

RIO TINTO

IRON ORE

Congratulations! Your organisation has been nominated to participate in the **2008 Rio Tinto Iron Ore Supplier Recognition Program**. Nomination is based on selection criteria and generally includes one or more of the following attributes:

- Demonstration of sound performance history
- Strong safety performance
- Key supplier to Rio Tinto Iron Ore
- Annual spend in excess of \$1M AUD
- Innovative and Proactive

The Supplier Recognition Program (“**SRP**”) was introduced in 1999, and assists to stimulate an environment of collaboration and cooperation between Rio Tinto Iron Ore (“**RTIO**”) and its suppliers, seeks recognition of the criticality of suppliers in our business, and aims to identify improvement opportunities for both supplier and RTIO.

SRP also endeavours to identify and recognise innovation that contributes to RTIO's success and is always committed to only recognising those suppliers with the highest safety standards and performance.

The Terms and Conditions of participation are attached for your review. Suppliers are invited to participate in one or more of the following categories.

The categories are Excellence in:

Goods - Heavy Mobile Equip, Fixed Plant or General Consumables
Services - On Site and/or Off Site
Intellectual Services
Construction & Maintenance

What will we need to do as a participant?

1. You will need to provide a contact name and details to send SRP correspondence to.
2. You will need to provide a JPEG (or similar electronic format) company logo for reproduction in presentation material.
3. This year final performance data will be requested in October/November 2008. Once you confirm your acceptance to participate you will be sent a link to an external survey site, which hosts a series of performance questions. Some questions may not be relevant to the good you supply or work you perform for Rio Tinto Iron Ore. A small number of questions are mandatory and are indicated by a red asterisk next to the question number e.g. * 1. Simply complete the questions and submit the survey on line using the SUBMIT key at the bottom of the survey.
4. During the year a request will be sent to you and you may submit brief information providing support as to why your organisation should be recognised for an award. These submissions should be concise responses (limited to one A4 page) demonstrating why you should be short-listed for further consideration for an award. It is the content, not format that is reviewed and information can be presented in bullet points.
5. Key representatives you nominate will be invited to the SRP Annual Awards Ceremony scheduled for Feb 2009. Due to an increase in the number of participating Suppliers we would ask you to respect the invitations provided and ensure nominated representatives from your organisation do attend or that any cancellations are advised through to the SRP Team in time to allow others to attend.

6. If you are nominated as a finalist for any of the award categories we may request an opportunity to meet to discuss your submission further. Finalists may also be requested to provide any short audio visual marketing material that may pre-exist in your organisation to assist in the compilation of the annual awards presentation material. All costs associated with any additional filming or photography for the awards presentations are borne by Rio Tinto Iron Ore.

We asked a few suppliers who have participated in previous years about the program and the level of input they needed to provide.

'ICM participated in the SRP 2006 and 2007 Program. Being very busy with our work on hand, we were astutely conscious of what time we had available for additional tasks. We were pleased and impressed at how efficient and time economical the SRP process was for us, and will gladly embark on the SRP again if fortunate enough to be nominated. The experience and learnings gained are of great value to business development, regardless of the final outcome.' Mike Lane, ICM Group General Manager (Director) 04/04/08

'The process used by Rio Tinto Iron Ore to assess applicants was easy to follow and was not obtrusive in any way. In actual fact the feedback information supplied by Rio Tinto through out their business units helped us to gain an insight into how we were performing across a wide range of areas within Rio Tinto sites. This information has benefited us greatly in how we service all our customers not just Rio Tinto. It is also heartening to know that Rio Tinto does all the hard work in assessing and recognising excellence from its supplier's services and the award is truly chosen and awarded by Rio Tinto Iron Ore.' John Rowe, Business Development Manager, Apprenticeships Australia CCIWA

'Our participation in the RTIO SRP program has provided performance feedback, recognition and acknowledgement, all of which has facilitated improvement at every level within our company. We were delighted when asked to participate and found the registration and participation processes easily manageable from within our small operation' Stephen Arndt, Manager, Portside Fabrication

How is performance reviewed?

Along with the survey information, key end users within Rio Tinto Iron Ore provide feedback throughout the year on Suppliers performance, using an online intranet survey tool, contractor management interviews (CMS) and contract review meetings. The SRP team review this information, data available through SAP and Supplier survey and submissions.

Recommendations for awards are reviewed by the Rio Tinto Iron Ore Management Team and finalists are announced prior to the annual awards event.

Who have past winners been?

Some past winners have included ICM Group, Portside Fabrication, Apprenticeships Australia, LE Jarvis & Co, Kempe Industrial Services, TSG Consulting, H&B Mining Services, Allens Arthur Robinson, MaptekIT, Marine Services Western Australia, Skipper Trucks, Karratha Engineering Services, North West Drilling, Bridgestone Engineered Products of Asia, Civil and Mechanical Maintenance, SKM, Qantas Airways Limited, Newtown Toyota, SDS Ausminco, Shell, SKF Rolling Stock Supplies, McMahon Contractors, Liquid Earth, and Rene Engineering,

Last year Special Recognition for Excellence in Sustainable Development was awarded to the Compass Group. Other Special Recognition acknowledgements for Improvement in Safety and Training have been awarded to ESS Gumala, The Skilled Group, Savannah Engineers (Tom Price) and Apprenticeships Australia.

What do we do next?

Click on this link to register your agreement to participate, and complete some contact details

[http://hisrp.westnet.com.au/phpESP/public/survey.php?name=Supplier Recognition Program 2008](http://hisrp.westnet.com.au/phpESP/public/survey.php?name=Supplier%20Recognition%20Program%202008)

Please acknowledge your agreement to participate by close of business **Friday 19th June 2008**.

If you have any queries please telephone the SRP Team on 08 6213 0387 or email to SRP@riotinto.com

Recognising the Benefits of Working Together



**RIO
TINTO**
PROCUREMENT