

April 1, 2025

Executive Director's Message

SIMSA received numerous nominations for our Board of Directors. As such, the review is taking a bit longer than expected and thus the Notice of AGM and voting process has been delayed by a week.

I was able to speak with Tech Resources and Anglo American, Cameco CEO Tim Gitzel, and many others about SIMSA members at PDAC. I also had a conversation with BHP's CEO Mike Henry and others from BHP at the event.



BHP CEO Mike Henry

Planning for procurement events continues! Look for events with BHP and K+S next fall, as well as others.

SIMSA supplier event with GE Hitachi on May 8th in Saskatoon, has evolved into a series of shop-tours – a more “boots on the ground” event – due to the Federal election, tariffs, and similar items – plus the need for more one-on-one conversation. Selection is based on being identified as having nuclear interests on our database and then timeline prioritisation by GE Hitachi. This is the first of a series of such tours, so there will be plenty opportunities.

This year's Mining Forum is on track to be significantly larger than last year's. If you are registered, be sure to download the app for the event [HERE](#).

There will be some changes to SIMSA's Nuclear specialist role. Tom Kishchuk will complete his contract on March 31 and the role will be filled by someone else in the coming months. The job posting closed recently and the selection process is well underway.

SIMSA thanks Tom for his work on the nuclear file. He brought years of experience, knowledge, and leadership to the role. He was able to bring trusted opinions to SIMSA members, as he reviewed the components required to build reactors and compared them with SIMSA members' abilities. Clarity was brought to, "Can they be built in Saskatchewan?" The answer was, "Yes." (Given certain economic conditions.)

Going forward, our focus will shift - slightly - to focus a bit more on assisting in codes, standards, policies, and accreditations.

Member's News

[Calian Manufacturing: Your Competitive Canadian Advantage](#)

[A Decade of Alternative Energy Research: Cowessess First Nation & SRC](#)

[Introducing the New Voltage Regulator: Revolutionizing Power Delivery for Modern Mining Operations — Team Power Solutions](#)

Advocacy

SIMSA work on the Prompt Payment legislation continues. It should be a topic in the legislature in the coming months.

Work to include a injury severity index and leading indicators into safety reporting continues with WCB, various Safety Associations, and volunteering suppliers. Look for a more detailed report in the next month or two on a pilot project. We can say now that testing is underway of the potential outcomes from enacting such as system, using existing WCB data.

SIMSA is currently surveying members for topics to be covered and certain data, during a supplier panel at the Mining Forum, in front of hundreds of procurement persons and mining executives.

Our continued meetings with the Government of Canada continued in March with meetings with the with Federal and Provincial Ministers and Deputy Ministers, as well as Premier Moe, on the evolving tariff situation. SIMSA has sent a “policies to be revised” document for the various Federal persons.



Minister of Finance, Francois-Philippe Champagne with Deputy Minister Chris Forbes



Trade and Export Minister, Warren Kaeding

SIMSA has conducted and sent results of 2 member surveys on tariff impacts, to both the Provincial and Federal Governments.

During PDAC, Eric did interview on the national CTV morning show [HERE](#) which was then picked-up on BNN/Bloomberg [HERE](#). He also did an interview for the National Post which is printed [HERE](#). Both were to share “what potash is” to a largely unknowing national audience, as well as give reasons on why no tariffs should be placed on it by both the Canadian and American governments – tariffs which would see potash prices increase, consumption be reduced, expenditures reduced due to uncertainty, and then work for SIMSA members reduced.

Member Services

SIMSA Secures Funding for Nuclear Supply Chain Development Study

SIMSA is pleased to announce it has secured funding from NRCAN for the purpose of accelerating supply chain readiness and participation in Saskatchewan for SMRs and fuel supply.

The Project aims to evaluate the capabilities of the existing supply chain in Saskatchewan, including Indigenous suppliers, and identify the technical requirements, gaps, opportunities, and barriers relating to the manufacturing, fuel cycle, construction, and operations of SMRs.

There two outputs:

- A Supply Chain Study on Manufacturing, Fuel Cycle, and deployment/ Construction, and operations and maintenance.
- Up to 3 Case Studies and Recommendations for next steps to support supply chain readiness.

The project will take place over the next two years, culminating in an event to disseminate the information to the supply chain. This work will be used to provide businesses and government with the information needed to make investment decisions.

SIMSA will soon be sending out calls for volunteers to participate in the working groups, advisory committees, and to share anonymous data that will be aggregated for use in the study.

Benefits to Canada / Canadians

This Project will:

- Accelerate the supply chain development needed to support SMR deployments in Saskatchewan and Canada.
- Enhance Indigenous involvement in SMR projects in Saskatchewan.

Benefits to Stakeholders

This Project will:

- Support the development of robust supply chain and logistics chain opportunities for SMRs in Saskatchewan.

Sector News

Potash is currently not subject to tariffs, but this could change in an hour.

At the front lines of the trade war: what's exempt, what isn't, and what's still to come

Given the heightened rhetoric, it seems possible that more fundamental changes to CUSMA could be coming sooner

By Jane Switzer

<https://financialpost.com/news/economy/at-the-front-lines-of-the-trade-war>

Tariff threats have been lobbed back and forth across the border ever since United States President Donald Trump issued his first executive order under the Emergency Economic Powers Act in February. Here, the Financial Post answers some common questions about the escalating trade war.

Trump delayed tariffs on certain goods until April 2. But what qualifies?

On March 6, the [U.S. delayed tariffs on goods](#) that “claim and qualify” for preference under the [Canada-United States-Mexico Agreement](#) (CUSMA), the free trade agreement signed in 2018 that allows certain products to move tariff-free between the three countries.

A product qualifies for CUSMA preference if it is obtained or produced in the U.S., Canada or Mexico. For manufactured goods, a certain percentage of the product’s value must be sourced or produced within one of the three countries. It’s up to the [importer, exporter or producer](#) of the good to calculate its regional value content, the threshold for which varies depending on the specific product and calculation method.

To claim preferential tariff treatment, the importer, exporter or producer of the good must fill out a “certification of origin” that validates the shipment as an “originating good.” There is no prescribed format, but it does need to include data such as a description of the product and a tariff classification number.

The March 6 decision means that products that don’t qualify for CUSMA preference are subject to a 25 per cent tariff, while non-CUSMA energy products and non-CUSMA potash are tariffed at a rate of 10 per cent.

Why don’t all exporters take advantage of CUSMA?

Estimates from the White House suggest that only [38 per cent of imports from Canada](#) received CUSMA preference last year, something an RBC Economics report attributed to the fact that “other general non-CUSMA tariff rates were already zero.” Another 57 per cent of Canadian exports are not under CUSMA but could be, according to the report.

Some Canadian exporters may choose not to seek preferential CUSMA treatment because the process involves extra administrative work and documentation and it’s easier to qualify for low- or zero-tariff rates under the World

Trade Organization's (WTO) "most favoured nation" (MFN) rule, which requires WTO member countries to charge all trading partners the same tariff rate for goods and services.

"If you're a Canadian company exporting to the U.S. (and your good qualifies for a zero per cent MFN tariff), you may not bother going through the hassle of certifying CUSMA origin," said Matthew Kronby, a partner at the law firm Osler, Hoskin & Harcourt LLP who specializes in competition, trade and foreign investment. "But for other goods where there is a meaningful tariff rate, you probably would."

CUSMA's rules of origin requirements can be "technical and complex," according to [Export Development Canada](#), and claiming CUSMA preference can be complicated for products that contain several different elements. Companies may need to shell out extra money to receive guidance from a trade lawyer or compliance firm or hire a licensed customs brokerage to handle the paperwork.

"If it's a large, sophisticated company, they can undertake it in-house," said Kronby. "But many companies are going to look to the assistance of custom brokers and or trade lawyers, depending on the degree of complexity that we're talking about."

Do energy and potash qualify for CUSMA preference?

A good is considered originating if it is "wholly obtained or produced entirely in the territory of one or more of" Canada, Mexico or the U.S. For example, "a mineral good or other naturally occurring substance extracted or taken from there."

Canadian potash exports "are considered CUSMA-compliant goods and are not currently subject to tariffs," according to a statement from the Saskatchewan Mining Association, which represents the province's mining and mineral exploration industry. Over 80 per cent of potash used by American farmers is produced in Saskatchewan.

CUSMA also includes special provisions for energy. For example, crude oil is often mixed with diluent, "a petroleum-based liquid that is added to crude oil to ensure that it flows properly through pipelines," according to CUSMA's energy provisions summary. CUSMA includes a rule of origin amendment that allows "up to 40 per cent of non-originating diluent in pipelines when moving crude oil, a longstanding Canadian industry request."

New Members

New members to SIMSA from the month of March were:

- [NewFields Canada Inc.](#)

Upcoming Events

Register for Upcoming Events [HERE](#)

- **Saskatchewan Mining Supply Chain Forum (MSCF) – April 9 & 10, 2025**
Co-hosted by SIMSA, the Saskatchewan Mining Association and the Saskatchewan Ministry of Trade & Export Development, the 17th Annual Saskatchewan Mining Supply Chain Forum will take place on April 9 and 10, 2025 at Prairieland Park in Saskatoon. Tradeshow now sold out!
- **SIMSA AGM – May 14, 2025**
Save the date! Our 2025 AGM will be on May 14, 2025 at Prairieland Park in Saskatoon. Keynote speaker will be David Doerksen, Chief Marketing Officer at Cameco.
- **Lunch and Learn: Disability Management with Equitable – May 21, 2025**
Save the date! At this virtual event, learn from the Equitable - the underwriter on SIMSA's member benefits plan, Protecture - on comprehensive disability management.
- **Visual Capitalist Event - “The Art of Data” – June 17, 2025**
Save the date! At this extremely valuable marketing-knowledge event, learn from global leaders in visual storytelling as they reveal everything they know about data storytelling.
- **Saskatchewan Supplier Energy Forum (SSEF) – October 8, 2025**
Save the date! The 11th Annual Saskatchewan Suppliers Energy Forum (SSEF) will be on October 8, 2025 at Delta Hotel in downtown Regina.

SIMSA Contacts

Eric Anderson

EXECUTIVE DIRECTOR

eric.anderson@simsa.ca

Keri Beebe

MANAGER OF OPERATIONS

keri.beebe@simsa.ca

James Bulmer

MANAGER OF MEMBER SERVICES

james.bulmer@simsa.ca



www.simsa.ca