

Over 240 SIMSA members met with over 60-Nutrien persons

Over 240 SIMSA members met with over 60-Nutrien persons – for an entire day - at SIMSA’s Roundtable event with Nutrien on September 12, 2024!

This was a record attendance by both Nutrien and SIMSA members! SIMSA’s growth is largely attributable to the cooperation they receive in events such as this - which all began with PotashCorp – now Nutrien.



Josh Dodd shares with SIMSA members.

As with all SIMSA Roundtable events, attendees from the producer company (Nutrien) are assigned seating individually at a banquet table of 6-persons for the day. Upon entry, SIMSA members can choose with whom they sit.

However, over half of the event time was spent in free-flow networking around the room, giving SIMSA members ample access to key Nutrien persons, and an opportunity to connect with fellow members.

Nutrien presented on capital and strategic plans, as well as their Indigenous supply chain strategy. SIMSA presented their current work backlog and member sentiment and described what we need from Nutrien to succeed.

The event began with a high-level potash market overview from Trevor Berg, Snr VP Potash Operations.



Trevor Berg

Trevor was followed by Shannon Rhynold, VP Potash, ETC.



Shannon Rhynold



Procurement Perspective

SIMSA / Nutrien Round Table 2024

Josh Dodd, Director, Procurement - Potash



Potash Business Perspective

SIMSA/Nutrien Round Table

Shannon Rhynold, VP – Potash
Engineering, Technology & Capital



Following Shannon was Josh Dodd, Director Procurement, Potash. Josh also spoke later in Nutrien's Indigenous Supply Chain Strategy.



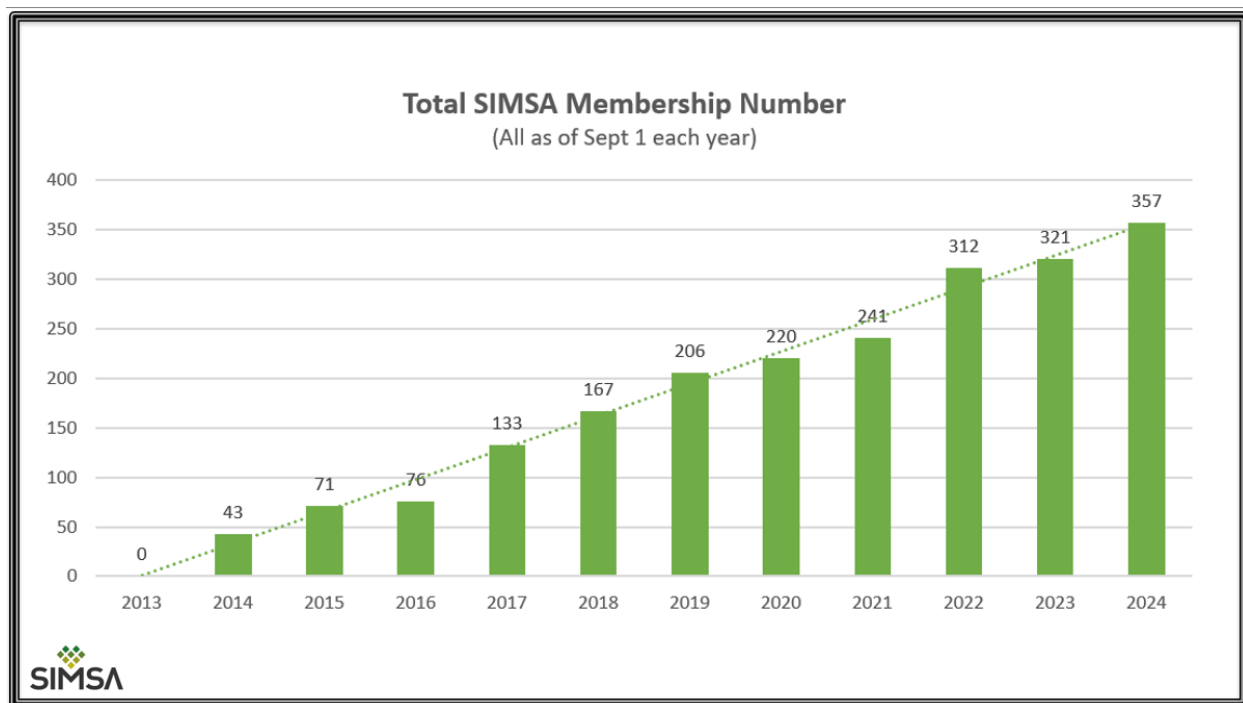
Josh Dodd

The event then flowed to SIMSA's presentation. In preparation for the event, SIMSA surveyed its members to gather questions and build a snap-shot "state of the union" document. Then, at the event, to provide some context to what they heard from their engineering, construction, and fabrication membership – SIMSA shared the results and had a SIMSA Board member (current and past) from each of those categories provide some context.

The Panel's focus was strategies to complete Nutrien's work, as well as the \$65-billion in potential capital projects proposed for Saskatchewan over the next 20 years.

The panel consisted of:

- Scott Bahr – Bit Service
- Eric Lamontagne – GE Environmental
- Bryan MacFadden – Engcomp



Nutrien shared its presentation decks with attendees.

Josh Dodd, Director Procurement concluded the event. But more importantly, in addition to recruiting Nutrien staff for the event, he also is SIMSA’s contact and driver for the event’s-design – which saw at least half of the time set aside for people talking directly to each other – not just presenting. Josh has been SIMSA’s link for several years and has given generously of his time.

Event sponsors were Stantec and Sutton Benefits and Pensions.

SIMSA’s Executive Director – Eric Anderson – stated that, “The event saw SIMSA fulfill its role as a communications bridge, building understanding between the supply chain and Nutrien. It also represents SIMSA’s simple focus – helping its member sell more stuff.”

The event Agenda was:

- 9:00 am – registration and networking
- 10:00 am – opening comments and house-keeping items
- 10:15 am – Nutrien (market, procurement, operations, capital) (answer pre-submitted questions)
- 11:00 am – Networking
- Noon – lunch
- 1:00 pm – SIMSA Panel
- 1:40 pm - Nutrien to talk about their Indigenous supply chain strategy
- 2:20 pm – Networking
- 3:30 pm - Close

SIMSA is a non-profit organization representing 357 Saskatchewan-based supplier-members, who provide goods and services to the industrial, mining, and energy sectors. SIMSA is currently the only organization that represents suppliers that have a physical presence in Saskatchewan, with most also having their global headquarters in the province. SIMSA's membership represents 34,200 employees in Saskatchewan and over \$17-billion in annual sales.

Nutrien persons who attended for the entire day included:

Last Name	First Name	Organization	Title
Aamodt	Jaime	Nutrien	Sr. Manager, Procurement Operations - Potash
Acevedo	Juan Pablo	Nutrien	Procurement Advisor
Araujo	Orlando	Nutrien	Category Specialist
Barnstable	Tim	Nutrien	Mill Operations Superintendent
Belanger	Jason	Nutrien	Senior Manager Health and Safety
Berg	Trevor	Nutrien	SVP, Potash Operations
Boehm	Justin	Nutrien	Mill Maintenance Superintendent
Boyer	Lee	Nutrien	Sr. Mgr. Operational Excellence
Calkins	Adam	Nutrien	Category Manager
Cloarec	Quinton	Nutrien	Manager, Procurement - Cory, PL, NB
Dodd	Josh	Nutrien	Director, Procurement
Elian	Shane	Nutrien	Mill General Superintendent
Frehlich	Les	Nutrien	GM
Harvey	Paul	Nutrien	Snr Manager, Category Management
Holderness	Chad	Nutrien	Mechanical Engineering Technologist
Hornick	Rob	Nutrien	Director Capital Procurement, N&P
Hough	Dana	Nutrien	Inventory Co-ordinator
Jhanji	Digant	Nutrien	Advisor - Procurement
Kelly	Brent	Nutrien	Mine Capital Portfolio Manager, Nutrien Allan
Komperdo	Chris	Nutrien	Project Manager
Lee	Brian	Nutrien	Sr. Advisor Capital Procurement
Litzenberger	Chad	Nutrien	Superintendent
Lodewyk	Mark	Nutrien	Mine General Superintendent
MAHMOOD	SULTAN	Nutrien	Sr. Structural Engineer
McNairn	Bradley	Nutrien	Procurement Manager
Mellor	Keith	Nutrien	Sr. Category Manager, Engineered and Electrical Equipment
Miller	Marcia	Nutrien	Manager, Capital Procurement
Moen	Dax	Nutrien	Category Analyst, Mining Equipment
Munshaw	Skip	Nutrien	Sr. Manager, Potash Capital Portfolio & Major Projects
Nivon	Ian	Nutrien	Chief Maintenance Engineer
Norrish	Bruce	Nutrien	Sr. Advisor Mining Operations
Parhar	Kyle	Nutrien	Sr. Project Engineer
Price	Lee	Nutrien	Manager, Indigenous Supply Chain
Rhynold	Shannon	Nutrien	VP Potash, ETC
Rookes	Amanda	Nutrien	Senir Supervisor, Capital Procurement - Rocanville

Shiels	Rick	Nutrien	Sr. Category Manager
Squires	Sid	Nutrien	Category Manager, Mining Equipment
Stangeland	Dale	Nutrien	Mill General Superintendent
Staniec	Jason	Nutrien	Project Manager
Staruiala	Colin	Nutrien	Procurement Manager
Sundquist	John	Nutrien	General Manager
Teale	Levi	Nutrien	Capital Portfolio Manager
Teichgrab	Jordan	Nutrien	Advisor
Tenaschuk	Brenan	Nutrien	Sr. mill Capital Engineering Supervisor
Teskey	Brad	Nutrien	Structural Technologist
Tilford-Shaw	Michelle	Nutrien	Category Manager, Mill Processes - Potash
Vangool	Adam	Nutrien	Chief Mill Maintenance Engineer
Veszi	Gana	Nutrien	Senior Advisor, Capital Procurement
Penner	Travis	Nutrien - Cory	Mill Maintenance Superintendent
Edwards	Chantelle	Nutrien Ag Solutions	Sr Mgr, Procurement Operations
Rock	Patty	Nutrien Cory	Advisor, Procurement
Jackson	Rob	Nutrien Lanigan	General Manager
Riemer	Phillip	Nutrien Lanigan	Chief Engineer
Yeager	Penny	Nutrien Ltd,	Sr. Counsel. Procurement
King	Rob	Nutrien Patience Lake	General Manager
Mudrik	Chad	Nutrien Potash Allan	Mill Engineering Manager
Boehm	Leon	Nutrien, Cory Potash	General Manager