

March 19th, 2019

SIMSA Nutrien and EPCM Roundtable Event – a whole new level!

Nutrien™

HATCH



Stantec

wood.



WorleyParsons
resources & energy

Over 160 Saskatchewan Industrial and Mining Suppliers Association's (SIMSA) members heard from and networked with over 40-Nutrien procurement and executive persons, plus 14 EPCM persons from Hatch, Stantec, Wood, and WorleyParsons - at a Roundtable event on March 18th 2019 in Saskatoon, SK. With over 50 procurement touch-points in the room, SIMSA's Roundtable events have hit a new whole new level!



The gathered group

As with all SIMSA Roundtable events, SIMSA members heard presentations on a variety of topics from a group of Nutrien and EPCM persons. Also, the questions SIMSA previously developed then submitted were answered within the EPCM's presentation and panel discussion. Finally, and more importantly, prior to the event commencing, in between sessions, and then again after the presentation portion, informal networking sessions occurred. The networking sessions allowed SIMSA members to briefly meet with key procurement, design, operations, and decisions-making persons within Nutrien and the EPCMs, with the goal of setting meetings to follow.

Eric Anderson, SIMSA's Executive Director noted that the, "Nutrien and EPCM persons were the last to leave the room. And, it was Nutrien that invited the EPCMs to speak – a first for SIMSA! This truly demonstrated Nutrien's commitment to working with the Saskatchewan supply chain."



SIMSA members networking with Nutrien and EPCMs

Anderson also noted that, “A common message from all presenters was a trend towards a paperless procurement and design world – something SIMSA members need to be prepared for.”

The EPCMs were the first to speak; first each company presented on how to do business with them and what projects they are working-on for both Nutrien as well as other companies. Following the individual presentations, there was a panel discussion on;

- “How do we improve Saskatchewan content? Whose KPI is Saskatchewan Content? Who tracks this?”
- Early contractor involvement
- A paperless world

Speaking individually on behalf of the EPCMs were (the panel discussion had more):

- Mike Fedoroff – Global Director, Minerals, Hatch
- Bob Drever – Industrial Sector Business lead, Stantec Saskatchewan
- Dalys Buck - Manager, Projects, Wood
- Claus Mueller - Director Business Development, WorleyParsons



EPCM persons speak to SIMSA members

Speaking on behalf of Nutrien were:

- Susan Jones – Exec VP and CEO, Potash, Nutrien
- Candace Laing – VP, Sustainability & Stakeholder Relations
- Josh Dodd – Director, Procurement, Potash



Susan Jones presents to SIMSA members

Some of the attending from Nutrien and the EPCM's, and networking with SIMSA's membership, were (many registered at the door and are not captured below):

Nutrien:

Susan Jones – Exec VP and CEO, Potash, Nutrien
Shane Curley – Interim VP, Procurement
Larry Long – VP, Operations, Potash
Candace Laing – VP, Sustainability & Stakeholder Relations
Mike Dirham – VP, Engineering, Technology & Capital Potash
Leon Boehm – General Manager, Cory
Rob Jackson – General Manager, Lanigan
Shannon Rhynold – General Manager, Rocanville
Josh Dodd – Director, Procurement, Potash
Colin Staruiala – Manager, Procurement, Allan
Darryn Gaddess – Manager, Procurement, Vanscoy
Geoff Mulligan - Manager, Procurement, Rocanville
Jaime Aamodt – Manager, Procurement, Lanigan
Shannon Manton – Manager, Procurement, Cory/Patience Lake
Jeff Wagner – Director, Capital & Technology Potash
John Sundquist – General Manager Vanscoy
Karen Siegfried – Buyer, Lanigan
Bryan Kish - Coordinator Procurement Cory
Rob King – General Superintendent, Patience Lake
Chad Litzenberger – Mill General Superintendent
Rob Staudinger – Mill Maintenance Superintendent
Mike Kleiter – Mine Operations Superintendent
Mark Lodewyk - Mine General Superintendent
Dale Stangeland – Mill General Superintendent
Kyle Sokul – Senior Manager, Capital Procurement Potash
Ryan Martens – Capital Procurement Specialist
Sydney Squires – Category Manager

Rick DiLallo – Category Manager
Paul Harvey - Category Manager
Lisa Mooney – Sr. Advisor, Strategic Inclusion
Milton Greyeyes – Coordinator, Strategic Procurement, D&I

Hatch:

Mike Fedoroff – Global Director, Minerals
Todd Steen – Senior Consultant, Mining
Rohan Barnet – Project Manager

Stantec:

Bob Drever – Stantec Saskatchewan Industrial Sector Business lead
Ryan Bernesky – Stantec Saskatchewan Environmental Services lead
Trent Sommer – Stantec Saskatchewan mining project manager
Frank Hynes – Stantec Saskatchewan Geotechnical lead
Matthew Kemp – Stantec Saskatchewan mining mechanical lead

Wood:

Dalys Buck - Manager, Projects
Johanna Koch - Manager, Engineering and Project Services
Kenn Cutts - Manager, Business Development

WorleyParsons:

Claus Mueller - Director Business Development, WorleyParsons
Stan Kotowski - Project Director, Advisian
Mark Mackenzie - Construction Manager, WorleyParsons



Candace Laing presenting



SIMSA members network with Nutrien and EPCM persons

The event was co-sponsored by Graham Construction and Kelly Panteluk Construction.

For over 90 years, Graham's client partnerships have been built on honesty and accountability, the same values that underpin their culture and ensure extraordinary outcomes for all projects, large or small. Graham is an employee-owned company and is recognized as one of Canada's 50 Best Employers as well as one of Canada's 50 Best Managed Companies. Their business develops construction projects in the Buildings, Industrial, and Civil Infrastructure sectors of our economy. They pride themselves on the diversity of talent in their company and as they grow. Their work types include Earthworks, Mechanical and Piping, Electrical and Instrumentation, Power & Civil Engineering.

Kelly Panteluk Construction Ltd. (KPCL Dirt Movers) is one of the largest privately-owned heavy equipment earth moving and underground services company in Saskatchewan. First founded in 1953, it is a second-generation company that has operated out of Estevan, Saskatchewan for over 60 years, with a remote office out of Saskatoon, Saskatchewan since 2014. KPCL prides itself on helping customers solve difficult construction problems and a significant portion of its business is focused on the completion of large, technical projects that involve challenging soil conditions and intricate earth structures. With a modern, well maintained fleet of over 250 pieces of heavy construction equipment, over 300 experienced employees, and a wealth of experience in project management, earthmoving, site grading and utility installation KPCL moves in excess of 8 million cubic meters of construction material annually.



Josh Dodd presenting

The final agenda was:

- 8:00 am - Registration, breakfast, and networking. As with all SIMSA Roundtable events, Nutrien's and the engineering firms' staff were placed at assigned seats around the room. SIMSA placed the April 3 Mining Supply Chain Forum trade show maps and lists on the tables, so that SIMSA members can steer participants towards their Forum trade show booth, for further conversations.
- 9:00 - Introductory remarks by SIMSA
- 9:10 - Candace Laing - Vice President, Sustainability & Stakeholder Relations, Nutrien
- 9:25 - Live demonstration of the procurement view of the Saskatchewan Supplier Database by SIMSA. SIMSA also had placed marketing postcards for the database on the tables and provided login information to those requiring it.
- 9:35 - Hatch
- 9:45 - Stantec
- 9:55 - Wood Group
- 10:05 - Networking
- 10:30 - WorleyParsons
- 10:35 - Panel discussion by engineering firms
- 11:30 - Networking
- Noon - Lunch
- 12:45 pm - Networking time with Nutrien and the engineering firms.
- 1:30 - Susan Jones - Exec VP & CEO Potash, Nutrien
- 2:00 - Josh Dodd - Director, Procurement Potash, Nutrien
- 2:30 - Networking
- 4:00 - Close

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 of 190 companies, represents over \$10-billion in annual revenues and 20,000 employees in 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.

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