

May 1, 2023

Executive Director's Message

Due to Eric's sudden unscheduled medical leave, Keri and I (James) will be bringing you this month's newsletter.

This year's Saskatchewan Mining Supply Chain Forum saw record breaking attendance as it saw over 1800 attendees (a 600 person increase over last year) with over 500 mining company persons attending, which was a 66% increase over last year. In addition, there was 316 indoor tradeshow booths, up significantly from the 228 in 2022 and it also stormed for the second year in a row. Thank you to Saskatchewan Mining Association and Saskatchewan Ministry of Trade & Export Development for once again hosting this years' event with SIMSA.

Next year's Saskatchewan Mining Supply Chain Forum will be on April 17th and 18th, 2024 at Prairieland Park in Saskatoon. Mark your calendars!

On top of running the forum this year, we added an office move into the equation. We are proud to announce we have officially moved into Unit 180, 833 – 45th Street West as of April 24th!



Street view of SIMSA's new office



SIMSA's new boardroom and reception area

Next step is the AGM on May 16th in Saskatoon and ballots were sent out April 24th. Keynote speaker will be Patrick Bergemann, Associate Vice President, Energy Roadmap at Federated Co-operatives Limited. Patrick will be speaking on the Energy Roadmap projects in Regina (i.e. their 2 billion dollar expansion project) and supplier engagement plans. Also in attendance will be other key persons from FCL's procurement team. Primary contacts, please get your ballots in!

The 2023 (9th Annual) Saskatchewan Suppliers' Energy Forum will be held on October 4th, 2023 in the Delta Hotel in Regina. Tradeshow booths (there are only 28 to sell) and tickets go on sale soon – watch your inbox for on-sale date. Sponsorship opportunities will be announced soon. There will be a small vendor tradeshow (38 booths), presentations by energy company procurement persons plus ample time for networking.

Members' News

[Kitsaki acquires 51 per cent interest in AGI Envirotank](#)

[PAMI Names Pro Hockey Player as New CEO](#)

[Haztech ready for a busy spring season](#)

Carbon Reduction

ChatGPT in the manufacturing and fabrication industry!

I'm going to do a different take on carbon reduction this month, by instead focusing on how ChatGPT and other LLMs (large-language-models) can make you and your workers more productive. An article ([HERE](#)) from Smart Industry is an interesting read as well.

Just for fun, I asked ChatGPT how it can be used:

“AI language models like me can offer valuable support in manufacturing and fabrication:

1. Process optimization: Analyze production data, pinpoint inefficiencies, and suggest improvements for streamlined operations.
2. Quality control: Examine product reviews and internal reports to identify trends in defects, aiding in product quality enhancement.
3. Predictive maintenance: Analyze equipment performance and failure patterns to predict maintenance needs, reducing downtime.
4. Training and documentation: Develop comprehensive training materials, safety guidelines, and equipment usage documentation.
5. Supply chain management: Assess market trends and supplier performance to optimize procurement, inventory management, and logistics.
6. Research and development: Investigate new materials, processes, and technologies to encourage innovation in manufacturing and fabrication.
7. Collaboration: Promote clear communication between departments by translating complex technical information into accessible language.
8. Customer support: Help customer service teams by answering inquiries on product specifications, usage, troubleshooting, and addressing concerns.
9. Sales and marketing: Contribute to marketing materials and product descriptions, showcasing product benefits and features effectively.
10. Regulatory compliance: Monitor regulations, standards, and guidelines, ensuring documentation and processes align with requirements.

To maximize AI effectiveness in the manufacturing and fabrication industry, it's crucial to integrate with existing IT infrastructure, data sources, and business processes, while training the model on domain-specific knowledge.”

Sector News

Further to presentations from Nutrien at the MSCF, where there was optimism on the future of Potash, Ken Seitz speaks on the geopolitical situation below and how it impacts potash markets:

Conversations: Nutrien's Ken Seitz on how Canada can seize its spot on the world stage

Link from Article can be found [HERE](#).

“...Nutrien reckons Belarussian and Russian supply will now be reduced by roughly 50 per cent of 2021 levels this year, after a drop of similar magnitude in 2022. So, Nutrien responded as any profit-driven enterprise would when presented with an opportunity. The board of directors approved a plan to [increase Nutrien’s annual output of potash](#) to 18 million tonnes from 15 million tonnes, an increase of 20 per cent.

Seitz’s decision to ramp up production said something about how long a company with skin in the game thinks Eastern Europe will remain in turmoil. Expanding a potash mine isn’t like widening the face of a gravel pit. He said it takes nine months of production to recoup the investment on a significant expansion. It’s not something you do unless you’re confident there will be a reward, and, in this case, that Europe will remain a powder keg for a while yet.

Belarus, a Russian ally that was subject to Western sanctions before the war, is now shipping fertilizer to China by train, a 6,000-kilometre journey, rather than by sea through Lithuania, which is only 600 kilometres away. Russia will prioritize its own exports, to the extent that it can find shippers, bankers and customers willing to navigate Western sanctions.

Bottom line: 20 per cent of the world’s supply of potash — and 60 per cent of the supply that was projected to come online over the next few years in 2021 — has been crippled. The game has changed and Canada, via Nutrien, could win it.

“We have a vast resource in Saskatchewan. It’s an incredible endowment of potash, where the resource is measured in hundreds of years,” said Seitz, who was named chief executive in August. “It gives our customers globally the confidence that we are going to be doing this for a very long time. It gives us the confidence to deploy the capital to expand our production.”

The Nutrien CEO added: “Is this our time? Are there things that we as Canada can be doing (to make a mark in the world)? This (fertilizer) is certainly one.”

Advocacy

On March 6, at PDAC, SIMSA connected Saskatchewan “brain power” with the Government of Kazakhstan to study the development of the Kazakh potash basin. Numerous Saskatchewan suppliers and miners met with Kazakh persons to see what can be done.

This has the potential to create hundreds of millions of dollars of business for Saskatchewan companies and SIMSA has taken the next step to make this a reality by signing two (2) MOUs surrounding the release of the geological data of the Kazakh potash deposits. These MOUs will see SIMSA as a hub for the geological data, allowing Saskatchewan companies access.



Dilyara Ibragimova, Board Director, Canada Eurasia Chamber of Commerce (CECC) and SIMSA's Executive Director, Eric Anderson after signing the MOUs

Upcoming Events

Register for Upcoming Events [HERE](#)

- **Lunch and Learn: NGen's Subsidized Leadership Program – May 5, 2023**
Join NGen, a federal funded Global Innovation Cluster, in learning about their Transformational Leadership Program – TLP. This will be a Teams Meeting event.
- **SIMSA's 2023 AGM – May 16, 2023**
SIMSA's AGM will be on May 16, 2023 at Prairieland Park in Saskatoon, SK. Keynote speaker will be Patrick Bergermann, Associate Vice President, Energy Roadmap at Federated Co-operatives Limited.
- **Lunch and Learn: Business Cases for Additive Manufacturing – May 25, 2023**
Join Canada Makes and SIMSA to learn about business cases in fabrication and manufacturing for additive manufacturing and how it can reduce your costs, improve your lead times, and simplify your supply chains. This will be a Teams Meeting event.
- **Saskatchewan Suppliers Energy Forum (SSEF) – October 4, 2023**
The 9th Annual Saskatchewan Suppliers Energy Forum will be on October 4, 2023 at the Delta Hotel in Regina, SK. Watch your email for sponsorship opportunities and on-sale dates for tradeshow booths and tickets.
- **Saskatchewan Mining Supply Chain Forum (MSCF) – April 17 & 18, 2024**
Save the Date! The 16th Annual Saskatchewan Mining Supply Chain Forum will take place on April 17 and 18, 2024 at Prairieland Park in Saskatoon, SK.

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