

January 5, 2023

Executive Director's Message

2023 marks the 10th Anniversary of SIMSA. Look for something(s) to mark the occasion in March!

The future for SIMSA members looks stronger than ever - not only from projects in Saskatchewan, but also globally. There has been a seismic shift in global economies and stability, that has led several nations to re-evaluate their suppliers of critical items. Countries have realised the value of being self-sufficient.

As a clear example of this, Q4 2022 saw several countries approach SIMSA, about assisting them in developing their minerals sector. The resulting conversations reveal several multi-billion dollar opportunities for SIMSA members as well as a stunning example of the world's need for resources.

The first was Kazakhstan in regards to potash (they already have a flourishing uranium sector with their Cameco partnership). We subsequently scheduled an exploratory event with them and other Eastern European countries to occur at PDAC. This event will look into the possibilities/challenges/opportunities of developing their potash deposits. If the results of this focused meeting look feasible, a subsequent broader event(s) will be held.

Once this was set, I was then asked to MC a portion of an event with 3 Canadian and 3 Eastern European Ambassadors, Cameco, Rio Tinto, B2Gold, and others – see <https://canadaeurasia.com/event-5027860> (each panel will have a person from the major mining companies added – their names are just not on the program yet).

A week later, SIMSA met with the Ambassador from Mali (who also approached us). We will potentially be assisting them - plus Guinea, Burkino Faso, Niger, and Ivory Coast - in establishing a mining supply chain, which will lead to us exporting our goods and services. This work includes our member database, connecting educational opportunities, and the like. They have substantial resources in the ground that they want to begin extracting, to build their economy.

However, so as to not lose its focus on Saskatchewan resources – our core work – SIMSA is in discussions with several funding agencies to enable us to employ a person to focus on the international opportunities.

Members' News

[Apex Automation crowdfunds a deposit for a team member's new home](#)

[Apex Automation delivers Saskatchewan's first Integrated Control Center](#)

[Clifton Engineering Group Inc. – Welcome Back Andrew Karvonen!](#)

[Contractor Migraines 2023 – A one day conference exploring key issues and solutions impacting Saskatchewan Contractors](#)

[Elite Safety Services acquires leading occupational health & safety company Nobel HSSE Management LTD.](#)

[New Sask. partnership targets increased Indigenous participation in tech sector](#)

[Saskatoon Tech Startup Environmental Material Science Inc. \(EMS\) Secures \\$1.6M Funding Round from SK Investors](#)

[ServcoCanada \(Formerly DMS Industrial\) Announces Purchase of Regina Fabrication Shop](#)

[STCI Power Solutions - A New Industrial Manufacturing Company is Announced](#)

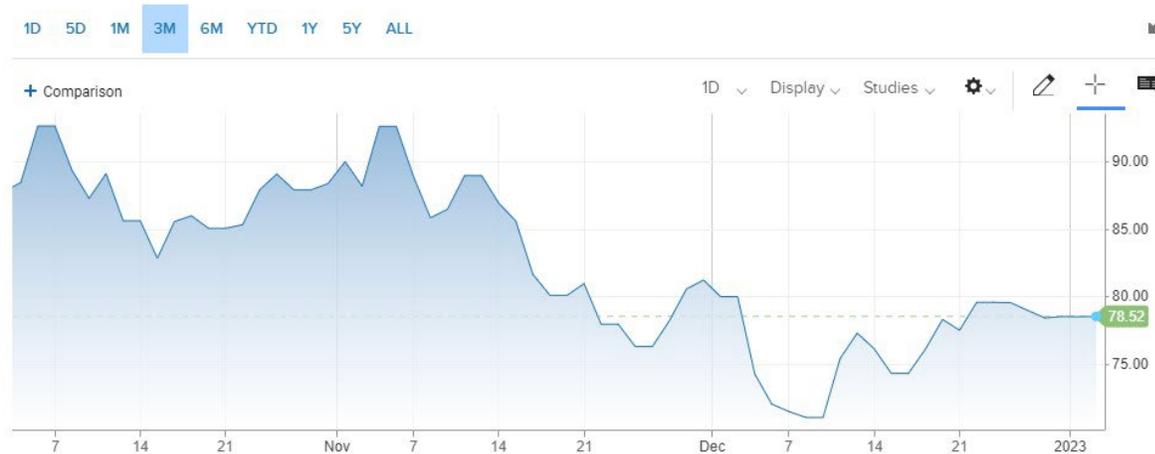
Sector News

Contrary to many news items, oil is not dead and it will not be for decades. Something seldom discussed is pricing – which reflects demand and need. Over the past 20-years (2002 – 2023) prices have stabilised at numbers triple that of the previous 20 years (1982 – 2002). Oil's need seems to be strong.

Here are the past few decades of WTI prices:



For a more focused view, here are the past 3-months;

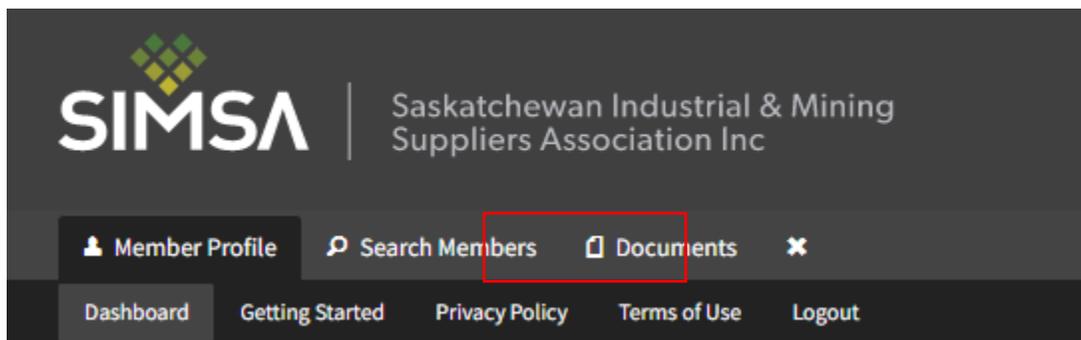


Carbon Reduction (a new segment)

So what's it about what now?

If you were at our BHP event on November 17th, you would've heard that BHP will be targeting net zero for the supply chain by 2050, with operational reporting of carbon coming in the near term. Now, what will that look like? I don't think BHP even knows, but what can we do to prepare for this eventuality?

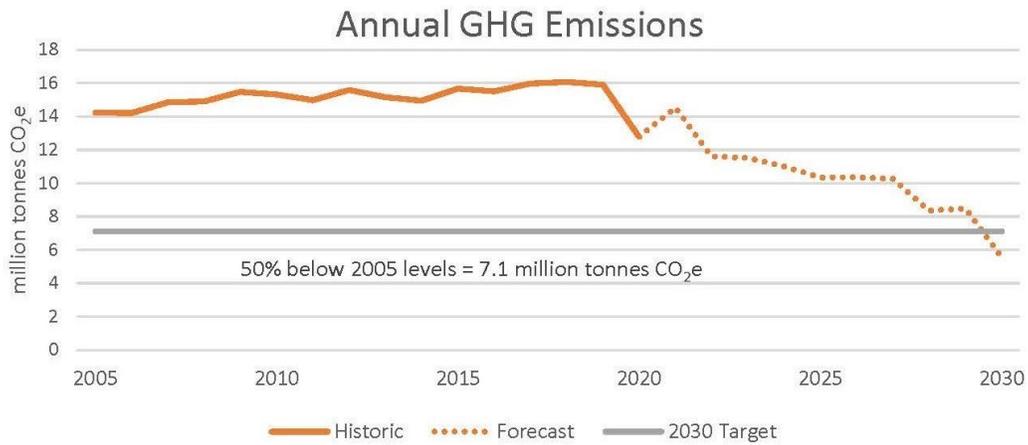
The first thing we suggest is to use the SIMSA carbon calculator, for the year 2021 (or whichever year you choose). Which can be found under the documents tab on the database:



So, you've got the amount of carbon your business has produced in 2021, now what?

Now, we take that number and create an intensity value from it. Such as tons CO₂e/\$ revenue or CO₂e/employee. From our understanding, the important value will be CO₂e/\$. Therefore, divide your CO₂e by your revenue for the year 2021.

Next, set your target for what reductions you wish to achieve for your scope 1 and 2 emissions, i.e., what you used to calculate your emissions in the SIMSA Carbon Calculator. The exact emissions targets are typically influenced by the [Science Based Targets Initiative](#), and most companies follow their guidelines in reduction. For example, [BHP's targets](#) are currently: a 30% reduction of their 2020 emissions by 2030; and a 100% reduction of their emissions by 2050 (or net zero). For our purposes, I would recommend following the same targets as BHP (who are the ones asking anyway). Note, SaskPower's goal is a 50% reduction of their 2005 emissions by 2030, therefore it does not require your company to do all the heavy lifting yourself:



<https://www.saskpower.com/our-power-future/powering-2030/emissions>

Once you've set your target, now it's time to form a plan on how to meet that target. For more information on how to do just that, take a look under the documents tab where you found the Carbon Calculator, and review the resources there. For more focused advice, contact the Industrial Concierge, James Bulmer at james.bulmer@simsa.ca.

Upcoming Events

Register for Upcoming Events [HERE](#)

- **Lunch & Learn: Canada Digital Adoption Program – January 12, 2023**
Are you ready to grow your business? Join the Canada Digital Adoption Program (CDAP) for an info-session to learn how this grant can help you boost your online presence and modernize your operations.
- **DEMOfday 2023 Launch Event – January 16, 2023**
Meet with representatives from BHP, Cameco, Mosaic and Nutrien to learn about the industry's problems and needs.
- **Conflict Resolution with Negotiations Ninja Event – February 9, 2023**
Learn how to deal with the conflicts that occur in the at work so you can work more productively, effectively, and profitably.
- **Saskatchewan Mining Supply Chain Forum (MSCF) – April 18 & 19, 2023**
The MSCF continues to be the event to attend to find out how manufacturers, construction, equipment and service providers can access mining supply opportunities. As always, this event will take place at Prairieland Park in Saskatoon, SK.
- **SIMSA's 2023 AGM – May 16, 2023**
Save the date! SIMSA's AGM will be on May 16, 2023 at Prairieland Park in Saskatoon, SK.
- **Saskatchewan Suppliers Energy Forum – NEW DATE – October 4, 2023**
Save the Date! The 9th Annual Saskatchewan Suppliers Energy Forum will be on October 4, 2023 at the Delta Hotel in Regina, SK.

SIMSA Contacts

Eric Anderson

EXECUTIVE DIRECTOR

eric.anderson@simsa.ca

Keri Beebe

*ADMINISTRATOR &
EVENTS COORDINATOR*

keri.beebe@simsa.ca

James Bulmer

INDUSTRIAL CONCIERGE

james.bulmer@simsa.ca



www.simsa.ca