

# **SALT:**

**The natural commodity that  
will always be in demand**



**The opportunity for First  
Nations to supply salt for  
decades to come**

# The Opportunity

- The Salt Industry in Canada is very large
- Competition is fierce
- Over 7 Million Metric Tonnes per year – mostly road salt
- \$1,200,000,000 in sales
- Biggest consumption is in Ontario & Quebec
- Federal Environmental Guidelines for road salt purity will be a game changer in 2025
- Presentations have already been made to First Nations in Ontario, Quebec and New Brunswick

# The Supply

- TBM Corporation has obtained Distributor rights for Canada from the National Company for Productive Projects (SAFI) a division of NSPO (Egyptian Government)
- SAFI operates a deep shaft salt mine near Siwa in Western Egypt
- The product is Organic, Natural, not processed except for sizing
- 98.6% Pure Salt
- It flows and does not cake
- It does not need additives
- Contains no gravel, clay or dirt like Canadian salt
- Exceeds 2025 Guidelines today

# Accessing the Market

- TBM imported 5 containers of salt in June of 2019
- One tonne bags were supplied to various Municipal Governments and Companies involved in the Salt Industry for trial and test purposes
- Municipal Orders for significant trial supplies have been received
- TBM expects to deliver 200K to 300K metric tonnes in 2020
- Orders are being won based on Quality and matching pricing
- The mine is still in operation during the current COVID-19 Pandemic
- Indigenous Distribution has been incorporated to supply salt in Ontario
- Other First Nation distribution companies will be established across Canada





CHURCHILL

SPRAGGE

BELLEDUNE

MERSA MATRUH

SIWA

North Atlantic Ocean

Mediterranean Sea

Hudson Bay

Labrador Sea

Norway

Finland

United Kingdom

Ireland

Denmark

Germany

Poland

Belarus

Ukraine

France

Austria

Romania

Spain

Italy

Greece

Turkey

Portugal

Tunisia

Morocco

Algeria

Libya

Egypt

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Austria

Romania

Spain

Italy

Greece

Turkey

Portugal

Tunisia

Morocco

Algeria

Libya

Egypt

MN

WI

MI

OH

# First Nation Connection

- Sales of 15,000 tonnes per shipment would reduce shipping charges
- Port control or influence could lower shipping costs
- Handling with fewer regulative restrictions could lower handling charges
- Partner based Contract fulfillment and enhancement
- Re-market with proven quality
- Sell with low cost supplier advantage
- First Nation regional brand packaging for household use



# For More Information

- Please contact Isadore Day, CEO of Bimaadzwin and President of Indigenous Distribution:

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- Meegwetch!



**BIMAADZWIN**  
Advancing Our Nations