

February 27th, 2017

The SIMSA Cameco Round-Table Event – a Generous Success

In yet another event not often seen in business, the vast majority of a corporation's procurement team met with their suppliers, for an open dialogue in effort to improve both sides' businesses.

Understandably, the room was filled for the Saskatchewan Industrial Suppliers Association ([SIMSA](#)) members-only round-table event with [Cameco](#) on Friday, February 24th in Saskatoon.

Not only were presentations made and an unprecedented networking opportunity created, Cameco also candidly answered almost all of the 32 pre-submitted, yet pointed, questions; questions submitted by SIMSA members via email and developed by SIMSA members during a luncheon two weeks prior to the event, and then anonymously submitted to Cameco.

At the event, after a pre-lunch networking session and networking lunch, SIMSA members were addressed by Cameco's:

- Vice President Treasury, Tax, and Corporate Strategy - David Doerksen – on a market and company update
- Vice President Supply Chain Management – Dmitry Barsukov – on their supply chain status and priorities
- Director Technology Group – Noel Voykin – on site plans and priorities for this and subsequent years
- Director Operations Procurement and Supply Chain Governance – Kari Krueckl-Lamont – on the supply chain process.



Cameco executives and procurement persons present to SIMSA members.

In addition to the four presenters, Cameco also provided to the event:

- Linda Panchuk, Senior Procurement Specialist
- Anita Sharma, Senior Procurement Specialist
- Justin Smith, Procurement Specialist
- Lianne Gay, Contract Specialist

All of the Cameco persons were seated individually around the room for the lunch portion, to allow for better access prior to the presentations. After the presentations, the Cameco persons remained to answer any follow-up questions and continue the networking. As such, SIMSA members were given direct face-to-face access to persons they want to do business with.



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Eric Anderson, SIMSA’s Executive Director, called the event “generous” and noted that “Cameco offered SIMSA the event after hearing about the [PotashCorp event](#) - SIMSA did not have to chase or even ask Cameco.”

The event was created after Cameco’s CFO – Grant Isaac – heard about the SIMSA PotashCorp Round-Table event planned for December 9th. Isaac was already scheduled to present to SIMSA members on “[What I would do if I were a supplier to a commodities company](#)” January 29th, and he quickly decided a second event was needed with SIMSA after hearing about the PotashCorp event.

Anderson went on to explain that, “Grant Isaac’s presentation was very insightful to our membership - the room was almost mesmerized by Grant’s presentation. It was invaluable on its own. And, by quickly adding a second event within only a few weeks of the first, this reflects a generous business ethic.”

SIMSA will be conducting other events with other major corporations over the next few months, as well as conducting educational events, and co-presenting the [9th Annual Saskatchewan Mining Supply Chain Forum](#) in April.

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



Saskatchewan Industrial & Mining
Suppliers Association Inc

equipment and service suppliers, through promotion of its members and the creation of partnerships with industry and other associations.

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 of approximately 100 companies, represents well-over \$3-billion in annual revenues with the province. SIMSA's mandate is to represent the interests and concerns of Saskatchewan industrial

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