

October 5th, 2018

Saskatchewan Oil and Gas Supply Chain Forum – Phenomenal Networking Opportunities

A who's who of Saskatchewan oil sector attended the [4th Annual Saskatchewan Oil and Gas Supply Chain Forum](#). The supply chain heard from and/or met-with the procurement staff and executives from; Enbridge, Crescent Point, Federate Co-op, Husky, Schlumberger, Stantec, Teine, and TransCanada.



The opening remarks session.

The Forum was presented by the Saskatchewan Ministry of Trade and Export Development and the Saskatchewan Industrial and Mining Suppliers Association (SIMSA). The event (held on October 4th in Regina, occurred in the Delta Hotel) saw over 280 people in the room, with a tradeshow double the size of the previous year. 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, 98% of attendees answered they would come back next year, with 86% stating they found the speakers and topics to be either very good or excellent.



Tradeshow area 1

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, movers, and engineers."

Bronwyn Eyre - Saskatchewan's Minister of Energy and Resources – began the event with a brilliant summary of Saskatchewan's strong resource sector and policies. Also on the non-procurement list of presenters were Tom Whalen of PSAC and Dean La Riviere of Cisco.



Bronwyn Eyre – Saskatchewan's Minister of Energy and Resources delivers remarks

Presentations were made by:

- Bronwyn Eyre, Saskatchewan Minister of Energy and Resources
- Bob Drever, Senior Project Manager, Stantec
- Cal Fichter, VP of Energy, Federated Co-op Ltd.,
- Ryan Champney, Director of Facilities & Terminals, Enbridge Pipelines Inc.
- Barry Horon, Director of Supply Chain Management, Enbridge Pipelines Inc.
- Dean La Riviere, Regional Director, Western Canada, Cisco
- Tom Whalen, President and CEO, Petroleum Services Association Canada
- Andrea Korney, Sr. Manager, Supplier Diversity and Stakeholder Relations, TransCanada
- Céline B. Gerson, President, Schlumberger Canada Limited



Cal Fichter – Federated Co-op VP of Energy

As with last year, this year's event included a "speed networking event" which saw attendees have 5-minute meetings with the procurement staff in attendance. The buyers were seated around the perimeter of 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.

Speed networking participating companies were; Husky Energy, Teine Energy, TransCanada, Crescent Point Energy Corp., Federated Co-operatives Limited (upstream and refinery), Enbridge, and Stantec.



Speed networking session underway

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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, industrial, and energy sectors. SIMSA's membership over 170 companies, represents well-over \$7-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.

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