

September 1, 2021

Executive Director's Message

Between vaccination roll-outs, oil price increases, BHP's Jansen announcement, Nutrien increasing production, and Mosaic kicking things up a gear, things look a lot better than they did in our June 1st newsletter. At that time we had "hope," now we have more reality-based confidence.

BHP and SIMSA will be opening more formal discussions on Jansen next week. However, if you go [here](#) (the BHP supplier page) and scroll down to "BHP Jansen Potash Project", you will notice they direct new suppliers to SIMSA's member database. They also write, "If you represent a Saskatchewan based company, please register at SIMSA (BHP has partnered with SIMSA, the Saskatchewan Industrial & Mining Suppliers Association)." So, suppliers will be sourced via SIMSA's member database. So, please keep your profiles up to date!

We have advertised and closed the applications for our new Industrial Concierge (IC) position. Affiliated news with this is, that our Carbon calculator is now live on SIMSA's website for free – go [HERE](#). The IC will be a free resource for SIMSA members, for finding carbon reduction assistance, guidance, and funding. The IC will also act as a go-between in digital innovation between the resource companies and SIMSA members – relaying needs, finding and developing solutions, etc. In short, the IC is not the "doer" but rather the "linker" and "locater." We hope to announce the successful candidate soon.

We have announced that the December 2021 Mining Supply Chain Forum will be very focused on Saskatchewan suppliers, given only residents of Saskatchewan can attend and display. We also have dates for the 2022 event – it will be April 26 and 27, 2022 – and be (hopefully) the regular open-to-everybody event.

If you sell potash mining supplies and services, Russia is the other big market (besides Belarus, which is off the table for a bit). To begin opening doors there, we have 2 events this month; one on how to do business in Russia (with participation of the Russian government as well as a very seasoned Canadian law firm) and the other a procurement event with EuroChem. RBC is also involved as they offer financial/contract support in the Russian market.

And, if you sell uranium mining suppliers and services, Kazakhstan is the other big market. So, as part of the second Russian event, we have included the Inkai project procurement persons as well. And, RBC will also cover supports they offer into that market.

Our "Events" calendar is filling-up quickly! See [HERE](#)

Advocacy

On September 9th, Eric Anderson will be a guest of Energy and Resource Minister Bronwyn Eyre, at the Energy and Mines Ministers' Conference. He will present on supply chain concerns to all Provincial ministers and the Federal non-minister counterpart (given the election).

SIMSA has launched a social media campaign, in Federal ridings that could tip Conservative, Liberal, or NDP, from Ontario to the west. This campaign supports the resource sector. Look for items in your various social media feeds shortly.

We have also launched 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. The 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."

And, as the summer holiday season ends, we will return to meetings with various levels of Government.

Members' News

[HCC Mining & Demolition receives John T. Ryan Safety Award](#)

[Nobel HSSE Offers COVID Rapid testing for Workplace or Events Entry](#)

[Sutton on "It's Never Apples to Apples"](#)

[Sutton Offers Free Tax Reduction Webinar](#)

[Sutton on Common Estate Planning Mistakes](#)

[Team Power Solutions launches RAYHAWK-reducing risk through autonomous railcar loading](#)

[Team Power Solutions now offers a Virtual Interactive Training for Non-Electrical Workers available anytime](#)

[Team Power Solutions provides Arc Flash Hazard Analysis to determine the severity, locations of electrical hazards and provide actionable information](#)

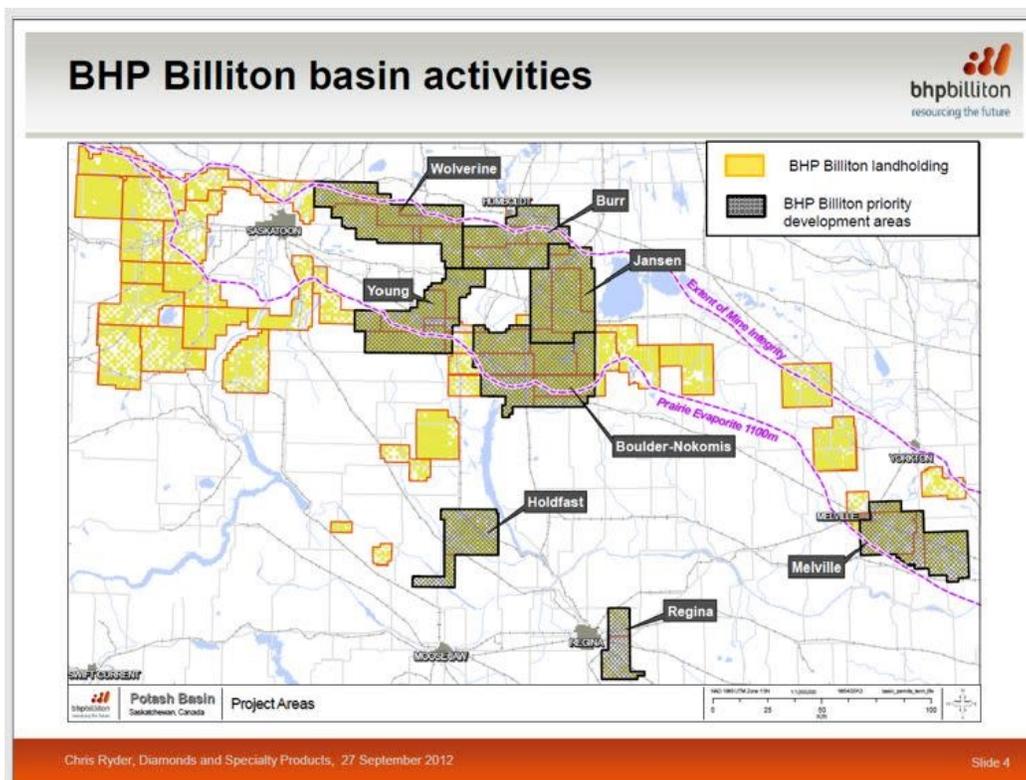
Sector News

With the Jansen announcement there is one very big thing to remember (and there will be more in the future): the Jansen announcement was only the first stage of a much larger mine and may be the first of several mines:

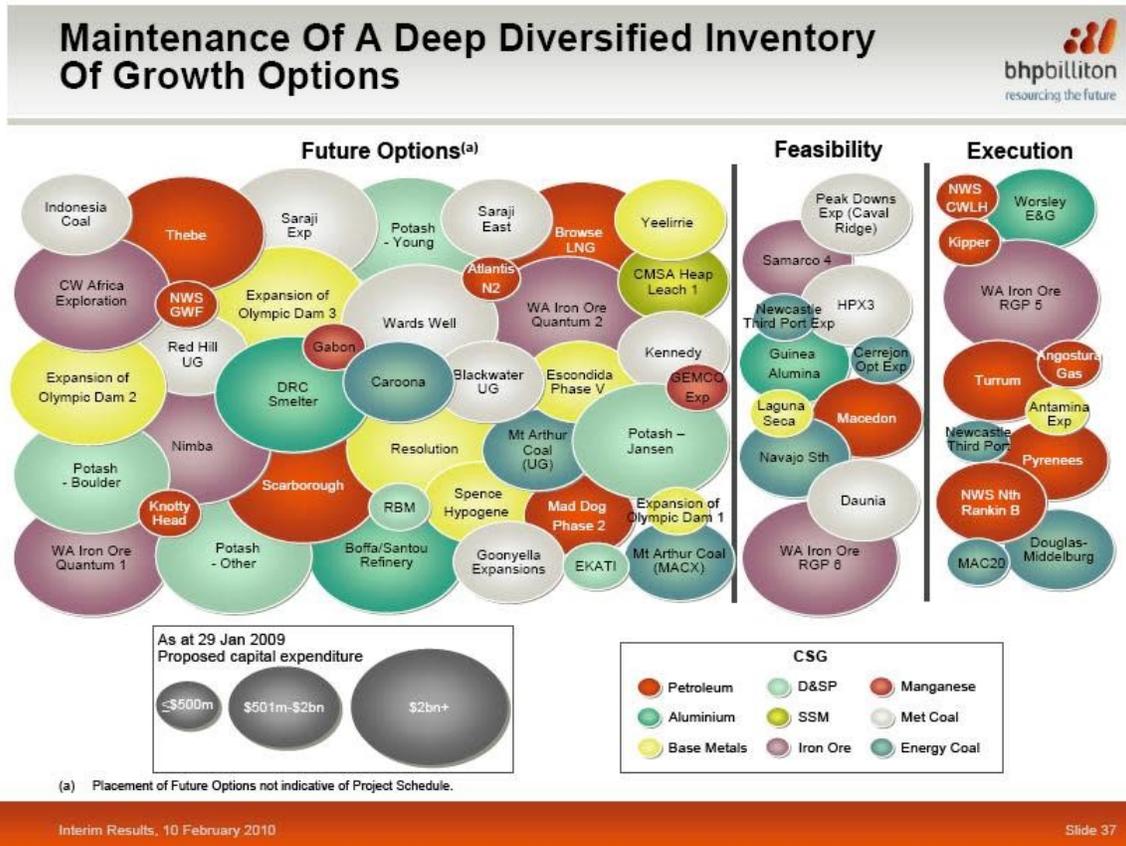
If you listen [here](#) at the 4-minute mark, BHP's CEO Mike Henry states that Jansen is a greenfield investment (a brand new mine into a brand new region) with the potential for several brown field expansion projects (expansions to an existing mine) for long term growth.

However, going back to 2010 and 2012 (when I had my radio show and lectured on the topic) BHP was discussing Jansen as the first of several projects, that would feed into one centralized network - which is BHP's success model in all commodities they are involved in. Important to note is, it has happened before that "brown field" means new mines into an existing region or "basin," not just expansions. And, also note that BHP's conference rooms in their Saskatoon office are named after the other potential sites.

Here is a BHP slide from 2012:



Here is a slide from 2010 with more potash options portrayed



Upcoming Events

Register for Upcoming Events [HERE](#)

- **Legal Perspectives to Support Your Employees During Covid and Beyond – September 1, 9:00-10:30 am.** This event is timed to cover “now what do we do” regarding HR issues as COVID and working from home is into a new stage. Steve Seiferling will present during an event sponsored by RBC. Via Teams
- **Lunch & Learn: Karri Howlett Consulting on ESG – September 17, 12:00-1:00 p.m.** Learn about the basics of ESG and why it is becoming more important to your customers, employees, investors, and other stakeholders. Via Teams.
- **Doing Business in Russia – September 21, 9:00-10:30 a.m.** Given SIMSA's event with EuroChem on Sept 28 (in partnership with CERBA), SIMSA will be hosting this event to answer your questions on doing business in Russia. It will feature legal perspectives and a welcome from the Russian Government. Presenting on legal/IP issues will be Jones & Co. Law. Via Zoom.
- **Procurement Event with EuroChem (potash) and Inkai (uranium) in partnership with CERBA – September 28, 8:00-10:00 a.m.** As part of our CERBA membership, SIMSA will host a procurement event with procurement persons from EuroChem and Inkai. It will open the other major potash and uranium region to SIMSA members. Our database will be a key function. Via a virtual platform.
- **Saskatchewan Suppliers’ Energy Forum – October 6, 2021, 8:00 a.m.- 4:00 p.m.** Hear from, and meet with, procurement persons and Executives from energy sector companies on their capital plans. Participating companies typically include Cenovus/Husky, Crescent Point Energy, DEEP Energy, TC Energy, Federated Co-operative Refinery and extraction, Royal Helium, SaskPower, etc. An in-person/virtual hybrid format at the Delta Hotel in Regina.
- **University of Regina Carbon Mitigation Certificate Program Online Offering – October 20, 21 and 22.** SIMSA has worked with the University of Regina to develop a Micro-credential, to help you understand "What is Carbon Mitigation and why does it matter?" This will be the first offering of the three-day course and it will be done virtually.
- **Saskatchewan Mining Supply Chain Forum – December 7 & 8, 2021.** An in-person/virtual hybrid format at Prairieland Park in Saskatoon. This event will be limited to Saskatchewan resident exhibitors and attendees only, with all presenters being virtual. As such, there will be both in person tickets available for Saskatchewan residents only, but virtual tickets available to everyone.
- **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.

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