

GOLDCORP

KEY CHALLENGES

- Need for reliable supply, particularly in winter months
- Shortage of propane storage
- Temporary road closure to Musselwhite Mine
- 6 weeks to implement a plan

SOLUTION

- Logistics to ensure sufficient supply
- True partnership and support during a critical situation
- Quick turnaround of logistics plan

BUSINESS BENEFITS

- Proactively advised when to lock in at favourable rate
- Considerate and supportive of needs to run a successful business
- Proactive action to make sure service is exactly what's needed now and in the future



A Superior Propane plan keeps Goldcorp's remote Musselwhite Mine well supplied under challenging circumstances.

Superior Propane has served the Musselwhite Mine since 1996. A top-notch team wasn't about to let an ill-timed road closure and a shortage of propane storage stand in the way of constant fuel supply.

THE CHALLENGE

It was already the dead of winter in 2008 when Goldcorp got word that road access to their remote Musselwhite Mine would be cut off for several weeks. A cost-effective way to transport supplies, including the propane that powers the mine located 480 km north of Thunder Bay, ON, is by tanker truck.

With the cold weather already at full blast, propane consumption was at its peak. They had six weeks to come up with a solution that would keep them powered while roads were inaccessible.

Making matters more challenging, propane storage capacity at the mine had not grown at the same rate as the increased operations. Sufficient fuel supply is critical to the mine's survival and running short could result in an abrupt and costly halt to the mine's operations.

GOLDCORP

INDUSTRY

Gold Mining

HEADQUARTERS

Vancouver, B.C.

A Canadian company, Goldcorp is one of the world's fastest-growing senior gold producers, with operations and development projects throughout the Americas and Canada. Committed to responsible mining practices, it employs more than 16,000 people worldwide.

Superior Propane's proactive thinking helped Goldcorp lock in at a favourable rate.

"They keeps us informed about the propane market and helped us lock in at a fixed rate so we have price certainty, which is critical to effective budgeting and cash flow management. There's excellent communication between our two companies and they really care about our needs," said Hicklin.



THE SOLUTION

Goldcorp didn't have a superhero on speed dial, but they had the next best thing: a great partnership with Superior Propane.

The Superior Propane team went into action immediately, developing an energy solution plan for the mine that included an estimate of the volume needed during the road closure, a storage plan for the additional stockpile on-site and an efficient distribution network.

"It was a great example of teamwork," said Rob Hicklin, Goldcorp's supply chain coordinator. "The Superior Propane team was extremely helpful by meeting our needs and logistics to have sufficient propane safely stored on site for several weeks."

BUSINESS BENEFITS

According to Hicklin, partnering with Superior Propane fits with Goldcorp's mandate to operate a safe, cost-efficient mine. Yet the relationship goes even further.

The kind of quick-thinking, fast-acting work the Superior Propane Mining Group did to anticipate the road closure is not unusual. Going above and beyond is what they do to help Goldcorp—and all of their clients—run efficient, cost-effective businesses.

They're known for going the extra mile by taking the initiative to do things like forecast future prices to be sure companies like Goldcorp get the best deal available.