



Opportunity in Saskatchewan

THE EVOLUTION OF BIG QUILL RESOURCES

Not too many people know what potassium sulfate is, unless of course they happen to live near Wynyard, Saskatchewan. Wynyard is home to Big Quill Resources, Canada's largest producer of potassium sulfate.

Potassium sulfate, or SOP, is produced through the combination of sodium sulphate, extracted from the water of Big Quill Lake, and potassium extracted from potash. It is used mainly in agricultural fertilizer and industrial applications such as the manufacture of gypsum wallboard and plaster products and as an additive to drilling mud used in oil and gas exploration.

Big Quill Resources was established when a group of employees and local investors purchased an SOP pilot production facility from the Potash Corporation of Saskatchewan, which had been exploring potential value-added uses for potassium chloride feedstock. The two companies continue their mutually beneficial relationship today.

In addition to successful strategic alliances, employee and community support are at the heart of Big Quill's success. CEO Roger Nupdal explains, "Our employees have responded in a positive way to the many challenges we have faced over the years. We give them credit and thanks." The plant employs a full time compliment of 21 staff from the local community and anticipates increasing this to 26 in the near future.

Big Quill Resources produces SOP at a purity level of 98% making the company strong competition for other SOP manufacturers in North and South America and Europe. Its competitive advantages include the natural source of sodium sulfate offered by Big Quill Lake and an ability to customize production to create the kinds of value-added products customers want.

A strong outlook for SOP markets has motivated Big Quill Resources to invest in its production facilities. In 2004 Saskatchewan's leading venture capital fund, Golden Opportunities, invested \$2.8 million in a plant modernization and expansion project valued at \$5.5 million over three years. The expansion will allow the production of a value-added granular form of SOP that is quickly becoming known as the best on the market, due to its high level of purity. Over the past 15 years, the company has expanded its production facilities five times. The current expansion, which is projected to be complete in 2006, will increase production capacity to more than 17 times the original 1991 capacity.

fertilizer niche markets. Nupdal credits the support of Saskatchewan's leading venture capital fund with making the future brighter. "Golden Opportunities Fund's investment in Big Quill Resources will allow us to modernize and expand our production facilities so that we can respond to the needs of our customers and continue to lead the market in high quality potassium sulphate products." The ability to produce SOP to custom specifications allows Big Quill to attract customers from around the world who want to develop new product lines. Market leaders have already approached Big Quill for custom granulation of SOP.

Golden Opportunities Fund, Saskatchewan's #1 selling labour fund, is one of the top performing labour funds in Canada. Golden Opportunities is proud to be a major shareholder in Big Quill Resources. Together with the Fund's other investee companies, Golden Opportunities Fund is creating Opportunity in Saskatchewan for thousands of Saskatchewan shareholders, workers, their families and communities.

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