

October 4th, 2019

Saskatchewan's Best Oil and Gas Supply Chain Networking Opportunity

A who's who of Saskatchewan oil sector attended the [5th Annual Saskatchewan Oil and Gas Supply Chain Forum](#). The supply chain heard from and/or met-with the procurement staff and executives from; Crescent Point, DEEP, Federate Co-op, Husky, Kingston Midstream, Schlumberger, Stantec, Teine, TC Energy, and Worley Parsons.



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 3rd in Regina, occurred in the Delta Hotel) saw over 280 people in the room plus the tradeshow. Even in a time of low oil prices, the tradeshow and sponsorship of the event were both sold-out well in advance and the event saw record attendance.

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

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 and passionate summary of Saskatchewan's strong resource sector and policies. The other non-procurement presenter was Gary Mar – President and CEO of PSAC.



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

Presentations were made by:

- Bronwyn Eyre, Saskatchewan Minister of Energy and Resources
- Gary Mar – President and CEO of PSAC
- Brian Jones – Facilities Design and Development, Federated Co-op Ltd.,
- Claus Mueller – Director of Business Development, Worley Parsons
- Joachim Schubert – Principal, Oil and Gas Discipline Lead, Stantec
- Todd Giasson - Schlumberger
- Laura Agnew – Team Lead, Supply Management Contracts, Crescent Point Energy
- BJ Arnold – Central region Operations Director, TC Energy
- Kirsten Marcia – President and CEO, DEEP



Claus Mueller of Worley Parsons



Joachim Schubert of Stantec



Todd Giasson of Schlumberger



Kirsten Marcia of DEEP



Gary Mar of PSAC interviewed by Brian Zinchuk of Pipeline News at the event

BJ Arnold of TC Energy delivered a rousing summary of our political landscape as well as an introduction to TC Energy's procurement process.



BJ Arnold of TC 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; Crescent Point, DEEP, Federate Co-op, Husky, Kingston Midstream, Stantec, Teine, TC Energy, and Worley Parsons.



Husky during speed networking session



Crescent Point Energy during speed networking session



Federated Co-op during speed networking session

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



Saskatchewan Industrial & Mining
Suppliers Association Inc

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, industrial, and energy sectors. SIMSA's membership over 200 companies, represents well-over \$10-billion in annual revenues with the province. SIMSA's mandate is to represent the interests and concerns of Saskatchewan industrial equipment and service

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