

December 1, 2020

Executive Director's Message

In 2010, I found an item from October 1965 in a Regina antique shop – it was a 32-page newspaper supplement for the first Saskatchewan Potash Showcase. And, that's 32 pages at the old format of 2 feet by 3 feet per page- it was large.

I loved the stories and even some of the ads. They reflect the hopes, dreams, over estimates, under estimates, Government positioning, and details of a hope-filled time.

The entire item has been scanned and is posted online [HERE](#) (a website some radio guy used to run).

Some examples within the pages include:

- Gordon Grant, the then Saskatchewan Minister of Industry and Commerce stated, "Saskatchewan has crossed the threshold of an industrial revolution" and "there is no other one word, that has more significance for the province at this time, than potash" and "The effect of establishment of one resource industry is so far-reaching, that often we do not appreciate its full impact."
- Then Premier Ross Thatcher states, "In what has always been a wheat province, a new economic era is beginning."
- Stu Fawcett, Saskatoon's Industrial Development Officer in an article entitled, "World attention focused on development in city." And "The City of Saskatoon is pleased that potash is commanding almost worldwide attention."
- An ad stating that K₂O – the chemical symbol for what we know as potash – is "the symbol of the new Saskatchewan."
- Professor R. J. Palmer from the University of Saskatchewan's Department of Mining Engineering stated, "For those with engineering interests, this field seems to be wide-open" and it warned that there will be shortages of engineers in the future; and he proudly quotes student wages in the potash industry from the time, of 1-dollar 60 per hour for first year students and 1-dollar 80 per hour for third year students.
- An ad from Caswell's menswear describing potash as red-gold
- Discusses how Saskatchewan was known as "the breadbasket of the world," but "she has taken on the new pseudonym" of "potash centre of the world."
- Mentions how "oil is now being produced from a new strata, the Bakken sands."
- Talks about the "new Saskatchewan" and how potash will be vitally important to Saskatchewan.

Member News

[Pro Metal Industries has a new PPE division](#)

[SRC's Pipe Flow Technology Centre Celebrates 60 Years of Service to Industry](#)

[Want to learn more about blasting in close quarters? Check out the latest RESPEC webinar to get more bang for your buck!](#)

[WSP Receives IES Award of Merit for the Lobby Lighting at Jim Pattison Children's Hospital](#)

[EECOL and SafeBox selected to present at the iMii DEMOday event](#)

[EECOL and Phoenix Contact - PLCNext, selected to present at the iMii DEMOday event](#)

[Team Power Solutions offers Online Instructor-led training courses in December](#)

[Insights into how Team Power Solutions' digital applications team can improve efficiency, reliability, insight and safety for your operations](#)

[What is the Difference Between IPS and EIPS Wire Rope and Why it Matters?](#)

[Should Miners Have Professional Wirelock Socketing Training? Seems Easy Enough...](#)

Advocacy

In November, SIMSA participated in multiple sessions with SaskBuilds, working to see more government spending stick to our province. We continue to be involved in the development and roll-out of the "Community Benefits" concept with pushback from other associations.

We have also participated in calls with Deputy Premier, Donna Harpauer and the Minister of Trade and Export, Jeremy Harrison on November 13, and then again with Minister Harrison on November 24, where we raised member concerns. We also wrote to Minister Wyant on the same in September, and received a reply from the new Minister of SaskBuilds – James Reiter.

There was a discussion between Minister Eyre and SIMSA's Executive Director, Eric Anderson focusing on the future of Saskatchewan's oil sector, but also reinforcing who SIMSA is and what it stands for.

Between these calls and our media campaign, it is very clear that Government understands that SIMSA is the only association that stands up for suppliers who have an actual presence in Saskatchewan, and do not just have a mail box here to collect cheques.

We had been working closely with the Deputy Minister of Trade and Export Development (TED) - Kent Campbell – since March, on a concept to see funding flow for the development of shop tour videos. Campbell recently became the CEO of the Crown Investments Corporation (CIC), so SIMSA has begun the process of reintroducing the “funding for shop tour video development” concept, to the new Acting Deputy Minister at TED – Jodi Banks.

Sector News

Hydrogen Clean Energy

The key issue about hydrogen is that it is a clean energy and it uses the existing fossil fuel infrastructure. For example, in the article-links below, companies such as Shell are moving into the hydrogen world, as it can be used to power a number of different types of transportation —cars, buses, trucks, trains and potentially ships; it can be stored and transported at high energy density in liquid or gaseous form; and it can be used as a fuel for power or in industry as feedstock. Shell has hydrogen filling stations in the USA and the UK, and is developing stations in the Netherlands, Germany and in Canada.

Also below, they discuss how Alberta’s hydrocarbon-based economy could be re-tooled to capture a \$100-billion-per-year market in hydrogen-based energy since the Alberta Carbon Trunk Line, is a world-class carbon distribution asset; the province has access to large amounts of depleted hydrocarbon reserves that can act as key carbon storage basins; and Alberta has a vast network of natural gas distribution systems that can be leveraged for using and/or distributing hydrogen. Alberta’s assets and Canada’s world leading expertise in carbon capture, use and sequestration technology and application, strategically position Canada to take a leadership role in the transition to a net-zero hydrogen economy.

Industry experts project hydrogen will meet approximately 20% of the world’s energy needs by 2050, up from less than 1% today. Ammonia, which is composed of three-parts hydrogen and one-part nitrogen, is a highly efficient transport and storage mechanism for hydrogen as well as a fuel in its own right. CF Industries Holdings, Inc. a leading global manufacturer of hydrogen and nitrogen products, announced significant steps to support a global hydrogen and clean fuel economy, through the production of green and low-carbon ammonia. An initial green ammonia project was approved for the company’s flagship Donaldsonville Nitrogen Complex in the USA. It will produce approximately 20,000 tons per year of green ammonia.

Articles mentioned:

- [Shell Moves into Hydrogen](#)
- [\\$100B opportunity: Alberta could emerge as Canada's first hydrogen energy hub](#)
- [Energy powerhouse Alberta poised to lead the clean hydrogen economy](#)
- [CF Industries Announces Commitment to Clean Energy Economy](#)

Other SIMSA Activities

SIMSA Noon Hour Sessions - Webinars presented by SIMSA members

In the New Year, SIMSA will commence noon hour sessions, where SIMSA members present information on topics relevant to SIMSA members' businesses. The webinars will be open for both SIMSA and non-members to attend. Presentations will last from 20 to 40 minutes followed by a question and answer session via chat or audio. Bookings must be made a minimum of six weeks in advance to allow for promotion (SIMSA newsletter, website posting and email blasts) at a cost of \$1000. SIMSA will manage the registration and there will be no charge to attendees. Look for details next week.

SIMSA Sessions – Saskatchewan Exploration Companies – update on activities

To keep membership up-to-date on the advanced exploration activities in the province, and potential supplier opportunities, SIMSA will be inviting exploration companies doing work in Saskatchewan to provide company updates. These will be one-hour sessions with a presentation, and question and answer period. These sessions are planned for 2021.

Database users – Completion of Member Profiles

SIMSA has on-going contact with new and existing members to encourage completion of their database profiles. With the emphasis on working remotely/virtually we're seeing increased database usage from procurement staff of major companies. To ensure members receive maximum benefit from their SIMSA membership, there needs to be complete information on their database profiles. By completing database profiles, SIMSA's businesses will be searchable by procurement professionals looking for Saskatchewan suppliers. If there are products or services your business offers but are not available under the "Technical Capabilities" drop down menu, contact our business development director, Julia Ewing —contact info at the end of this newsletter - and we'll have them added.

SIMSA Membership Drive

We're always working to increase our membership numbers —by advertising through social media, targeted/direct emails and phone calls to prospective companies. Value your SIMSA membership — be an ambassador and spread the word to your industry colleagues. Have contacts to share? Contact Director of Business Development, Julia Ewing —contact info at the end of this newsletter.

Export opportunities in Chile's mining sector

SIMSA members were invited to join a webinar about export opportunities in Chile's mining sector. In the one-hour session, Gonzalo Munoz, Trade Commissioner with the Canadian Embassy in Chile, provided an update on Chile's economy and export opportunities for Canadian suppliers to the mining industry. A question and answer session followed focusing on the needs of Saskatchewan companies providing services, technologies and products to the mining sector in Chile.

Annual operational spending by large Chilean mining companies surpasses \$10 billion; annual spending on machinery parts, mining equipment, and plant and mine consumables is approximately \$1.8 billion; annual contract services are valued at about \$1.25 billion. Chile also invests \$1.5 billion each year in mining projects.

Upcoming Events

- Virtual Saskatchewan Mining Supply Chain Forum (MSCF), December 2 & 3
 - Featuring purchasing and sector updates from companies such as: Cameco, Denison Mines, K+S Potash Canada, Mosaic, NexGen Energy, Nutrien, Orano Canada and SaskPower.
 - Keynote presentations from companies such as Canadian LNG Alliance.
 - Workshops, networking sessions, and a fully interactive tradeshow
- Increasing women's role in the supply chain. Partnership with SaskPower, and Boeing representative as a keynote speaker, December 10
- Industrial and Energy update, March 24, 2021 (several presentations by energy related owners)

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