



**FLINT**<sup>TM</sup>



**TOUGH**  
**TRUSTED** AND

# North America Energy Solutions

## *Service Where You Need It*

### **A trusted service provider for more than a century**

We are Flint: more than 10,000 highly-skilled workers and trades-people across North America. More than 60 locations situated in the continent's major supply basins, including today's most active unconventional plays. Over 100 years of operating history going back to our founder, C.W. Flint, Sr. We're a manufacturer, a construction company and a service provider. We fabricate equipment, deliver it, build the field facilities, install the equipment, lay the pipe, commission the facility and keep it running for decades – for any size project. And Flint is continuing to grow, adding services, new technologies and new locations. We're your trusted partner.



### **Diversified capabilities in a single source**

Diversified services that span the energy cycle: oilfield services, production services, facility infrastructure, and maintenance services. The highest quality and excellence of delivery. Flint's capabilities give us unique insight into what works – today and for the long term. From oil well batteries to giant processing and upgrading facilities for North America's largest energy companies. We manufacture, transport, operate and maintain. But most of all, we help you succeed. All with unmatched attention to safety.

### **Financially strong**

You operate major assets, and you're planning a new build worth millions of dollars. A lot rides on your project deadlines. So your suppliers must be solid in every respect. Flint is. We're a publicly-traded company with assets of nearly \$1 billion, low debt and a strong working capital position (our numbers are publicly available). This strong balance sheet enables Flint to take on large contracts and meet all its commitments. Flint is here with you for the long haul.

Providing the highest safety excellence and cost efficient execution, backed by exceptional people, are key factors driving our strategy to become your service provider of choice.

We assemble an exceptional team of people with fabrication and construction capabilities for building large-scale oil sands facilities.

Flint has experience and excellence in providing energy services to customers for transferring oil and natural gas from wellhead to refineries and processing plants.



# Services Through the Energy Cycle

## *We Build It and Maintain It*

### **Broad capabilities, deep experience**

What do “full-cycle services” mean? Picture a multi-well manifold, field compressor – or an entire oil sands plant. Parts have been fabricated or assembled at a Flint facility. Now they’re being moved to the site by Flint’s specialized haulers, installed by Flint experts onto a site prepared by Flint, and integrated with the rest of the field infrastructure. Smooth start-up is accomplished by the entire Flint team. And Flint personnel will show up regularly to ensure the equipment continues running well, to perform major turnarounds or to expand capacity. In short, we plan, fabricate, transport, build, operate and maintain our customers’ projects – from individual well tie-ins to the complete construction of major infrastructure projects. Few if any competitors can claim this depth of experience or this breadth of capability.



Flint’s reputation is based on consistently delivering projects on-time, on-budget, and with the highest level of safety in the industry.

### **The highest quality execution to get you up and running**

You want to be confident the job will be done right the first time. You want to be sure nobody will get hurt. You want your project up and running to spec as quickly as possible. Safety, execution, scheduling – plus an ongoing, trusted partner. That’s Flint. We look after your assets and help you reach your goals. Flint’s expert project managers find synergies between our service lines, provide accountability for performance and job execution, and assure on-time completion. Whether it’s hauling oilfield equipment or installing modules at oil sands facilities that we fabricated, we’re efficient, productive and safe – in all our districts, service lines and field activities.

### **New technologies**

Flint has the technical depth and financial strength required to bring new products and services to market in response to our customers’ needs. Rapid wear of parts is a concern in the energy sector, especially in the oil sands, and Flint’s new products are helping customers extend the life of critical parts and equipment. Our EZ flow lined tubing maximizes tubular life in the most demanding down hole environments. InnerArmor is an innovative new coating that increases the operating life of facility piping in ultra abrasive operating conditions. Increasing efficiencies and reducing total life-cycle costs for our customers is our focus. Flint is also stepping up to help customers in the electrical power industry by constructing power generation facilities, electrical transmission lines and electrical substations.

# Full-Cycle Energy Services

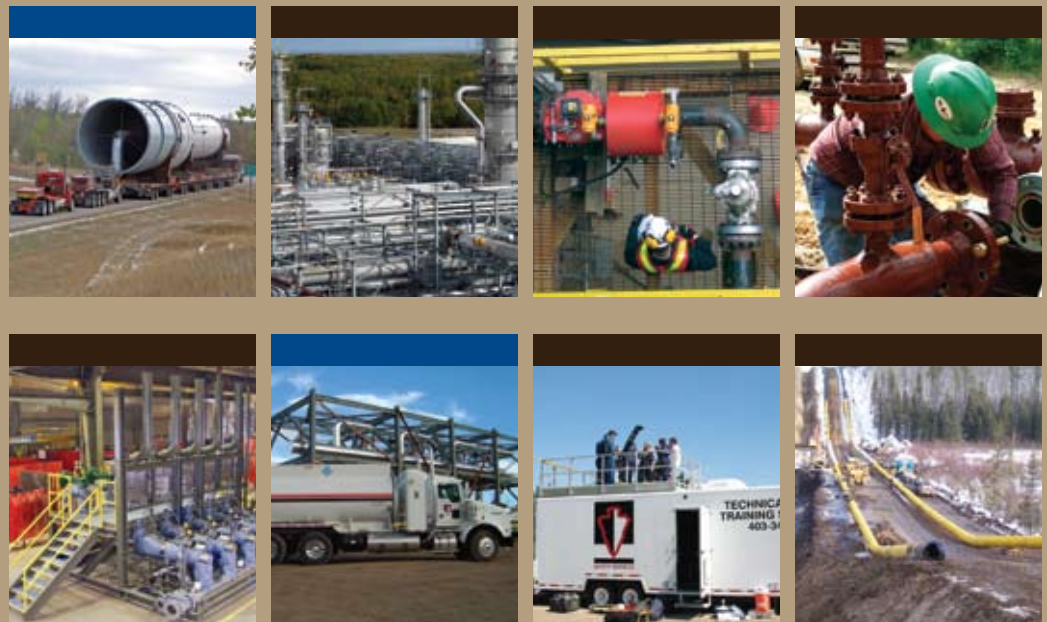


## Early-cycle

Services offered that are close to the drill bit are rig moving, well pad construction, well casing and tubing inspection and repair, wellhead production equipment manufacturing and installation, and well tie-in pipeline work.

## Mid-cycle

Our mid-cycle services encompass the construction of mid-inch gathering pipelines, large-diameter transmission pipelines, gas processing facilities, power generation facilities, compression stations, and other field facilities. Flint also offers safety, electrical and instrumentation, mechanical, pressure and vacuum services, fluid hauling, and specialized transportation.



## Late-cycle

Flint has the construction management resources needed to build large-scale refineries and upgrading facilities. At Flint, we "Build it, then Maintain it", providing fabrication and field construction, and asset maintenance services including shutdowns, turnarounds, sustaining capital projects and site-wide maintenance.

### Flint's Business Segments

- Facility Infrastructure
- Oilfield Services
- Production Services
- Maintenance Services

# Mobilizing Across North America

## *In Step With Our Customers*

### **Positioned in key unconventional plays**

Today's field activity and capital investment are largely about unconventional plays – shale gas, tight light oil, oil sands and others. Flint is positioned from the Horn River of northeast British Columbia to the Marcellus of the Appalachians to the Eagle Ford of Texas, and nearly everywhere in between. Many newer plays have limited energy industry infrastructure – and Flint has experience operating in these environments. North American energy producers are on the move, and we're ready to support you with solutions.



Flint opened new locations to support customers and our delivery of drilling and production services in new unconventional plays across North America.

### **Strategically located**

Map Flint's permanent locations and you've pretty much drawn North America's oil and natural gas supply basins. From our historical roots in Oklahoma to the enormous capital activity of Alberta's oil sands, and many other places, we're there. Flint's locations include fabrication facilities, equipment yards, maintenance shops, and logistical facilities – more than 60 in total. Each is staffed by experienced, trained people and is geared to the unique needs of our customers operating in that district and its play types. And we're continuing to grow, expanding our presence to meet your needs.

### **Crews and equipment deployable anywhere in North America**

We go wherever we're needed, and we perform at a high level from day one. How? It's thanks to our deep and diversified capabilities, our large and modern equipment fleet, the training and experience of our skilled workforce, and our great network of locations. These advantages create complementary strengths – genuine synergies. If one district doesn't have what's needed for a job, another one does. Flint has the willingness, skills and depth of support to field-deploy anywhere you need us. If you're on a tight deadline such as a commodity contract commitment, we'll work to get your product flowing in time. Count on it.



*Flint's geographical positioning mirrors the energy sector's push into unconventional plays. More than 60 locations across North America provide broad and deep capabilities to support today's growth hotspots as well as established producing areas equally well.*

# Flint's Most Valued Asset – Our People

## *Our Safety Culture Sets Us Apart*

### **Safety always matters – throughout the cycle**

Flint has achieved – and maintains – industry-leading safety performance. Flint regularly logs millions of hours without a lost-time incident. We're a leader in safety programs and practices that maintain and improve the safety of our employees. Our goal is a zero-injury workforce. But safety is about far more than statistics. Safety is a culture, the way we do business every day. It's in every level of the organization and it's about all of our people – employees and managers – believing in and using safe work practices – it's our culture.



Flint is committed to ensuring each employee has the tools that allow him or her to look after themselves regardless of where they are working 24/7.

### **A top-tier workforce**

At Flint, People are #1 – 24/7. It's one of our core values. We back that up with opportunities for continuous professional development and skills upgrading. It's why we have an engaged, committed and loyal workforce throughout North America. Thousands of people have made a long-term commitment to Flint – and the results show in our people's skill-sets, experience and on-the-job effectiveness. As a Flint customer, that means you'll see trusted faces under the hard hats and hear familiar voices on the phone.

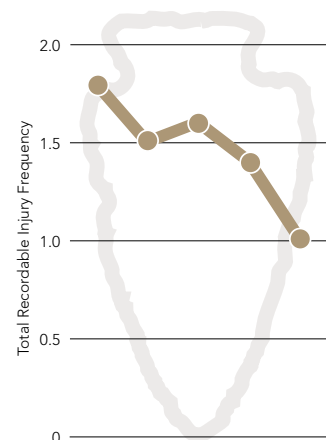
### **Careful environmental management**

Flint cares about the environment. We work with our customers to respect and abide by all of their environmental standards, practices and unique requirements – like special erosion control at field sites. Flint also manufactures emission control equipment for field facilities. All of our operating districts perform extensive recycling of materials, fluids and unneeded parts. And as a large, experienced operator, we're able to meet the toughening regulatory demands at the state/provincial and federal levels, so that our customers' projects meet all requirements.

### **Building a safety leader**

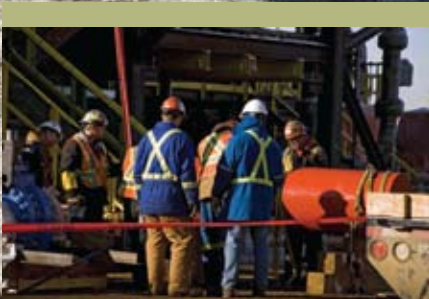
Safety is front and center on the job. Before any field activity takes place, Flint's people perform a task hazard assessment. They hold regular toolbox and job-site safety meetings. New employees are partnered with experienced workers under our mentoring program, ensuring that our safety culture is transparent and understood by all. To maintain safety improvement momentum, we circulate our safety statistics to everyone. Each year, senior leaders deliver a Fresh Start safety message to all employees across North America. We're also eager to pass on what we know to our customers: Flint's safety training program can empower you to implement a complete safety program for your facility and its workforce.

#### **5 YEAR SAFETY TREND**



With a zero-injury goal, Flint has delivered an impressive safety record in the industry. We continue to be a leader in the

implementation of successful safety programs and practices that maintain and improve the safety of our employees.



# The Power of the Flint Team

## *Aligning Interests to Succeed Together*

### **Unsurpassed customer care**

Everyone at Flint cares about our customers. You'll benefit from Flint's unmatched project management, based on our people's depth of experience and customer-focused attitude. Our interests are aligned: we want to be successful and we want your project to be successful. Our full-cycle service capabilities – Flint's "build it then maintain it" strategy – mean that you're never on your own. Flint teams will provide service for the life of your facilities. The power of the Flint team to deliver is truly second to none.

### **Aboriginal engagement**

Flint takes a relationship-based approach to engaging with aboriginal communities, businesses, organizations and individuals. As a service provider of choice, we actively seek out opportunities for aboriginal businesses to become subcontractors and suppliers for Flint on a competitive basis. As an employer of choice, we are proud of our long history of providing career opportunities and employment to the aboriginal segment of the workforce. Flint works continually to enhance its aboriginal

engagement. We add to our knowledge of local aboriginal communities through direct community contact, typically at the operational level. We increase outreach by working with aboriginal community agencies and organizations focused on workforce development and employment. And we build working relationships with aboriginal business community organizations and service providers. For Flint and our aboriginal partners, it's all about trust.

### **Part of your community**

Flint is local and our employees are part of the communities. Our permanent presence in more than 60 districts across North America ensures that we develop strong, deep roots in the community. These roots not only extend to our customers, but to sub-contractors, suppliers and community organizations. From the local causes that we support to the sports teams our employees' children play on. And we do local hiring. Being part of the community is a part of our business.



# TOUGH TRUSTED<sup>AND</sup>



Deep capabilities, broad services throughout the energy cycle, a committed safety culture, an engaged workforce, and a constant focus on helping our customers succeed. That's Flint.

We'd love to hear from you. Please give us a call so we can meet face-to-face.





#### **CORPORATE HEAD OFFICE**

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