

May 23<sup>rd</sup>, 2017

## SIMSA’s Membership Growing Rapidly In Number and Individual Size

The Saskatchewan Industrial and Mining Suppliers Association (SIMSA) is growing rapidly. SIMSA’s membership has grown by 47% - from 74-members on November 1st 2016, to 109-members today. And, the growth has not only been in the number of members, but also in their average size – they have doubled.

According to the 2017 SIMSA Member survey completed in May 2017 and released today, since the last report, SIMSA’s membership has grown from; representing 3,000 employees to now over 9,000 employees (9,016 to be exact), and from \$3-billion in annual revenues to now \$8.9-billion.

The Survey also revealed that SIMSA has been providing great value to its members, as SIMSA’s events from January 2016 to current, have generated over 752 business leads potentially worth \$293-million. With SIMSA’s membership growing by 47% over the past 6-months, the value of these leads and those from similar efforts into the future, will increase dramatically over time.

The survey was answered by 75 of their 109 member companies, or 69% of the membership. The 75 reporting companies reflect a good cross-section of SIMSA’s membership.

SIMSA’s Executive Director, Eric Anderson, said that “A 69% survey participation is outstanding and allows for reasonable extrapolations to project the results over the entire membership.”

The actual reported data reflects the largest sector providing revenues within SIMSA members is potash:

Sector	Potash	Uranium	Gold	Coal	Oil	Gas	Forestry	Other
<b>% of Revenues</b>	31.3	10.1	2.6	1.9	11.9	5.5	3.4	29.7

*Percentage of annual revenues from each sector as reported by SIMSA members.*

The actual reported data also reflects the largest facet providing revenues within SIMSA members is manufacturing, with other facets following closely:

Facet	Manufac- turing	Fabricati- on	Engineeri- ng	Distributi- on	Professio- nal Services	Drilling	Construc- tion	Site Services	Other
<b>% of Revenues</b>	17.7	14.3	9.8	10.6	5.2	2.3	16.7	6.1	10.4

*Percentage of annual revenues from each business facet as reported by SIMSA members.*

SIMSA attributes their success to the quality of their events. Since September 2016 SIMSA has hosted (see also <https://simsa.ca/events/list/>):

- Members only procurement events with
  - PotashCorp
  - Cameco
  - BHP Billiton Hatch/Bantrel
- Open procurement events with
  - SaskPower – Renewables
  - SaskPower – Chinook Power Station with Burns MacDonnell
- Educational events with
  - Grant Isaac, CFO Cameco – “What I would do if I sold to a commodities based company”
  - MLT – Advanced RFP workshop
  - Miller Thomson – What is needed to build a windfarm in Saskatchewan
  - Aboriginal Awareness Level 1 – history and perspective
  - Aboriginal Awareness Level 2 – hiring and retaining
  - Priority Saskatchewan
  - Disney’s Approach to Customer Service
- Major business events
  - Mining Supply Chain Forum, with new Mining Innovation Boot Camp (in concert with the Saskatchewan Mining Association and the Saskatchewan Ministry of the Economy)
  - Oil and Gas Supply Chain Forum (in concert with the Saskatchewan Ministry of the Economy)

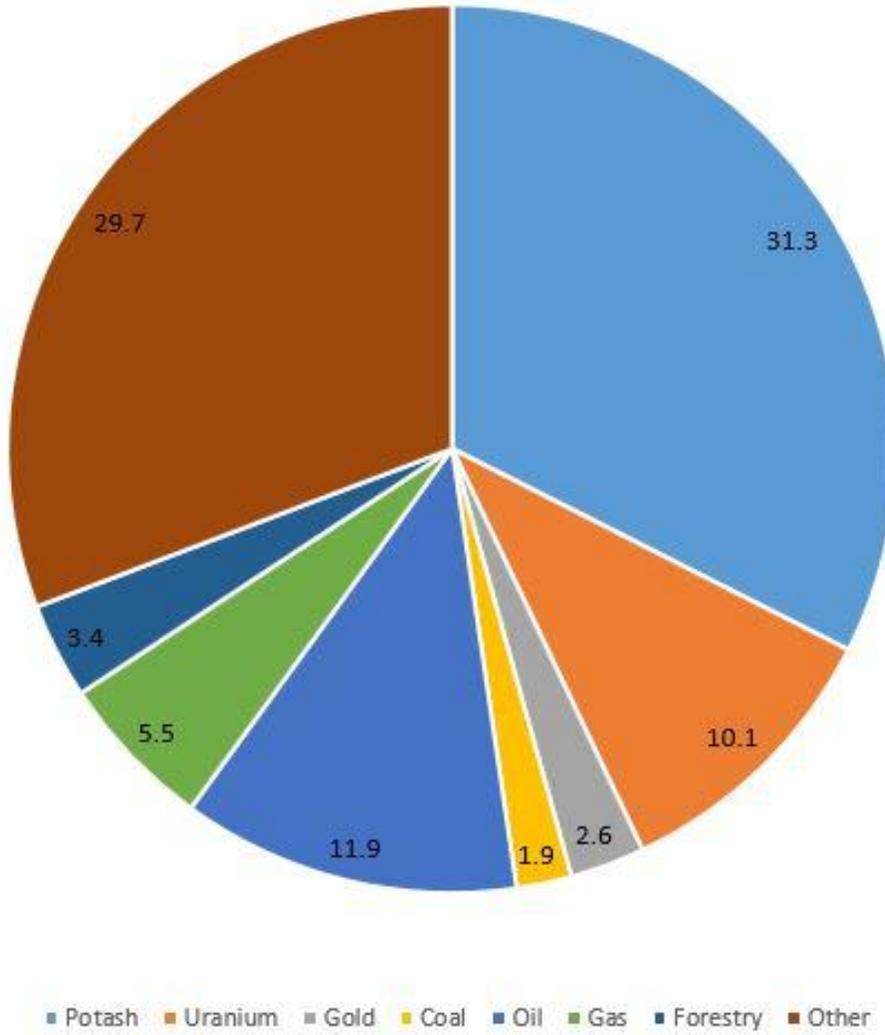
The following 2-pages represent various aspects of the Survey’s results.

	How many employees do you currently have in Saskatchewan?	What was the highest number of employees you have had over the past 3 years?	What is the value of your annual sales within Saskatchewan? (Millions)	What is the value of your annual sales globally (millions)	What is the total value of your facilities and equipment in Saskatchewan? (Millions)	How many business leads have been generated due to SIMSA events	What is the potential value of those business leads from SIMSA events (Millions)	What is the dollar value of business generated or greatly-assisted by SIMSA events (Millions)
<b>TOTAL</b>	<b>6204</b>	<b>9281</b>	<b>1747.86</b>	<b>5309.85</b>	<b>582</b>	<b>518</b>	<b>201.85</b>	<b>127.845</b>
Number of members answering	75	75	65	65	52	75	75	75
<b>Average</b> of those answering	83	124	26.89	81.69	11.19	6.91	2.69	1.70
<b>Projected total for all SIMSA using average x's 109 members</b>	<b>9016</b>	<b>13488</b>	<b>2931.03</b>	<b>8904.21</b>	<b>1219.96</b>	<b>752.83</b>	<b>293.36</b>	<b>185.80</b>

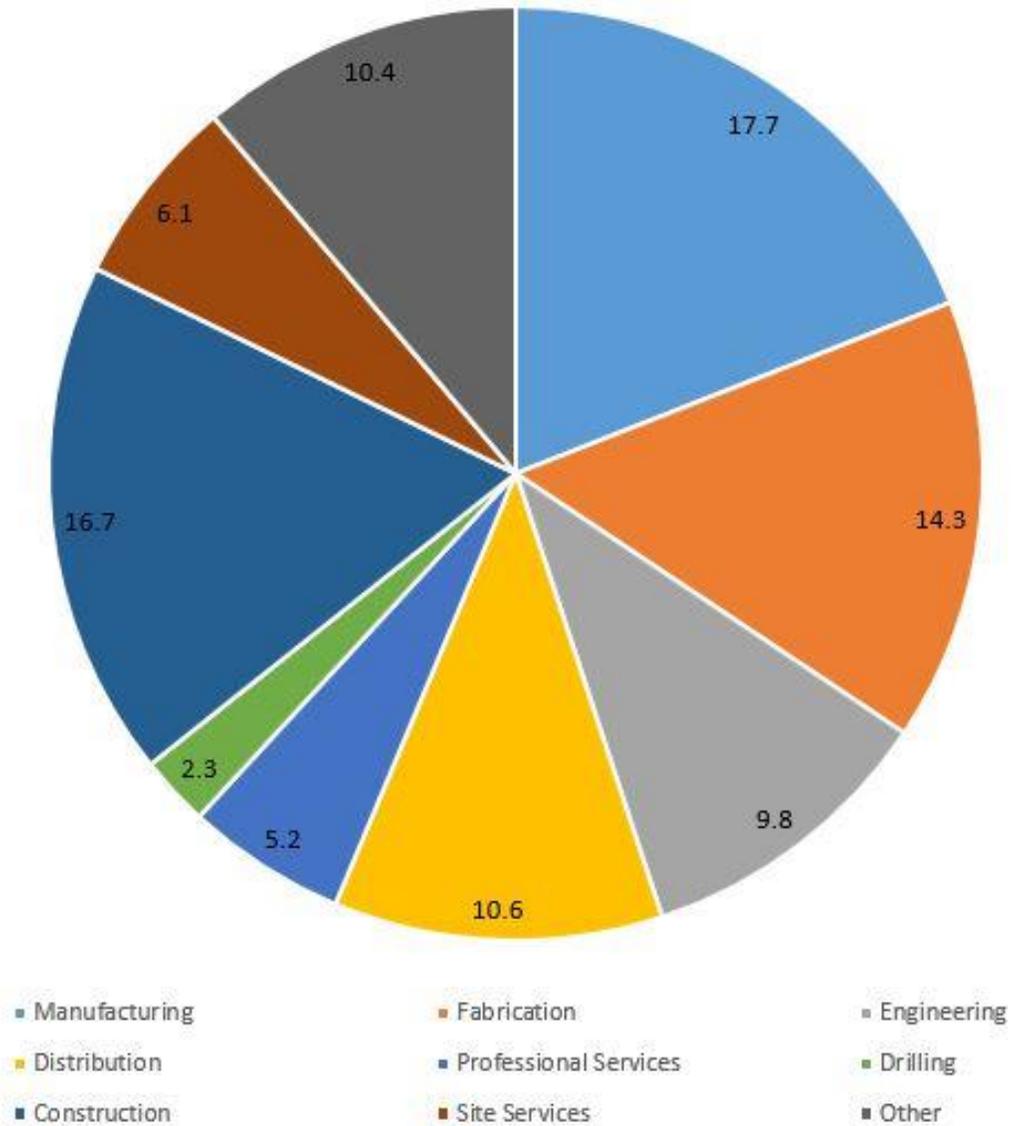
SIMSA's 2017 Member Survey data - to the left - represents the answers of 69% of the entire membership.

“Average” answers were calculated by dividing the total by the actual number of members answering that question (not all 75 respondents answered all of the questions, with the lowest being 52 responses or 48% of the membership).

### Current Membership by Commodity/Sector



### Current Membership by Facet



- 30 -

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



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 over 100 companies, represents \$9-billion in annual revenues. 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. SIMSA was formed in April 2013.

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