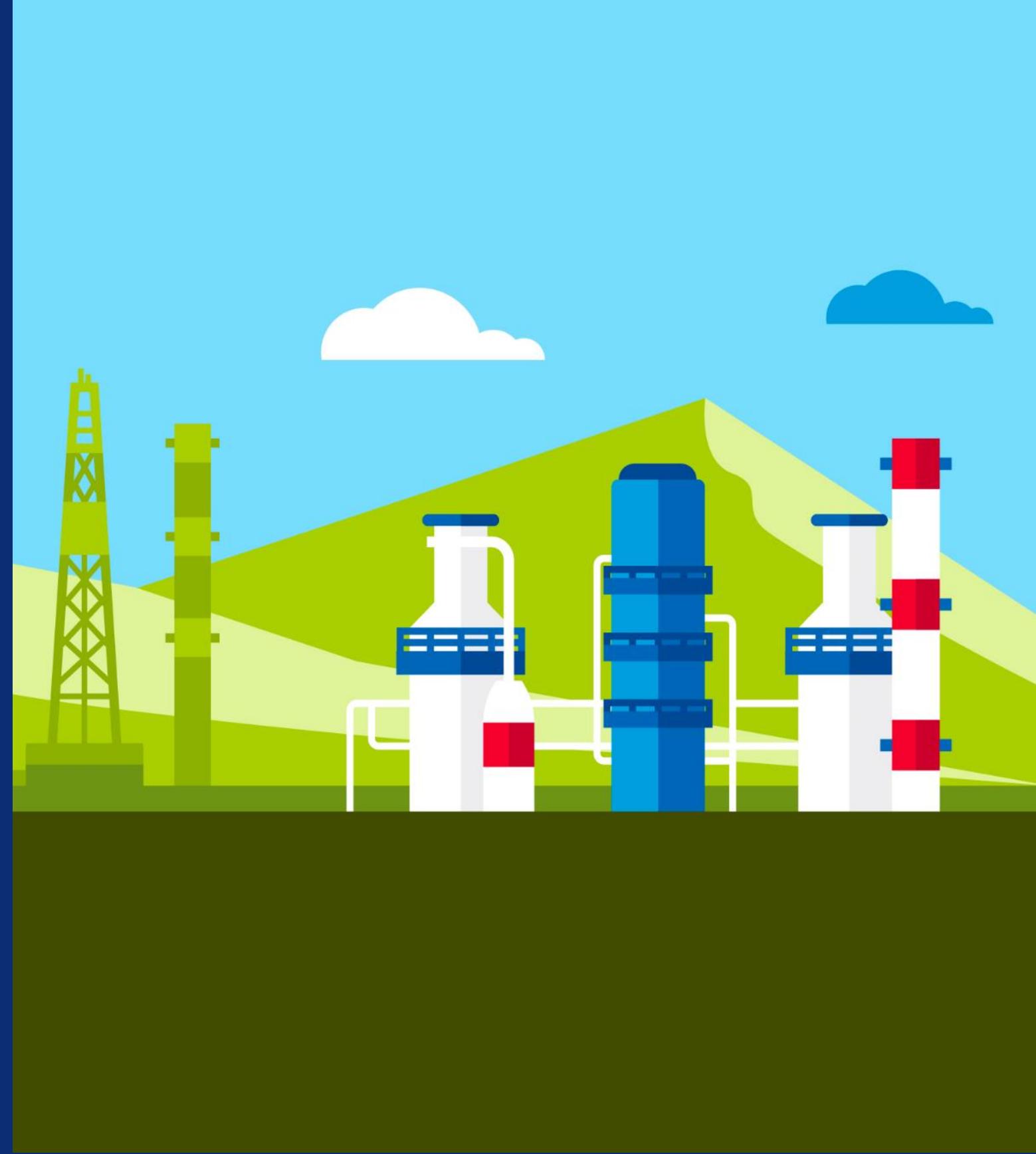


# How to do Business With Chevron Richmond Refinery

Archer Canete – Category Manager Facilities for  
Richmond Refinery

Kenna Murdock – Category Manager for Maintenance,  
Turnaround, and Industrial Services



# Who we are

Archer Canete – Category Manager for Facilities and Safety

[fxsp@chevron.com](mailto:fxsp@chevron.com)

- ❖ Chevron Employee since 2018
- ❖ Electrical Engineer
- ❖ Previously worked in facilities management, electric and water distribution utilities
- ❖ Contracting professional with 10 years experience

Kenna Murdock – Category Manager for Maintenance, Turnaround, and Industrial Services

[kennamurdock@chevron.com](mailto:kennamurdock@chevron.com)

- ❖ Chevron Employee since 2019
- ❖ DVC Alumni (Anthropology)
- ❖ East Contra Costa County Native
- ❖ Construction Industry for 10 years
- ❖ Former National Women in Construction (NAWIC) member

# What do we look for?

Companies that provide goods and services used by Chevron must demonstrate the following attributes:

- ❖ **Excellent safety and environmental record** – Chevron is committed to health, environmental and safety (HES) leadership; only suppliers that employ sound HES practices will be selected for our supplier database;
- ❖ **Financial viability** – Suppliers must be financially stable and solvent; potential suppliers must be willing to share financial records and proof of solvency;
- ❖ **Competitive pricing** – Pricing provided must be competitive within the relevant international and local markets for the type of services or products;
- ❖ **Demonstrated customer focus, reliability and performance** – Chevron awards business according to the best overall value which includes, in addition to competitive pricing, satisfaction with the services provided and a track record of proven reliable performance. Potential suppliers will be asked to share references from reliable business customers.

**Innovative business solutions** – Chevron seeks suppliers who provide new opportunities and out-of-the-ordinary solutions.

**Richmond Refinery adheres to SB54 requirements, and we primarily use building trades construction labor.**

# 2024 Potential Sourcing Opportunities

- ❖ Geotech services
- ❖ Gun range management
- ❖ Filtration
- ❖ SBS disposal
- ❖ Environmental consultancy
- ❖ Vendor managed hose program
- ❖ Structural steel
- ❖ Supply of various materials and equipment

# Supplier landscape

## existing major distributors

- Pipes, valves, and fittings – McJunkin Redman Corp. (MRC)
- Equipment rental – United Rentals
- Electrical – WESCO
- Safety and general MRO - Fastenal

## local suppliers

- Allied Propane Services
- Bay City Mechanical
- Brenntag Pacific
- C Overaa & Co.
- Channel Lumber Co.
- Clean Harbors Environmental
- Connexsys Engineering
- DXP Enterprises
- Estes Refrigeration
- Harrington Industrial Plastics
- JT Thorpe & Son Inc.
- Performance Contracting
- Southern County Lubricants

