



# Managing Mine Contracts

Location:	Date:
PERTH	27-28 May 2010
	9-10 September 2010

## Course Content: MANAGING MINE CONTRACTS

This two-day workshop focuses on setting up and managing mining contracts. You will learn how to establish a profitable and realistic relationship with a contractor, and how to run the relationship effectively.

The course reviews all aspects of operational contracts, including:

- Contract documents - various types and the important issues to address
- The tender process, including preparation of tender documents, risk allocation, selection of preferred tenderer and post tender negotiations
- How to minimise potential conflict

## Overview

### DAY ONE

- When and when not to consider contract mining
- Alignment of contractor and client goals
- Alternative contract styles
- Maintenance and repair contracts (MARC)
- Tendering
- Dealing with variations
- Termination
- Feasibility study estimates
- Bank insistence
- Orebody risk issues at startup
- Mine extensions (pre-strips and cut backs).



Snowden is a member of the AusIMM

## DAY TWO

- Contract law fundamentals
- Risks and processes
- Components of a tender and a contract
- Putting your contract into operation
- Day-to-day management from an operations viewpoint - including key areas to be addressed and potential pitfalls to watch out for
- Negotiation and dispute resolution

All aspects of the contracting process will be examined using practical exercises, activities and case studies. The course presenters will work with small groups on selected examples.

## Who should attend?

Superintendents, senior engineers, contract managers, legal and supply personnel, and those working with contract implementation and management.

## Delegate feedback

Snowden prides itself on the standard of its courses and on the quality of its presenters. Feedback from our previous course participants includes the following:

“Lots of practical useful examples”

“The case studies helped to give a better perspective”

“The level of coverage was good for a general introduction to mine contracts”

“It was valuable listening to other people’s experience”

## Presenter

The course presenter will be chosen from Snowden’s most experienced consultants.

Jeremy Peters - Principal Consultant - Mining

*BSc (ANU) BEng (WASM) Currently studying - MEng (Mining Management, UNSW), First Class mine managers' Certificate (WA), Unrestricted Mine Manager's Certificate (NT), Restricted Shotfirer (WA)*



Jeremy has more than 19 years experience as an Engineer and Geologist, with a background in open pit and underground gold, iron ore and base metal and nickel mines. He also has exploration and mine geology experience in Iron Ore, Gold, Base Metals, Nickel and industrial minerals in the Pilbara, Yilgarn, the NT and Far North Queensland of Australia. He has consulted as a mining engineer and geologist in Papua New Guinea, the Mediterranean, Russia and North Africa internationally.

## Fees

Payment required at time of registration

This 2-day course costs AU\$2,400 + GST per person. This fee includes refreshments and lunch.

PLEASE NOTE:

- A 5% discount is offered if paying by credit card.

## Mentoring - Learn while working on your own data or project.

Snowden provides one-on-one technical mentoring to help develop your knowledge, skills and experience.

Our consultants will guide you to use due process *while you work on your own data or project*.

Take advantage of Snowden's 23 year knowledge and skills base to help fast-track your technical knowledge.

## On-site customised courses

All our courses can be customised to suit your specific training requirements and presented either on-site or at a venue of your choice. Please contact Diana Titren, Training Manager, on +61 8 9211 8670 or [training@snowdengroup.com](mailto:training@snowdengroup.com) for further information.

## Contact and registration

For more information on Snowden's Training and Mentoring programmes, please contact Diana Titren, Training Division Manager, on +61 8 9213 9670 or [training@snowdengroup.com](mailto:training@snowdengroup.com)

To register, please complete the following form and either fax it to Shannon Aitken, Training Coordinator, on +61 8 9322 2576 or email to [training@snowdengroup.com](mailto:training@snowdengroup.com)

Please visit [www.snowdengroup.com](http://www.snowdengroup.com) for more information about our training courses

### Snowden Office Contact Details

PERTH +61 8 9213 9213 BRISBANE +61 7 3231 3800 JOHANNESBURG +27 11 782 2379  
VANCOUVER +1 604 683 7645 BELO HORIZONTE +55 (31) 3222-6286 LONDON +44 1932 268701

## REGISTRATION FORM

### Managing Mine Contracts - PERTH 2010

To: Snowden Mining Industry Consultants, PO Box 77, West Perth, WA 6872 Tel: +61 8 9211 8670  
 Fax: +61 8 9322 2576 Email: training@snowdengroup.com

Please tick the course/s you will be attending	<input type="checkbox"/> 27-28 May 2010 <span style="float: right;">AU\$2,400 + GST = \$2,640</span> <input type="checkbox"/> 9-10 September 2010  Total, less 5% discount if paying by credit card* AU\$ _____
Delegate Name	
Position in company	
Company Name	
Address	
Tel	
Fax	
Email	
How did you hear about the course?	<input type="checkbox"/> Email <input type="checkbox"/> Snowden Website <input type="checkbox"/> Snowden Newsletter <input type="checkbox"/> AusIMM <input type="checkbox"/> AIG <input type="checkbox"/> Other Advert _____ <input type="checkbox"/> Other, please specify _____

### PAYMENT OPTIONS

**Payment required at time of registration - payment confirms your registration.  
 A tax invoice will be issued on receipt of payment.**

Please tick your payment option.

**Cheque**  
 Please enclose a cheque made payable to: Snowden Mining Industry Consultants

**Electronic transfer**  
 Please quote your EFT number   
 Please quote the course name on your EFT transaction.  
 ANZ Bank, Corner Hay and Outram Street, West Perth, WA 6005  
 Branch: 016498 Account: 8376 99407 Swift Code: ANZBAU3M

**Credit card: \*5% discount offered for credit card payments**  
 Visa card  Master card  AMEX  
*Please note: Snowden DOES NOT charge a surcharge for credit card payments.*

Card no:

Cardholder's name: \_\_\_\_\_

Expiry date:  /  /  Signature: \_\_\_\_\_

**PLEASE NOTE:** No refunds for cancellations made within 2 weeks of the course or for 'no shows'. Delegates can be substituted. If the minimum number of delegates is not achieved, delegates will be notified 1 week prior to course start date and fees will be refunded.