

October 5th, 2017

Saskatchewan Oil and Gas Supply Chain Forum – Phenomenal Networking Opportunities

A who's who of Saskatchewan oil sector attended the [3rd Annual Saskatchewan Oil and Gas Supply Chain Forum](#). The supply chain heard from and met-with the procurement staff of; Husky, TransCanada, Enbridge, Crescent Point, Torc, Teine, and Plains Midstream



The opening remarks session.

The Forum was presented by the Saskatchewan Ministry of the Economy, the Petroleum Services Association of Canada (PSAC), and the Saskatchewan Industrial and Mining Suppliers Association (SIMSA). The event, held on October 5th in Regina, was held in the Delta Hotel.

With over 280 people in the room, this year's event was much larger than last-years and included a small tradeshow for the first time. Even in a time of depressed oil prices, the tradeshow and sponsorship of the event were both sold-out well in advance.

In an online post-event survey, 97.5% of attendees answered they would come back next year, with 81% stating they found the speakers and topics to be either very good or excellent.

SIMSA's Executive Director, Eric Anderson, attributes the success to "putting the buyers and sellers together in the same room" and "keeping costs low." As he put it, "we make money for our members, not from them."

But, he was quick to note that “none of this would have happened without the gracious support of the oil producers and the oil movers.”



Tradeshow was busy between speakers - it was closed during presentations.

Presentations were made by:

- Honourable Dustin Duncan – Minister of the Environment (formerly resources)
- Bill Whitelaw – CEO of JuneWarren-Nickle’s Energy Group
- Mark Salkeld – CEO of Petroleum Services Association of Canada
- Laura Agnew – Team Lead, Supply Management Contracts and Material Management, Crescent Point
- Mark Mazerolle – VP Pipelines and Supply, Plains Midstream
- Reynold Tetzlaff/David Crawford - National Energy Leader/ Senior Manager, Indirect Tax Services, PwC
- BJ Arnold - Manager, Public Affairs, Canada East, TransCanada
- Ryan Champney – Director, Facilities and Terminals, Major Projects, Enbridge

New to this year’s event was a “speed networking event” which saw attendees have 5-minute meetings with the procurement staff in attendance. The buyers were seated around the room at individual stations, then the sellers cycled through, one at a time, during 5-minute meetings. A strict eye on the clock was kept by an MC to make sure everybody met with whom they wanted.

Of great interest was the presentation by BJ Arnold – TransCanada – given the Energy East Pipeline was announced as ‘cancelled” earlier that morning.

About The Saskatchewan Industrial and Mining Suppliers Association (SIMSA):



Saskatchewan Industrial & Mining
Suppliers Association Inc

SIMSA is the Saskatchewan Industrial and Mining Suppliers Association, representing Saskatchewan based companies who provide goods and services to mining, oil and gas and industrial projects. SIMSA's membership over 100 companies, represents well-over \$9-billion in annual revenues with the province. SIMSA's mandate is to represent the interests and concerns of Saskatchewan industrial equipment and service suppliers, through promotion of its members and the creation of partnerships with industry and other associations.

For more information, contact:

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