results Announcement	August 11 th , 2023
Tender Stage	Start of Tendering	October 20 th , 2023
	Submission of bids	November 7 th , 2023
	Award	January 26 th , 2023
	Start of Operations	March 28 th , 2024

8. EOI Terms and Conditions

The EOI process will be subject to the following conditions:

- Expressions of Interest received after the EOI submission closing date, as defined in Section 3 if this document, will be considered late. A late Expression of Interest may be deemed valid or invalid at the sole and exclusive discretion of the Company.
- Minera Panama may, at its sole and exclusive discretion, select the list of bidders to be invited to participate in the tendering process for the **LINE HANDLING SERVICES IN PUERTO RINCON INTERNATIONAL TERMINAL** for Cobre Panama. Minera Panama is not obligated, nor is it required, to pre-select any or all of the bidders to the tender. Those suppliers selected will be notified in writing, as well as those that are not selected.
- Each participant acknowledges and agrees that:
 - This EOI is only a request for Expression of Interest and does not constitute, in any way, a commitment to purchase or hire or any other form of contractual or extra-contractual commitment for you or the potential supplier.
 - Minera Panama is not obligated to call for bids.
 - Minera Panama reserves the right to terminate this process at any time or for any reason by informing, in writing, all participants without further liability, risk or obligation of any kind.
- Minera Panama has no liability to any participant for any claim arising out of or in connections with any act or omission of Minera Panama in connection with part or all this EOI process.

Minera Panama may amend or correct, at any time, and at its sole discretion, the requirements of this Expression of Interest prior to the closing time and date of this process. Any such addendum or correction shall be published as an exhibit and shall become a part of this document.

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Annex 1

Scope of Service

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1. Scope of Service – General Description

The following is the scope of the **LINE HANDLING SERVICES IN PUERTO RINCON INTERNATIONAL TERMINAL** Service for Cobre Panama:

- a) Carry out the Services with the following minimum equipment:
 - i. Terminal 1: A minimum of 1 pilot boat for the transfer of pilots during berthing and departure operations for vessels at Terminal 1
 - ii. Terminal 2: A minimum of 2 boats will be required for each operation
- b) Provide support for vessel mooring at Punta Rincon International Terminal.
- c) Ensure availability to provide the Services at any time required during the term of the Agreement.
- d) Ensure that the required equipment and the line handling crew are available on standby, prior to the scheduled arrival or departure of any vessel from any Terminal at Punta Rincon International Terminal.
- e) Provide support for Pilots, Line handlers, Stevedores and Emergency Response Team.
- f) Ensure compliance of the mooring arrangement procedure requiring the simultaneous operation of two (2) line handling boats on the forward and aft of the vessel respectively.
- g) Ensure that boats are in compliance with Panama Maritime Authority registration procedures and safety inspections. Inspections must be valid for 5 year minimum; “Patente de navegación de servicio interior” AMP-DGMM Resolution 345-67;
- h) Comply with all Operating concession permits of the General Directorate of Port of the Panama Maritime Authority.
- i) Ensure the capacity to provide additional equipment at any time, as per the Company’s Representative requirements. These requests will be subject to variation orders as defined in clause 20 of the Standard Conditions of the Agreement.
- j) Ensure that the required equipment, shall throughout the Term of the Agreement have the following minimum features:
 - i. Classification (basic Function) - Tender / Pilot Boat / support boat;
 - ii. Preferably Aluminum Hull;
 - iii. Dimensions: 14 to 18 meters overall length and 4 to 6 meters overall beam;
 - iv. Enclosed main house cabin;
 - v. Deck layout with the capacity to safely Handle 3 line handling personnel on Aft and Forward deck;
 - vi. All vessels side deck configuration must be rubber fender; Forward fendering must be suitable for forward landing;
 - vii. Lifesaving equipment in compliance with the requirements of Safety Life at Sea Convention (SOLAS) and the Panama Maritime Authority;
 - viii. Accommodation capacity for the personnel and both Forward and Aft mooring gang;
 - ix. 2 X engines for an approximate capacity of 1000 Bkw total power. Twin Screw or Twin Jet;
 - x. No specific speed is required;
 - xi. No specific speed capacity is required.
- k) Provide all maintenance for the required equipment, including routine, minor, major periodic overhauling and dry docking maintenance and repairs.

2. Scope – General

- a) Provide line handling services, including provision and operation of pilot boats and all required personnel to support arrival, departure and cargo shifting operations at Punta Rincon International Terminal, as and when required during the Term of the Agreement and as requested by the Company.
- b) Provide sufficient experienced and certified personnel for the operation and to sustain the course of the Services, as per the following minimum requirements:
 - i. Basic IMO courses as defined by the Panama Maritime Authority. “4 basic courses”
 - ii. Must undertake training on ship simulations as required by the Company.
 - iii. Experienced in line handling or ship mooring at National Ports or Boat crew experience with line handling tasks.
- c) Provide personnel that shall be divided in two groups:
 - i. Line handling crew No. 1 which will be in charge of boarding cargo vessels and managing all mooring lines except mooring winches, which will be operated by the vessel’s crew. Line handling crew No. 1 will be required to have two (2) Supervisors in charge of the line handling operation. One will be positioned Forward and one will be positioned Aft.
 - ii. Line handling crew No. 2 which shall be in charge of boarding the line handling boats in order to safely secure vessels mooring lines to all mooring buoys. The minimum crew will be defined as the capacity of each mooring boat to safely make fast each line to each buoy;
- d) Ensure that the line handling personnel will safely handle all mooring lines to/and from vessel to all mooring buoys at Terminal 2 as described in the 8-point mooring system that will be provided by Company officials;
- e) Personnel posted on the craft shall be required to attend all emergencies such as fire, flooding, towing, salvage operations, pollution prevention, combating and Control; both onboard their own craft and for similar acts to assist vessels in Punta Rincon International Terminal.
- f) Personnel posted onboard the ship during loading operations assist the shiploading crew with the following duties as required:
 - Assist with the positioning of the shiploader in the cargo hold
 - Assist with the trimming of the cargo hold during loading operations, positioning of the telescopic chute with the shiploader operator.
 - Assist with unblocking of the telescopic chute in the event of a blocked chute
 - Additional assistance as required by the shiploading crew
- g) Develop and implement continuous training program for its personnel;
- h) Provide to its entire personnel the personal protective safety equipment (PPE) to the Company’s standards (including without limitation steel-capped boots, hard hat, long sleeved high-visibility clothing, safety glasses, dust masks, hearing protection).
- i) Supply all the tools, consumables, and others necessary, for day-to-day maintenance of the equipment.
- j) Supply and ensure the sufficient diesel required under normal circumstances for each operation.
- k) Provide on board accommodation and messing (with clean and hygienic conditions) for its crew engaged in the provision of the Services.
- l) Provide all Marine Ship to shore, Shore to ship communications and PRIT Port communications on VHF Channels as required by the Panama Maritime Authority.
- m) Obtain the Company Representative approval before the admission of any candidate for key positions;

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- n) Clean up the work areas and maintain the tug, deck, engine room and accommodation in a clean and hygienic condition.
- o) Remove all unused parts, products and associated containers used as a part of the execution of the Services, and properly dispose of all hazardous materials and wastes in accordance with instructions of the Company.

3. Contract Term

Minera Panama expect to manage a contract for a term of **3 years**, which will be subject to permanent evaluation and compliance with established management indicators.

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Annex 2 Forms

Letter of Expression of Interest

Panama, ____ of _____ 2023

Gentlemen,

In attention to the publication of the Expression of Interest process, by which an invitation to companies related to the **LINE HANDLING SERVICES** industry sector have been made, to i) present background information related to their specialty, ii) formulate in writing their Expression of Interest in participating in the prequalification process and iii) subject to pass said prequalification process, be invited and participate in the presentation of technical and economic proposals, related to the service of **LINE HANDLING SERVICES IN PUERTO RINCON INTERNATIONAL TERMINAL** for Cobre Panama, we declare that:

1. We have examined the forms of the so-called “Expression of Interest” process, and we have no reservations in providing the requested background and data, according to the pre-established formats.
2. We assure the truthfulness and accuracy of all information provided and we hereby authorize any natural or legal person indicated in the forms to provide, at the request of Minera Panama, all information deemed necessary to confirm the truthfulness of the same. In the event that any misrepresentation in the information we submit is proven untrue, we are hereby notified that you have the right not to acknowledge our “Expressions of Interest”.
3. For the purpose of evaluating queries or providing clarifications that Minera Panama may require regarding the EOI, Mr./Mrs. _____ is appointed to provide, on behalf of _____, the supplementary information required.
4. We, the company _____ and its affiliates or subsidiaries, including any firm or specialized professional hired, is not sanctioned and/or barred from practicing the profession, and is not involved in any lawsuits in connection with the practice of the profession that is the subject of this Expression of interest.

On this occasion, we send you our best regards,

Signed _____

Name _____ as _____

Duly authorized to sign the application for and behalf of:

On the ____ day of _____ 2023

(This form requires the signature of the Legal Representative)

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Capability Questionnaire

Process number:

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**Name of the service:
TERMINAL**

LINE HANDLING SERVICES IN PUERTO RINCON INTERNATIONAL

General Questions

1. Name your 3 most relevant contract/client in the last two years which nature is similar to the specific scope detailed in **Annex 1** and provide a brief description of the nature and top 1 or 2 challenges within these contracts, as well as the average range of the monthly billing.

A.

Contract # 1	
Name of the Client	
Nature of the Contract	
Average monthly invoice	
Contact	
Telephone	
E-mail	
Main Challenges	<ul style="list-style-type: none">••••

Contract # 2	
Name of the Client	
Nature of the Contract	
Average monthly invoice	
Contact	
Telephone	
E-mail	
Main Challenges	<ul style="list-style-type: none">••••

Contract # 3	
Name of the Client	
Nature of the Contract	
Average monthly invoice	
Contact	
Telephone	
E-mail	
Main Challenges	<ul style="list-style-type: none">••••

2. Name the relevant equipment that you own (including quantities, age, brand and model), that would be assigned to the Services should a potential award be granted.
- A.

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3. Describe the maintenance routine or program for the equipment listed in question 2 above. Should a Maintenance Plan/Maintenance records exists, please attach a sample.
4. Describe the nature of your presence/constitution in Panama as a Company. What is the dependence of the Panamanian branch with the headquarters?
5. List and describe your existing facilities in Panama. Where are they located? What is the scope that can / cannot be worked on each of them.
6. How many Panamanian workers do you have in your payroll? How many foreigners?
7. Does your company or legal representatives of the company; are members in some Trade Association/ Trade Committees/Social Club or any other relevant institutions? Please provide details.
8. Describe your regular working hour's schedule. Describe what would be the assistance that you could provide outside said regular working hour's schedule.
9. How many years is your company working in Panama?
10. Specify the company's organization and the supporting infrastructure for the provision of similar services (such as org chart, offices, workshops, equipment, systems, supply chain and sub-suppliers or contractors).
11. Detail the company's current accreditations, certifications and licenses, applicable for a services with a nature is similar to the specific scope detailed in **Annex 1**.

Specifics

1. Designated key personnel of the company, such as contract managers, safety officer, and maintenance supervisor/head mechanic. Attach their respective resumes.

A.

Name	Age	Role	Years of experience and years employed by the contractor

2. Provide liability insurance and maritime insurance policy.
3. Detail the supply chain management, including the main providers of goods and services, spare parts and consumables, equipment, and machinery.
4. Provide detailed information about the maintenance workshop, including ownership (owned or third party), operational capacity, and location.

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5. Registration and enrollment certificate of the boats with the AMP (Panama Maritime Authority)
6. Operating License issued by the AMP (Panama Maritime Authority)
7. Licenses and certifications for personnel.

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Labour Relations Questionnaire

Date:

All Suppliers,

Dear Sir,

As part of our continued commitment to compliance with labor standards established in Labor Code and other special labor laws, we carry out this evaluation to monitor good practices in labor relations by our contractors. To allow us to meet our goals, we need the following information for our records.

We look forward to your full cooperation in this matter, along with your prompt response.

Yours faithfully.

First Quantum Mining Limited (Cobre Panama)

CONTRACTORS QUESTIONNAIRE

1. Contractors Details

Name of Company: _____

Address: _____

Telephone No: _____

e-mail address: _____

Contact Name: _____

Industry _____

Affiliated to specific chamber _____

*Please provide a copy of the operation notice (aviso de operación) of the Ministry of Commerce and Industries (MICI).

2. Workforce

a. Numbers of workers expected to have hired

Total: _____

b. Nationality

Panamanian _____

Foreign _____

i. Declare if the entire foreign workforce has a valid work permit. **Yes/No.**

c. In a separate document, please send the next information:

- List of positions to hire
- Salaries to pay
- Workers address

d. Type of contract to be use

- Fixed term contract _____
- Ongoing contract _____
- Phase completion contract _____

e. Legislation to apply in the contracts

- Labor Code _____
- Law 72-1975 _____
- Law 5-1982 _____
- Law 13-1982 _____
- Others in addition (detailed) _____

f. Will worker stay on site? _____

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g. Roster to be use by your workers _____

3. Labour Code standards.

a. Declare if workers will receive a salary according or higher than the minimum established by law. **Yes/No.** If the answer to above was **No**, please provide details.

b. Declare if all workers are affiliated with the social security system. **Yes/No.**

i. Please provide peace and safety document issued by Social Security Agency (in Spanish: Caja de Seguro Social)

ii. Please provide copy of last payroll issued by Social Security Agency (in Spanish: Caja de Seguro Social).

c. Declare if the company has a **severance fund** for its workers **Yes/No.**

4. Collective Labor Relations

a. Declare if in the company operates any workers union (s). **Yes/No.**
If your answer to the above was **Yes**, please provide details.

Name of Union No. 1. _____ No. Affiliates. _____

Name of Union No. 2. _____ No. Affiliates. _____

b. Declare if the company has a Collective Labor Agreement. **Yes/No.**
If your answer to the above was **Yes**, please provide details.

Period of validity _____ Name of Union: _____

c. Declare if the company currently has collective bargaining in progress directly way or in MITRADEL. **Yes/No.**

If your answer to the above was **Yes**, please provide details.

Start date of negotiation. _____ Name of Union: _____

d. Provide the contact of the responsible of Labour Relations or Human Resources in the company.

Name: _____ Contact: _____

E-mail: _____

e. Declare if company has internal work regulations approved by MITRADEL. **Yes/No.**

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If your answer to the above was **Yes**, please provide a copy.

- f. Declare if the company currently maintains labor lawsuits before MITRADEL or labor courts. **Yes/No**. If your answer to the above was **Yes**, please provide details.

- g. Declare if the company has subcontractors. **Yes/No**
If your answer to the above was **Yes**, please provide the names of subcontractors.

5. Relevant Information

Please provide any other information about labour relations that you feel may help us in our assessment of your company as a contractor to First Quantum Mining Limited.

I certify that the details provided are an accurate reflection on our company.

Name: (print) _____

Title: _____

Telephone No: _____

E-mail Address: _____

Date: _____

Signed: _____

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First Quantum – Cobre Panamá
Safety Management Plan

Form 14.2



Date:

Ref: **Request for documented safety information**

All Contractors

Dear Sir,

CONTRACTORS QUESTIONNAIRE - SAFETY

As part of our continued commitment to safety we carry out continual assessments to monitor the competence of our contractors. To allow us to meet our objectives, we need the following information for our records.

We look forward to your full co-operation in this matter, along with your early reply.

Yours faithfully

First Quantum (Cobre Panama)
Contract, commercial department.

CONTRACTORS QUESTIONNAIRE

1. Contractors Details

Name of Company: _____

Address: _____

Telephone No: _____

e-mail address: _____

Contact Name: _____

2. Occupational Safety Plan or Occupational Risk Prevention and Management Plan

Does the company have a safety plan or occupational risk prevention and management plan?
Yes/No

If the answer is **yes**, please provide details of your structure index.

3. Health & Safety Policy

Please supply a copy of this policy. Who in your organisation is responsible for safety?

Name: _____

Title: _____

Safety Qualifications: _____

4. Safety Advice

Do you employ a Safety Advisor? **Yes/No**

Name: _____

Title: _____

Safety Qualification: _____

Do you employ the services of a consultant/advisor? **Yes/No**

If the answer to the above was **No**, who advises on safety matters?

5. Audit

Do you carry out internal safety audits? **Yes/No**

If the answer to the above was Yes, please provide details.

6. Health & Safety Training

- i) Please provide details of any training you have done for your management force.
- ii) Do you provide health and safety information to your sub-contractors? **Yes / No**
If the answer was yes, please provide details.
- iii) Please provide a copy of your training matrix for the current year.

7. Risk Assessment

Please provide examples of your generic risk assessment.
Please provide worked examples of specific job evaluations.

8. Control of Hazardous Substances

Please provide sample evaluations of your SDS.

9. Accident Statistics

Please provide details of your accident records for the twelve months.

10. Maintenance of equipment & machinery

Please provide details of your maintenance plan system and inspection schedule.

11. Sub-Contractors

How do you assess the competence of your sub-contractors?

12. Environmental Policy

Please provide details of your environmental policy or procedures to avoid environmental problems.

13. Relevant Information

- 13.1. Emergency Response Plan clearly displayed on site and tested biennially.
- 13.2. COVID-19 Prevention Protocol/ Approved or proof of receipt
- 13.3. Near Miss Incident Reports, Incident and Accident Investigation Register.

I certify that the details provided are an accurate reflection of our company.

Name: (print) _____

Title/Position: _____

Telephone: _____

E-mail Address: _____

Date: _____

Signed: _____