



Who we are...



Dan Bartels
VP –
Operations
(big picture)

Jerry Blocker
Team Leader –
Coring Division
(He actually
gets
his hands
dirty!)

James Stieva
Marketing +
Communications
(likes to talk...)

But of course we are just a small part of the team that is...





hydrovac
excavation



coring + restoration



backfill +
compaction



we dig a little deeper.™

Total Solution Provider



What's this all about?

hydrovac
excavation



coring + restoration



backfill +
compaction



we dig a little deeper.™

Total Solution Provider



**To us,
*Dig
A little
Deeper***

Means:

- **Commitment**
- **Ideas**
- **Service**
- **Innovation**

(Actually doing all the things marketers like to talk about.)







INNOVATION

#1

Once reinstated, restoration is virtually invisible...

...so, if needed, how do you find them back?

**Q: ■
■**

A: There's an
app for
that!

GPS

Tracking



Get directions

My places



Collaborate

EDIT

T2- Tomken rd and Eglinton Ave Mississauga

11-22

Start Date May 28/2012

40 cores

Public · 0 views

Created on May 28 · By · Updated 2 days ago

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+1 0



T1

In road, 8 Inches (turn lane) Latitude 43.6249401 Longitude - 79.6272230 Cored May 28/2012 Reinstated May 30/2012



T2

In Road, 8 Inches(turn lane) Latitude 43.6254593 Longitude - 79.6278462 Cored May 28/2012 Reinstated May 30/2012



T3

In Road, 8 Inches (turn lane) Latitude 43.6257183 Longitude - 79.6277490 Cored May 28/2012 Reinstated May 30/2012



T4

In Road, 8 Inches (turn lane) Latitude 43.6256267 Longitude - 79.6280083 Cored May 28/2012 Reinstated May 31/2012

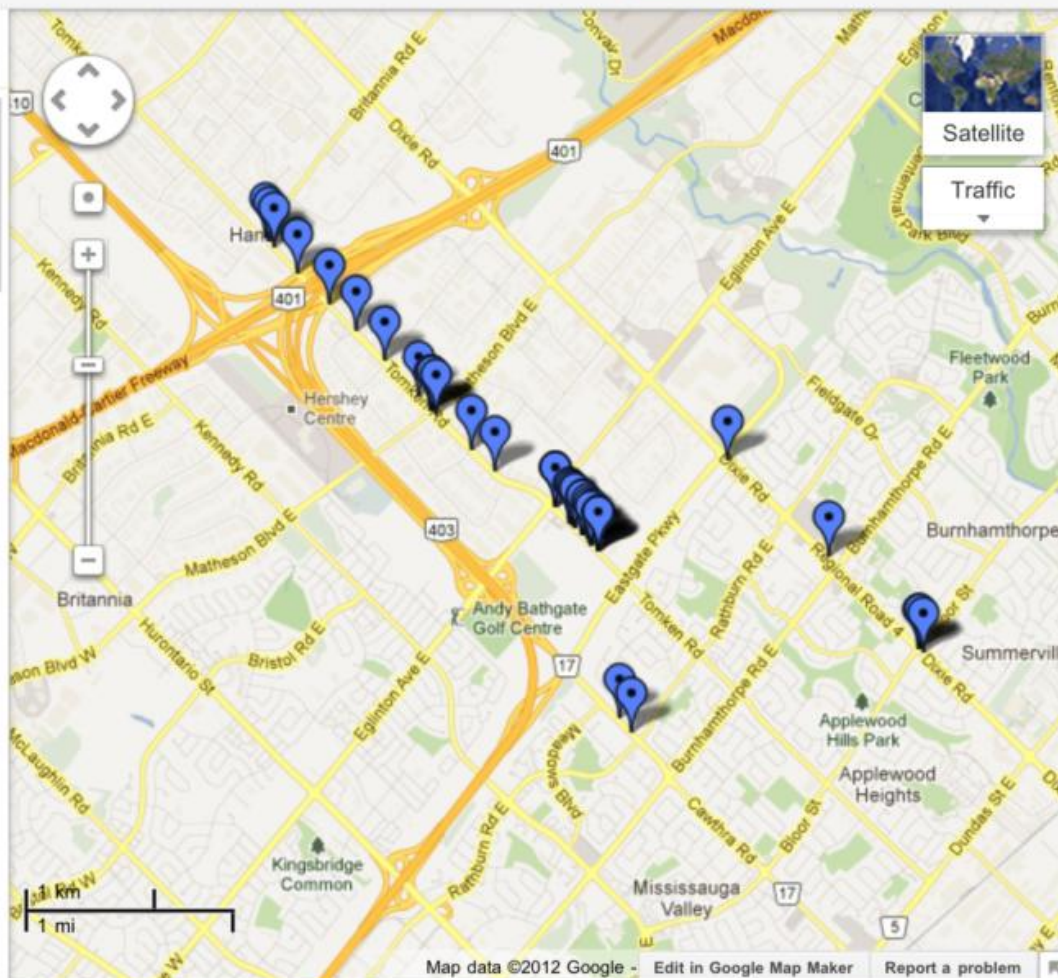


T5

In Road 8 Inches (in turn lane) Latitude 43.6260014 Longitude - 79.6280771 Cored May 25/2012 Reinstated May 31/2012



T6



INNOVATION

#2

Pole Hole Cuts







Pole Hole Project: Toronto, Ontario







So what are our issues,
barriers,
hurdles.....what's
standing in the way?



This is how we see
it...



Stakeholders:

Utilities:

***Enbridge, Union
Gas***

**General
Contractors**

**Gov't:
*Own the
roads***

**Sub-
contractors**

(*What about
the Public ?*)

So...how do we
get from here:



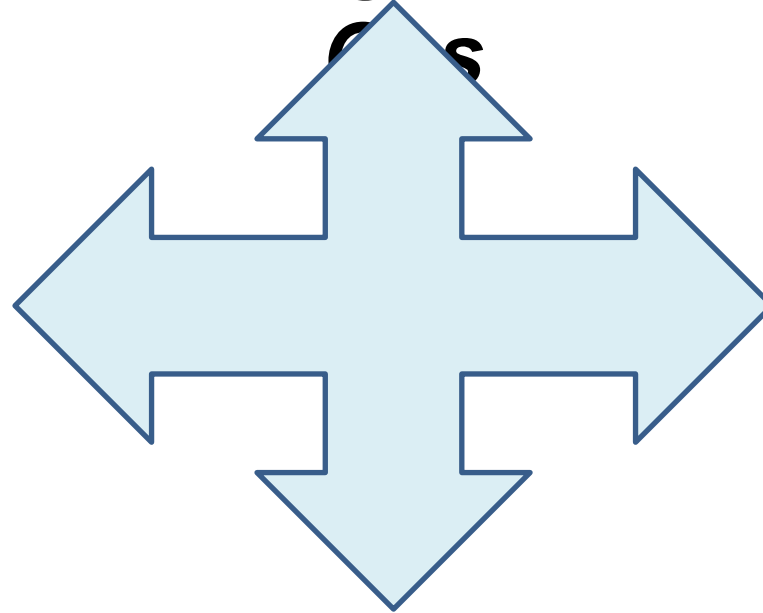
Stakeholders:

Utilities:

Enbridge, Union

Gas

**General
Contractor
s**



**Gov't:
*Own the
roads***

**Sub-
contractors**

(*What about
the Public ?*)

...to here:



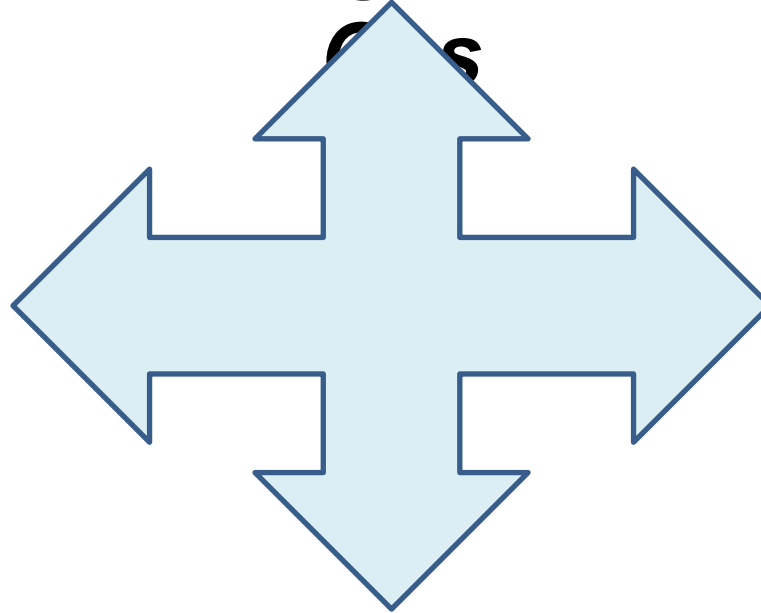
Stakeholders:

Utilities:

Enbridge, Union

Gas

**General
Contractor
s**



**Gov't:
*Own the
roads***

**Sub-
contractors**

(*What about
the Public ?*)



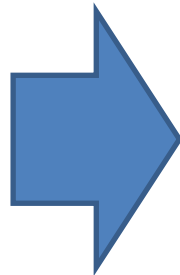
Stakeholders:

Utilities:

Enbridge, Union



**General
Contractor
s**



REDUCING
COSTS



**Gov't:
*Own the
roads***



**Sub-
contractors**

(*Everyone likes
lower costs*)

Because when we reduce the costs...

Everyone, including the public....

WINS

Thanks.

That was fun.

What did you
think?

Seriously. This is the discussion part.

Don't make me call on you.

Dan Bartels
VP – Operations
dan@supersucker.ca

Jerry Blokker
Team Leader – Coring Division
Jerry.blokker@supersucker.ca

James Stieva
Director – Marketing + Communication
James.stieva@supersucker.ca

www.supersucker.ca

a

(note: .ca, not .com – don't go there)