

November 1, 2021

## Executive Director's Message

SIMSA announced that our new "Industrial Concierge" is James Bulmer (see press release [HERE](#)). James will provide a free service to members, to assist in your energy efficiency/carbon reduction needs as well as assisting you fulfill the major mining companies' digital innovation needs. This position is co-funded by the International Minerals Innovation Institute (IMII).

James started October 18 and has already begun compiling a library of resource materials on the aforementioned topics, which will eventually be available to SIMSA members. Further, he has connected with 4 research institution, 3 key members, 2 government agencies, as well as BHP, Cameco, Mosaic and Nutrien. He is also currently pulling-together industry's needs, on both the carbon and digital innovation side. These needs include but are not limited to, digital innovation trends, energy and carbon management, and ESG initiatives.

The service to SIMSA members begins November 15<sup>th</sup>. So, if you would like to discuss energy efficiency/carbon reduction or digital innovation, you can start reaching-out to James for assistance on November 15<sup>th</sup> at [james.bulmer@simsa.ca](mailto:james.bulmer@simsa.ca).

As a result of our continued growth, SIMSA hosted a virtual session on "How to use your SIMSA membership." Given the feedback from attendees, we will offer the session again in the near future. Topics covered included, how to; complete your database profile, use our carbon calculator, participate in our events, use the news-items we send to our members, utilise the newsletter, utilise our "Lunch and Learn" events, have us assist with contract/bid issues, access the boutique services we can offer; and learn a bit about who we are, what we do and why, etc.

The event's PPT is [HERE](#)

A recording of the event itself is [HERE](#)

SIMSA has grown 21% through COVID.

Regretfully, the Saskatchewan Mining Supply Chain Forum is now a 100% virtual event and so is our November 9 Aboriginal Awareness seminar (which sold-out in 2.5 hours). Details on platforms will be sent this week.

Our "Events" calendar is busy! See [HERE](#)

# Advocacy

An ad similar to the below, will be in an upcoming potash-specific supplement in both the Leader Post and Star Phoenix newspapers. There will also be a related article.



## Local spending, local impact

Did you know that every dollar spent with local Saskatchewan suppliers generates nearly four times more economic output for the province than the same amount spent with out-of-province suppliers? <sup>1</sup>

In a time of much-needed stimulus spending, maximizing local impact is critical. As the only Association that represents the voice of Saskatchewan Suppliers - and *only* Saskatchewan suppliers - SIMSA members help keep stimulus money and its impact close to home.

<sup>1</sup> Source: *The economic impact of local resource suppliers in Saskatchewan*, PWC (2019)

Learn more at <https://simsa.ca/letter>

**SIMSA** | Saskatchewan Industrial & Mining Suppliers Association Inc

[www.simsa.ca](http://www.simsa.ca)

SIMSA is currently running radio ads on CKOM and Rock 102 in Saskatoon, as well as CJME in Regina, in support of shopping local by Government and other major corporations. As with the above print ad, the radio ads discuss how SIMSA supports Saskatchewan suppliers only, as well as that “spending with a Saskatchewan supplier has nearly 4-times as much economic impact on Saskatchewan, as spending with one from outside of our province.”

At the IMII Strategic Planning sessions with the major resource producers and Government, we expressed the supply chain’s needs.

## Members’ News

[Brandt Completes Cervus Deal, Creates International Equipment Dealer Powerhouse](#)

[Karri Howlett Earns Certificate in ESG Investing](#)

[Karri Howlett to Present Virtual Lunch and Learn "ESG: Why Boards Should Care" at the Institute of Corporate Directors, Saskatchewan Chapter on November 16](#)

[Team Power Solutions is offering Classroom Instructor Led Electrical Safety Training Courses in Regina in November and December](#)

[Team Power Solutions is offering a Classroom Instructor Led Fiber Connectors, Splicing and Testing Course on November 24th](#)

[This fall marks 10 Years of Growth for Peter Lucas Project Management](#)

# Sector News

[PipelineOnline.ca](http://PipelineOnline.ca) is a great new outlet for Saskatchewan resource sector news and the editor/owner Brian Zinchuk has been a solid friend of SIMSA's. I encourage you to check it out.

A recent article in it by David Yager, is "Revenge of the old economy' is great for Saskatchewan." In the article, David begins, "It's back to the basics, which is exceptionally good for the province of Saskatchewan. As the global economy emerges from the mandated lockdown to battle the COVID-19 pandemic, consumers, companies and politicians are learning the hard way what people really need to survive."

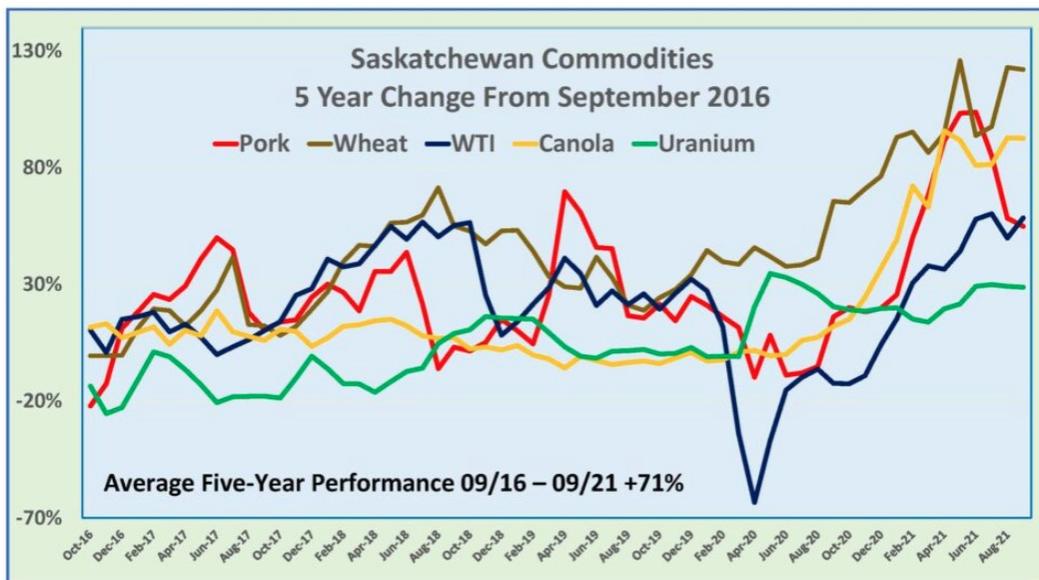
He demonstrates with items from Goldman Sachs and others that "This is the first inning of a multi-year, potentially decade-long commodity supercycle."

The short of it is:

What is the "old economy?" What is the "new economy?" What does this mean for Saskatchewan?

In the simplest terms, the old economy is the things we can't live without; things that have become so ubiquitous they are taken for granted - food. Heat. Clothing. Transportation.

Those things come from livestock, uranium, grain crops, flax, synthetic textiles, fertilizer, plastic, diesel fuel and gasoline. And all those come from Saskatchewan.



David's article only touches on potash, but per the following article , it is clear that potash is part of a similar trend.

A typical story on potash's growth is "[Breaking Down 2021's Higher Fertilizer Prices in Five Charts](#)"

They begin by writing,

Last year, we wrote that fertilizer prices were approaching decade lows. Twelve months later, fertilizer prices now approach decade highs [see below chart]. In early October, anhydrous ammonia was at an average of \$856 per ton, slightly off the 2013 high of \$892 per ton. DAP and potash, however, are considerably higher than previous highs. Current DAP prices are \$780 per ton, compared to the previous high of \$710 in late 2011. Potash is currently at \$725 per ton, well above the previous high of \$645 (2012).

While nitrogen receives the majority of attention, current phosphorus and potash prices are arguably a more significant challenge than nitrogen. While all prices are higher, it's P & K that are at decade-high levels.

They depict the following:

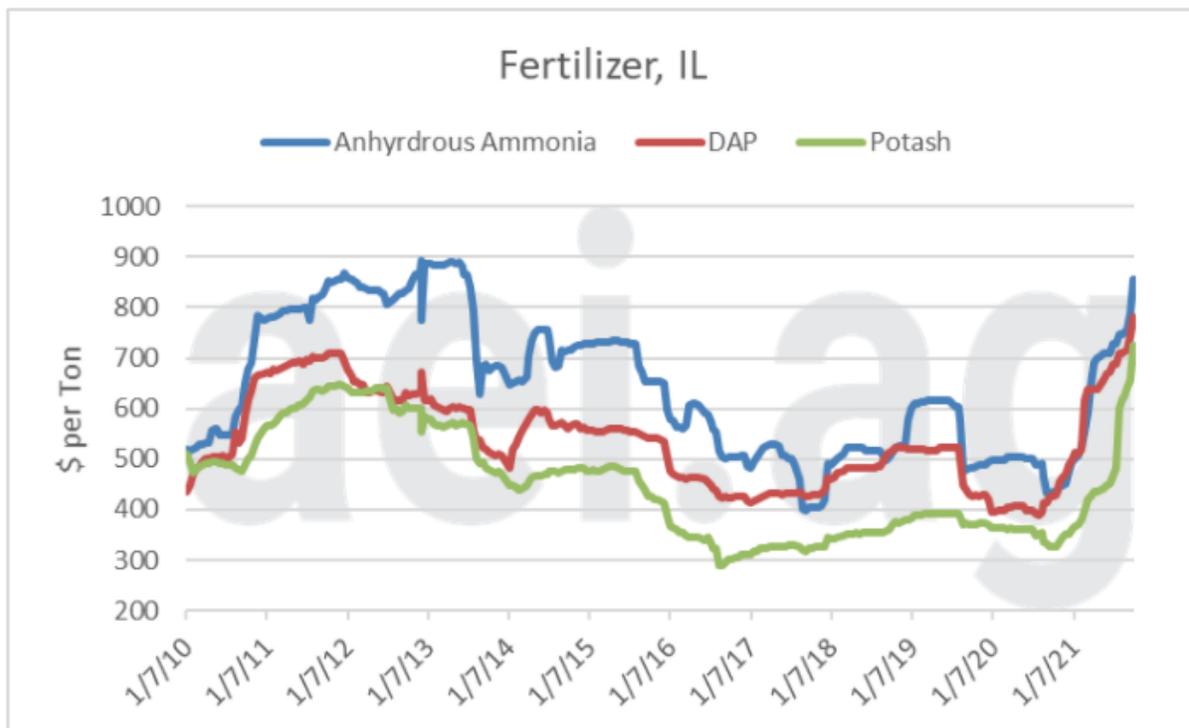


Figure 1. Price of Select Fertilizer, Average Price Reported in Illinois, Jan. 2010- Oct. 2021.  
Data Source: USDA AMS and aei.ag.

# Upcoming Events

Register for Upcoming Events [HERE](#)

- **BHP Jansen Contractor Virtual Information Session #2 – November 2, 2021**  
Updates on the Project, its goals, values, contract packages, scheduling and introduce you to BHP’s engineering, procurement and construction management partner, Hatch Bantrel Joint Venture (HBJV).
- **Aboriginal Awareness Seminar – November 9, 2021 – Now 100% virtual and is SOLD OUT!**  
A half-day seminar via Teams that helps to explain today’s reality for First Nations and Metis people.
- **SaskEnergy Personal Protective Clothing Procurement – November 18, 2021**  
The SaskEnergy Procurement and Safety team would like to present to interested SIMSA members regarding their current and future requirements for the supply of high visibility, flame resistant clothing. SaskEnergy will be issuing a Request for Proposal to secure a new contract late 2021 early 2022.
- **Saskatchewan Mining Supply Chain Forum – December 7 & 8, 2021**  
A now 100% virtual event.
- **Aboriginal Awareness Seminar – December 16, 2021**  
A half-day seminar at Wanuskewin Heritage Park that helps to explain today’s reality for First Nations and Metis people.
- **Saskatchewan Mining Supply Chain Forum – April 26 & 27, 2022**  
We are planning on this event going back to its original format including attendance from outside of Saskatchewan.

# SIMSA Contacts

**Eric Anderson**

*EXECUTIVE DIRECTOR*

[eric.anderson@simsa.ca](mailto:eric.anderson@simsa.ca)

**Keri Beebe**

*ADMINISTRATOR &  
EVENTS COORDINATOR*

[keri.beebe@simsa.ca](mailto:keri.beebe@simsa.ca)

**James Bulmer**

*INDUSTRIAL CONCIERGE*

[james.bulmer@simsa.ca](mailto:james.bulmer@simsa.ca)



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