

November 1, 2024

## Executive Director's Message

On Sunday afternoon of Thanksgiving weekend, I received a call from SaskPower looking for a cell-phone number for one of our members companies. There was an emergency. I could not find a cell number, all I had was landlines, emails, etc. – which is what SaskPower had too. It took them 6-hours to track down the contact – they eventually did it via a church directory.

Realizing the gap, there is now an “after hours emergency number” space on our member database. Please complete this by:

1. Logging into the database.
2. After you log in, under the “Public Company Profile” section, click the green text “Company Profile”
3. Then if you scroll down a little to “Contact Person” where there is an “After Hours” space for a number to be inserted. There is only room for one number there.

SIMSA is also in conversations with SaskPower about other larger initiatives, to help reinstate power in emergency situations. This involves coordinating inventories with major industrial companies and suppliers.

On behalf of Westinghouse Electric Company, SIMSA is hosting the first Westinghouse Supplier Symposium in Saskatchewan. Senior leadership and procurement persons from both Westinghouse and Cameco will be in attendance. During this one-day event, you will learn more about their AP1000®, AP300™ and eVinci™ microreactor technologies. Interactive presentations will highlight new build projects, both domestic and abroad, as Westinghouse looks to expand its global supply chain and leverage the strength of Saskatchewan manufacturing and innovation.

This event will be a great way for interested suppliers to better understand the opportunities created by Westinghouse nuclear projects and to engage with Westinghouse supply chain, project directors, and subject matter experts through scheduled business-to-business meetings.

There are also potential for assigned B2B meetings and a tour of the SRC's eVinci™ display.

***SIMSA members - check you remail from SIMSA for the registration link, as this is a limited access event (but not SIMSA members-only).***

SIMSA is also working with Westinghouse to host an Executive-level meeting the evening before.

SIMSA's Nuclear Specialists – Tom Kishchuk – is also taking a Westinghouse procurement group on shops tours on November 6 and 7.

The 10<sup>th</sup> Annual Saskatchewan Suppliers' Energy Forum was held on October 2 in Regina. A full recap of the event is available [HERE](#). But in short, nearly 300 persons attended the Forum, where major energy sector buyers presented on their procurement needs and plans for the coming year, to the Saskatchewan supply chain. It is important to note that all of this is not possible without the participation of our energy companies. If they did not give graciously of their time and staff, none of this would be possible. Some sent procurement staff, some tradeshow and procurement staff, executives, and some all of these.

The presenters were; Arizona Lithium, Burns and McDonnell, Cenovus, Federated Co-operatives Limited, Kinectrics, and Lisa Baiton from the Canadian Association of Petroleum Producers.

The event saw half of the time set aside for networking sessions and to visit the sold-out tradeshow.



*Kyle Sokul – VP at Federated Co-op addresses the audience at the 2024 SSEF*

The new App for the 17th Saskatchewan Mining Supply Chain Forum will be launched on November 13. We delayed it two-weeks after a small glitch arose the day before the launch, that we wanted fully resolved. Also new this year, sponsorship was held by a lottery. Most events have a team of people out there, beating the bushes to flesh-out sponsors for the event. Not the annual mining forum. We held a lottery, to see who would be chosen to be a sponsor. That's a high-demand item, in an exciting sector. We thought about having an auction, but then only the largest companies would have a chance to be sponsors. We also didn't do a "submit your proposal" scheme, since we didn't want to pick between our members. So, yes, we held a lottery to see who would be sponsors of the annual Saskatchewan Mining Supply Chain Forum.

New to the Forum this year:

- each booth comes with TWO forum registration tickets
- you will be able to select your booth location upon purchase
- nametags will be printed on-site and they will have a QR code for lead capture
- interactive tradeshow floor map using the app
- SIMSA members are given a “head start” on November 13. There was a limited quantity of booths to purchase at that time. The remainder of the booths will go on sale to the general public on November 20 and SIMSA members can still buy booths during this time as well.

We will be hosting another member sessions – that we are calling Town Halls - in Esterhazy on November 20<sup>th</sup>. The [Esterhazy session](#) is free, will begin with a breakfast, and is targeting regional members. Members will hear a strategic update, learn about Protecture, and be able to ask questions and provide feedback. A similar event was held in Regina on October 1<sup>st</sup>.

## Member's News

[Checkout JA Tech being featured in Business View Magazine pages 141-154!](#)

[At Team Power Solutions Community Support Is At The Heart Of What We Do !\[\]\(a03a7eb2f4046e1d3c76772003e549ea\_img.jpg\)](#)

[STC Industrial Group wins Business of the Year at the 2024 SABEX Awards](#)

[The Chamber announces STC Industrial Group wins Business of the Year at the 2024 SABEX Awards](#)

[North Fringe Industrial Technologies named official Canadian distributor for Minetuff® submersible pumps by Pioneer Pump](#)

[Stirring Things Up: SRC Advances Metal Smelting Technology](#)

[Don MacLean Inducted into the Canadian Mining Hall of Fame - MacLean Engineering](#)

# Advocacy

The Saskatchewan provincial election saw the province basically be split into rural/country vs. urban/city. Well, sort of – a lot of people who work in the city live in the country. Anyway, we should not see any significant shifts in policy directly impacting our sectors.

Tom Kishchuk and Eric Anderson has a conversation with the British Government, on SIMSA members supporting British nuclear reactor manufacturers. Expect some outcomes soon on this. Rolls Royce is a British vendor – but sorry, no corporate cars it seems.

Eric Anderson met one-on-one with two Senior Policy Advisors from the NRCan's Minister's office on October 10th. They wanted to know what SIMSA did and who we are, but more importantly what we thought needed to happen to progress our economy. It was an exciting and engaging conversation with a promise to reconnect in the future. In short, we have a solid line of communication established.

We discussed funding requirements and policy changes.

SIMSA will applying for funding from the just-announced Regional Artificial Intelligence (RAI) funding, to enable to addition of a Large Language Model AI search feature being added to the existing SIMSA's Saskatchewan Supplier Database (SSD). Further, if approved, funds will also be used to assist SIMSA's 360-member companies in adopting and integrating AI through business case development for implementation into their day-to-day operations, as well as develop digital marketing items and then disseminate the tool's abilities, value, and use to perspective buyers, SIMSA members, and potential new SIMSA members.

The current system uses 1,800 product and service categories as search criteria. While effective, the system misses a multitude of specific potential search criteria and does not allow for comparative analysis. Further, SIMSA is currently working towards the development of the Saskatchewan nuclear supplier chain – which does not currently exist – and the AI search word allow for nuclear categories to be searched.

In addition, the tool would bring an improved contextual understanding of the members' technical capabilities. For example, recently a uranium mining company called looking for suppliers of air scrubbers. Scrubbers are not specifically listed on our system, so a search for them cannot be done. Further, a key member supplier, as an example, marked that they do "ventilation" work but did not mark "HVac" work – so when the mining company searched HVac as reasonable solution, the member company was missed.

The system would start a search using only SIMSA member companies. From this list, the system would search the existing company profiles and then travel to those companies' websites (only) for further information. The system will have already scraped and indexed every word from the members' company websites, as well as all stored/downloadable PDFs, MSWord docs, and the like. As such, the AI search will include numerous overlooked and unable to identify search items, and then be able to create

a comparative and more fulsome report. And, given the websites are being used, new products and services are likely to be caught.

# Nuclear

## Highlights from the CNS G4SR-5 Conference – Ottawa – October 1 to 4, 2024

The SIMSA Nuclear Specialist attended the Canadian Nuclear Society (CNS) Generation 4 Small Reactor (G4SR-5) Conference in Ottawa from October 1 to 4, 2024. There were about 400 persons in attendance with a small number of tradeshow booths. The sessions attended by the Nuclear Specialist are listed below. Some key takeaways are also shown below.

### Workshops

- Participated in the Pan Canadian Nuclear R&D Facilities and Capabilities Workshop hosted by CNL/AECL on October 1, 2024 (held in conjunction with the CNS G4SR-5 conference in Ottawa)
- Participated in the Framework for Microreactor Deployment Workshop hosted by CNL/AECL on October 1, 2024 (held in conjunction with the CNS G4SR-5 conference in Ottawa)

### Plenary Sessions

- The Role of SMRs and Advanced Reactors in Accelerating Canada's Decarbonization
- Canada's Three Stream Strategy: Vision to Reality
- Transitioning to Advanced Nuclear Deployment in the USA
- UK and EU Small and Advanced Reactor Landscape: Ambition into Action
- International Regulatory Collaboration for Advanced Reactor and Small Modular Reactors
- Collaborating for a Net Zero Future: Indigenous Engagement in Advanced Reactor Deployment
- New Frontiers for Advanced Reactors
- Workforce Development to Address a Promising Future

### Student Poster Session

### Technical Sessions

- SMR Deployment – Technical Considerations
- Workforce Development – Skills and Supply Chain Considerations
- Public Policy and Engagement
- Nuclear Standards

### Key Takeaways:

- For perhaps the first time ever the CEOs of the regulators for Canada (CNSC), USA (NRC), and the UK (ONR) were on the same stage at the same time, speaking from the same song sheet about the need to collaborate on licensing of GEN3+ and GEN 4 nuclear power technologies

- NRCan and CNSC are furthering their understanding that commercialization of new nuclear technologies looks the same as commercialization of any new complex technology. The technologies that make it through the valley of death will have product market fit, capable and competent teams, and adequate non-dilutive and dilutive funding. Not all new nuclear technologies are going to be commercialized
- Progress by Canadian Standards Association (CSA) for the development of suitable standards for non-Candu technologies continues to be slow. Even the CNSC is asking from the audience; why bother with the current approach? Why not move to the recognition of international standards more quickly? This situation raises some questions: Are CSA standards being used as form of national and international trade barriers? What level of project delivery risk is caused by not having the right standards available at the right time?
- The US Department of Energy has made a concerted effort to understand the past and future of large nuclear power generation in the US including a deep dive into FOAK costs for construction of Vogtle 3 and 4 (WH AP1000s) and the order commitments needed to sustain a nuclear industry in the US. Details can be found in the recently updated DOE report [Advanced Nuclear - Pathways to Commercial Liftoff](#)
- There is currently significant investment and activity in the US to support the supply of enriched uranium fuels from US suppliers
- Researchers in Canada have a deep understanding of the science that is used as the design basis for a wide range of nuclear reactor technologies
- Alberta is behind in establishing laws and regulations for the use of nuclear power as Capital Power struggles to complete their feasibility study for large new nuclear in a jurisdiction that does not appear to have a sense of urgency for the development of provincial nuclear policy
- Large and historical bodies of knowledge for nuclear education and training exist. This information needs to be shared with Canadian jurisdictions that are new to nuclear power to accelerate workforce development in these jurisdictions
- Saskatchewan is a leader in development of meaningful Indigenous relationships
- Students are the future – shout out to Dr. Arthur Situm for leading the student events at this conference

## Member Services

### Procurement and Compliance Platform Advocacy Update

As part of SIMSA's mandate to reduce red tape and address member concerns, we launched an advocacy program to address issues members face with procurement and compliance platforms, including ISNet, Ariba, Fieldglass, and others. These issues impact the long-term sustainability of SIMSA's membership.

Thank you to the 28 companies that responded to our survey. Your feedback highlighted several key issues across multiple areas. Here's a breakdown of the primary concerns:

1. Technical Support
2. Accessibility (Usability)
3. Training and Onboarding Needs
4. Unclear Metrics and Scoring Systems
5. Disproportionate Impact on Small and Indigenous Businesses
6. Fee Structures and Administrative Burden
7. Data Entry and Workflow Management
8. Platform Stability and Performance
9. Buyer-Supplier Communication Challenges
10. Inconsistent Industry Standards

This collective feedback underscores the need for enhanced support, simplified fee structures, streamlined data entry, more intuitive interfaces, improved platform stability, and accessible training options across ISNet, Ariba, and other enterprise platforms.

With data collection now complete, our next step is to compile these findings into a preliminary report to be sent to members on November 14th. This report will ensure we have captured all key issues. From there, we will initiate advocacy work with buyers to address these concerns.

## Sector News

As we strive to gain more employees to our sector, the following just-released infographic is a great advocacy piece you can use. It is from <https://www.visualcapitalist.com/which-college-degrees-have-the-greatest-return-on-investment/>

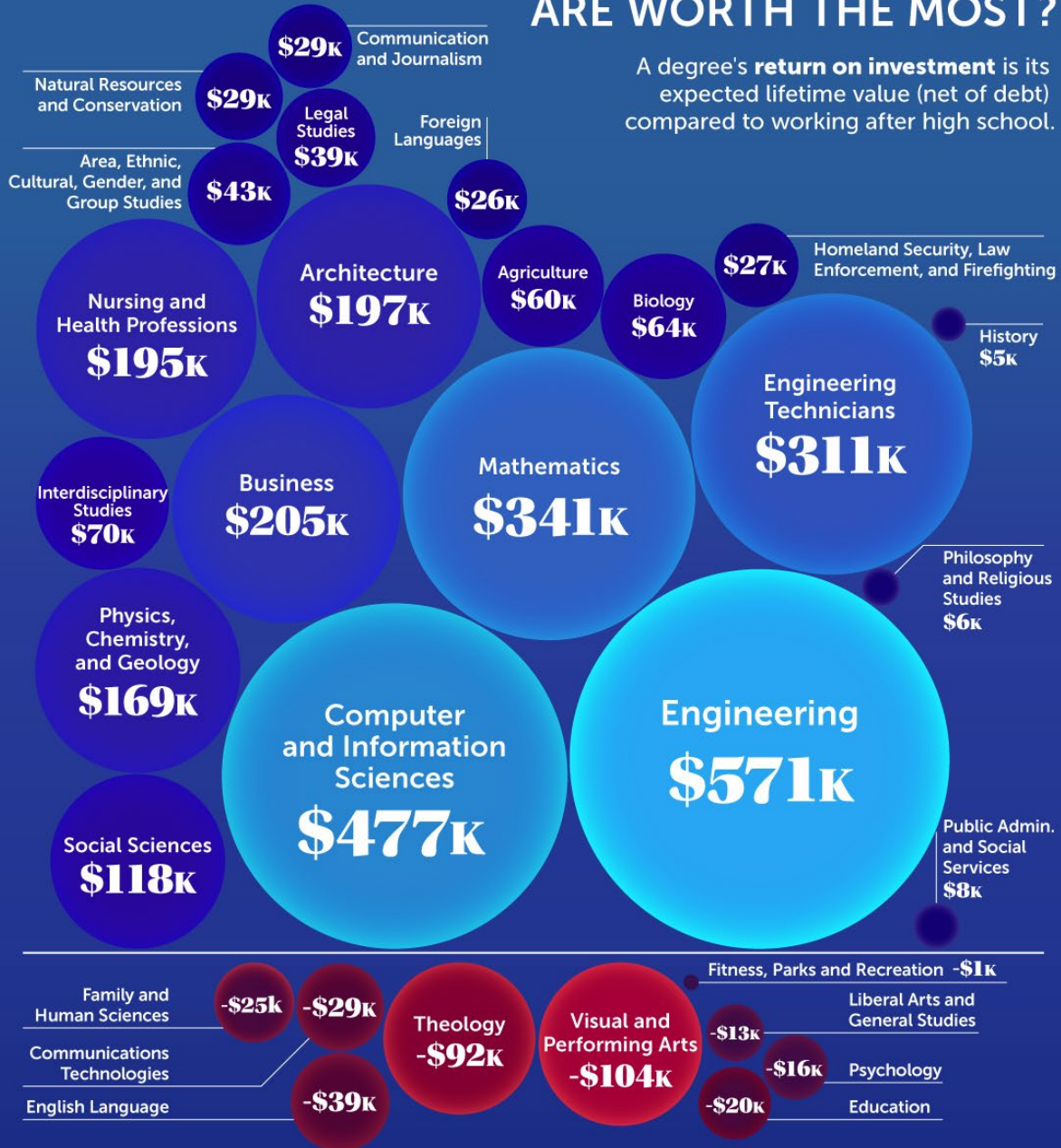
See the following page.



# Which Degrees

## ARE WORTH THE MOST?

A degree's **return on investment** is its expected lifetime value (net of debt) compared to working after high school.



Source: CollegeNPV



Where Data Tells the Story





# New Members

New members to SIMSA from the month of October were:

- [Conveyer and Machine Service Ltd.](#)
- [PPG](#)
- [Mark's](#)
- [Prairie Mobile Communications](#)

# Upcoming Events

Register for Upcoming Events [HERE](#)

- **Westinghouse Supplier Symposium – November 8, 2024**  
Learn about new build projects, both domestic and abroad, as Westinghouse looks to expand its global supply chain and leverage the strength of Saskatchewan manufacturing and innovation. Senior leadership and procurement persons from both Westinghouse and Cameco will be in attendance.
- **SIMSA Town Hall-Esterhazy – November 20, 2024**  
Come meet with SIMSA staff to learn about how to utilize your membership, provide feedback on what you'd like SIMSA to provide its members, and learn about "Protecture" – SIMSA's new benefits plan that is available only to SIMSA members. This event is intended for SIMSA member companies in Esterhazy and surrounding area. Complimentary breakfast provided – limit 2 attendees per SIMSA member company.
- **Saskatchewan Mining Supply Chain Forum (MSCF) – April 9 & 10, 2025**  
The 17<sup>th</sup> Annual Saskatchewan Mining Supply Chain Forum will take place on April 9 and 10, 2025 at Prairieland Park in Saskatoon.
- **SIMSA AGM – May 14, 2025**  
Save the date! Our 2025 AGM will be on May 14, 2025 at Prairieland Park in Saskatoon.

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