

BUSINESS VIEW

Saskatoon and District Chamber of Commerce

CELEBRATE SUCCESS! WINNERS



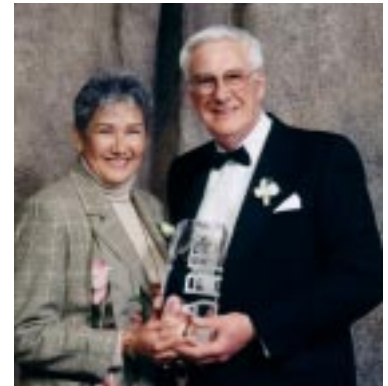
Community Involvement

Sponsored by: *Sask Indian Gaming Authority*
Saskatoon Credit Union



Exports

Sponsored by: *Hitachi Canadian Industries*
Nu Fab Building Products Ltd. (tie)



Growth & Expansion

Sponsored by: *Aspen Developments*
Philom Bios Inc.



Customer Service

Sponsored by: *CIBC*
Ghost Transportation Services



Exports

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Superior Millwork Ltd. (tie)



Innovation

Sponsored by: *PricewaterhouseCoopers LLP*
Inroad Solutions Inc.

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JUNE 2002

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Saskatoon  Shines!



**A VIEW FROM OUR
PRESIDENT**
Lester Lafond



I am very proud to be your new President. I hope to meet all the challenges that our organization faces. As the team leader, a strong Executive and Board of Directors will make facing our challenges easier.

I would like to extend a big thank you to the leadership of our past President, Mr. Dave Dutchak. I also, would like to thank Myrna Berwick for her dedication and service to the Saskatoon Chamber.

We are a member driven organization. The members of the Saskatoon and District Chamber of Commerce have a responsibility to one another. We have and operate our businesses in Saskatoon and Saskatchewan. This provides a fundamental philosophy of how work is integrated and/or partnerships with different levels of governments. We know small business supplies the majority of employment hiring in our economy. We must, as an organization, ensure governments don't impede and/or encroach on small business opportunities. Public initiatives have the financial resources of the taxpayers, the same people who operate small businesses. Therefore, we will support small business to have fair and equitable opportunities in our economy.

We will maintain a strong position to lower tax levels on businesses. An increase in taxes on small business has a much larger negative multiplier on profits. This, in turn, leads to less expenditures and increased layoffs

We have developed a strategic plan. We will ensure member participation. We also seek strong participation and support of the organization so that we can financially support our initiatives.

The following list indicates some of the various activities of the Saskatoon and District Chamber of Commerce:

- Agribusiness Development
- Health Opportunities
- Business After Hours
- Chamber golf tournament
- Business Expo
- Future Opportunities
- Advocacy Opportunities
- Aboriginal Opportunities
- On-line newsletter
- Celebrate Success!
- Transportation
- Knowledge Industry

As you see, we support many sectors. We also seek partnerships to accomplish many of these initiatives. This is truly unique to Saskatoon and Saskatchewan.

I would like to leave you with this pledge: We have many private/public partnerships for networking and economic growth. But we will not be muted when governments impede and/or consider tax increases. They will hear from the Saskatoon and District Chamber of Commerce, supporting the businesses of Saskatoon.

Let's all remember **Saskatoon Shines!**

**REMEDIES FOR CANADA'S
AGRICULTURAL HEART**

**Food for Thought -
Kyoto or Not**

by C.M. (Red) Williams, PAg

Most of us are sitting on the sidelines watching the struggle over the ratification or not of the Kyoto Protocol because it seems to be primarily between governments along with lobbying from the environmentalists and business interests. The average Joe or Jane is mostly concerned about how much it will cost for Canada to comply with the greenhouse gas emission reductions, and whether it is even essential.

It would take much more than this short column to set out all the issues involved but there are few items that you might look for when one or other side is making their pronouncements. 1) Are they in agreement that there is a greenhouse gas problem, or not? 2) Do they believe that the Kyoto reductions are attainable, or not? 3) Are they in agreement, or not that we should be implementing means of reducing emissions while we decide? 4) What impact do they believe signing the Kyoto Protocol, or not will have on the ordinary Canadian citizen, and in particular on prairie agriculture?

If those that are either for or against ratification have some hard evidence for their positions they are certainly keeping it close to their vests. Simple logic would tell us that we must not continue increasing the pollution of the environment. That same logic makes it obvious that there are some dramatic changes required in such items as fossil fuel use, waste disposal and water conservation. Some changes, possible large ones are needed.



C.M. (Red) Williams

We in Saskatchewan seem without any vision of what is expected of us, what disadvantages we may have to accept, and what benefits might be possible from a Kyoto-like effort. We do in fact, represent half of the arable land, and have a major stake.

Chamber Volunteer Honoured

Myrna Berwick of Hergott, Duval, Stack & Partners was recently awarded the *Chamber Member / Volunteer of the Year Award* at the Chamber's AGM May 6th.

The Award was presented by outgoing President, Dave Dutchak, in recognition of Myrna's efforts and commitment as the Finance Director of the Chamber's Board of Directors. Myrna offered her expertise and enthusiasm, and has elevated the Chamber's financial reporting systems as a result.

Congratulations, Myrna! Thank you for all your hard work.

HEALTH OPPORTUNITIES THE QUEST YIELDS STRONG PROSPECTS

Team Saskatoon returned from Minnesota recently, with renewed enthusiasm for the potential health opportunities that can be derived from learning more about the Mayo Clinic and Minnesota's amazing Medical Alley.

The Saskatoon and District Chamber of Commerce-led initiative represents a collaborative partnership between the Chamber, Saskatoon District Health, and SREDA. The mission of the team is to identify opportunities and roadblocks to building a world class health care system for Saskatoon and Saskatchewan.

As the 29-person contingent, representing a cross-section of business, health services and health research left on the prospecting mission, they had several goals in mind, including the following: to strengthen the ties that were formed earlier with Medical Alley and to see the Mayo Clinic first hand; to further evaluate models of success and new approaches to health care; and, to expand on the growing list of health care opportunities, as identified at the first two conferences.

According to Health Opportunities Committee Chair Dave Dutchak, *"The Mission uncovered a large number of opportunities, at a broad level in the development of health care options, as well as for individual companies looking to work collaboratively with the health care industry in the Minnesota area."*

Adds the Chamber's Executive Director, Kent Smith-Windsor, *"The results of the trip were better than expected. There are obvious opportunities for the Synchrotron, potentially with the Mayo Clinic and Medical Alley members. Some of our private sector companies discovered opportunities as well."*

Continued Smith-Windsor, *"From this trip, our team discovered that there are opportunities for our health services industry to potentially provide some services in areas such as distance education, clinical trials and medical device distribution, for the benefit of our citizens."*

The Mayo Clinic, based in Rochester, Minnesota, is a non-profit health care centre delivering health care services to patients from around the world. The Mayo Clinic has earned a world class reputation by putting the patient first in all its endeavours. *"There are lessons to be learned from this remarkable Clinic, and that is why our group went there... to learn from one of the best health care institutions in the world,"* stated Dutchak. *"We said from the outset, this a process, not simply a single event or project. The opportunities we identified will be the subject of ongoing investigation in our quest to be 'world class'."*

JUNIOR BONSPIEL

Saskatoon Sports Tourism, The Saskatoon and District Chamber of Commerce, Curl Saskatoon and Saskatchewan Place are excited to announce the first annual **Rock and Roll Juvenile Bonspiel**. This bonspiel, scheduled for **December 5th to 8th, 2002** will attract juvenile teams from across western Canada and will be held at **Saskatchewan Place** and local Saskatoon curling clubs.

This bonspiel will be the largest of its kind in Western Canada with respect to both prizes and participation. Supported by a major sponsorship program, the event will feature valuable youth oriented merchandise prizes as well as cash awards.

The **Saskatoon and District Chamber of Commerce**, through its **Future Opportunities Committee**, will be planning activities and programming to showcase Saskatoon as a tremendous place for youth to learn, live and work. Participants in the *Rock and Roll Bonspiel* will be able to apply for **scholarships** to Saskatoon's large array of post-secondary learning institutes. Participants will qualify for the scholarships based on applications that will be judged on academic and other criteria. This initiative will assist the Chamber to position Saskatoon as a preferred location for people to pursue higher learning.

Saskatoon Sports Tourism and Saskatchewan Place will be applying their event organizational expertise to develop this event as a major annual attraction to the city. The event has been strategically timed to enhance tourism at a time when extra capacity is available in the hospitality industry. Spin off economic benefits to retailers, restaurants and hotels are anticipated.

Curl Saskatoon views the event as a tremendous opportunity to encourage the sport of curling with our youth. Clinics on curling skills and ice making techniques will be held. It will be an exciting opportunity for youth to experience curling in an arena atmosphere. As they slide from the hack, each participant will know they are at the site of two Briers and one Scott Tournament of Hearts.

The **Rock and Roll Juvenile Bonspiel** will be limited to 64 boys teams and 64 girls teams. Participants must be 17 years of age or under. Local Saskatoon registrations may be limited to allow adequate out of town team entries. A triple knock out format will be used. Each team will be guaranteed a minimum of one game at SaskPlace.

A committee of volunteers, chaired by John Grabowski, has been formed to bring this event together. As sponsorship and other details become available, further announcements will be made.

Saskatoon and District Chamber of Commerce - Board of Directors

President



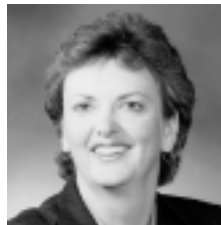
Lester Lafond
Lafond Financial Inc.

Vice-President



Dan Anderson
MacPherson Leslie
& Tyerman

Vice-Pres - Finance



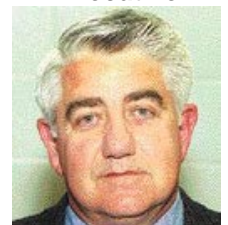
Laura Small
Women Entrepreneurs
of Saskatchewan

Past President



Dave Dutchak
M.D. Ambulance

Executive



Jack Brodsky
Saskatoon Blades
Hockey Club

MEMBERS IN THE NEWS ...

Marketing Director, Janea Bellay of Saskatoon-based **Amana Tech Inc.** recently returned from Dubai, United Arab Emirates after signing a major contract with a multi-billion dollar group of companies, Al Ghurair Private Company, to provide web hosting services to more than 40 companies within the Al Ghurair Group. The agreement identifies the future use Amana Tech's other web based services such as live satellite broadcasting, real time streaming, web design and database development by Al Ghurair.

"The reason we are targeting the Arabian Gulf Region is our ability to provide high-quality services, advanced technology at low cost to our well established clients in the region," said Nezar Freeny, President of Amana Tech Inc. *"Most companies in the region previously used US companies for their web hosting. Now, we offer the same services at a lower cost. Our competitive advantage is our multilingual and multicultural abilities. In a market where more companies are going global, our clients are looking for services in multiple languages. We offer that niche service to our clients,"* said Freeny.

Critical Telecom, a leading developer of broadband technologies, recently announced TELUS will deploy an initial implementation of its FiberLINK solution. TELUS will test the technology to extend the reach of ADSL 12 kilometers from the central office.

The solution can be deployed much more rapidly than conventional remote Digital Subscriber Line Access Multiplexers (DSLAMs) utilizing TELUS's current infrastructure in the outside plant. In addition, FiberLINK will enable TELUS to provide and manage the deployment of broadband services from the central office, rather than at a remote site. FiberLINK will be deployed in Edmonton providing extended ADSL service to 300-400 subscribers.

Critical Telecom's FiberLINK technology enables service providers to deliver full rate ADSL 36,000 feet from the central office. The solution can be deployed much more rapidly and cheaper than conventional remote Digital Subscriber Line Access Multiplexers utilizing a service provider's current infrastructure in the outside plant.

SUPPORT AVAILABLE FOR BUSINESS COMMUNITY

If regulations and red tape are affecting your business, you may want to contact the Competitiveness Branch of Saskatchewan Industry and Resources.

The branch is tasked with helping the business community to identify regulatory irritants. Branch staff address irritants and paper burden issues brought forward by:

- assessing the issue;
- identifying the responsible regulator, and
- ensuring the issue is resolved or the reason for the regulation or process is understood.

The branch has worked with industry groups such as the oil and gas industry, the Hotels Association of Saskatchewan, the Canadian Federation of Independent Business and the Electrical Contractors Association of Saskatchewan to address regulatory red tape and paper burden affecting their sectors. Staff also work with individuals of various businesses to identify and resolve specific concerns that impact their operations.

To assist in its ongoing efforts, the branch has recently added Colleen Mackenzie to the Saskatoon office of the Industry Development Unit, Saskatchewan Industry and Resources, 206-15 Innovation Place. Colleen can be reached at 933-7209 or email at cmackenzie@ir.gov.sk.ca. An on-line survey is also available at www.ir.gov.sk.ca/survey for businesses to identify business irritants and red tape burdens.

PORK PRODUCERS SEEK CONSULTATION

Sask Pork, an industry organization representing Saskatchewan's pork producers, took issue with remarks made by the Minister of Agriculture in the Legislature recently.

Joan Steckhan, Director of Industry Development for Sask Pork, disagreed with the Minister of Agriculture that a consultation process on employment standards for the hog industry is underway. *"Unfortunately, on May 1 after only one meeting, the Minister's consultant cancelled the consultation process mentioned by Minister Serby. He told our representatives that there would be no further meetings,"* Steckhan said. *"From the point of view of producers, there is no consultation process taking place. Our industry has repeatedly asked the Minister for meaningful consultation on this issue. If the Minister could get a real consultation process started, producers would be very happy."*

Saskatoon and District Chamber of Commerce - Board of Directors

Executive

Executive



Al Scholz, PAg
Excel
Telecommunications



Ken Wood
Saskatchewan
Place



Coni Evans
Radisson Hotel



Ted Farr
Rawlco
Communications



J. Blair Knippel
Deloitte &
Touche LLP



Ron B. Kocsis



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Marketing
Sponsored by: *SaskTel*
Philom Bios Inc.



Strategic Alliance
Sponsored by: *The Saskatoon Foundation*
Children's Health Foundation and
Yanke Group of Companies



Athena® Award
Sponsored by: *Business & Professional*
Women - Saskatoon
V. Lynne Pearson



Business of the Year
Sponsored by: *Bank of Montreal*
Philom Bios Inc.



Award of Innovation
Sponsored by: *Innovation Place &*
University of Saskatchewan Technologies
Dr. Jeremy Lee & Dr. Palok Aich
Metal Containing Nucleic Acids
(M-DNA)



New Business Venture
Sponsored by: *Innovation Place*
Norampac – Saskatoon Division



Hall of Fame 2002 recipient
Sponsored by: *Royal Bank of Canada*
Howard Stensrud

Congratulations
to all the
Winners!

Saskatoon and District Chamber of Commerce - Board of Directors



Ken McDonough
Interim Executive
Services



Asit Sarkar
U of S -
International



Vlatka Tustonic
TRLabs



Cliff Wiegiers
Wiegiers
Financial



Arlene Wiks
CIBC

BUSINESS EXPO 2002

OCTOBER 8th & 9th, 2002
 SASKATCHEWAN PLACE
 Title Sponsor: SaskTel

Show Hours:
 Tuesday • 11:00 am - 7:00 pm
 Wednesday • 11:00 am - 7:00 pm

* SASKATCHEWAN'S PREMIER BUSINESS SHOW *

Featuring:

- Speakers Corner
- Two Business Expo luncheons
- Wine and Cheese on Tuesday and Wednesday from 3-7 pm (in place of the President's Reception).
- Business Expo 2002 Showguide will be produced and distributed by the Star Phoenix.

For more information contact:

Dennis Neudorf, Phone: (306) 664-0702

E-mail: dneudorf@eboardoftrade.com

or

Tanya Cross, Phone: (306) 664-0713

E-mail: tcross@eboardoftrade.com

"Chamber on Business" Luncheons

Peter Holle

Frontier Centre for Public Policy

Friday, July 5th, 2002

The Saskatoon Inn

"Capturing Opportunities and Creating Wealth
 through Market-based Solutions"

"THINK DIFFERENTLY SERIES"

PRESIDENT'S



Tuesday, June 25th, 2002

The Saskatoon Golf & Country Club
 The West Course

Hole Sponsors:

- 2Send Communications Inc. / Rogers AT&T
- Burger King Restaurants - Saskatoon
- Cameco Corporation
- Canadian Waste Services Inc.
- CJVR-FM / CK750 Radio
- CMA Canada (Saskatchewan)
- Coca Cola Bottling Company
- Confederation Bingo
- Furman & Kallio - Patents & Trademarks
- Global Television
- Lafond Financial Inc.
- Lehigh Inland Cement Limited
- PIC Investment Group
- PrintWest Communications Ltd.
- Quality Hotel - Saskatoon
- Sask Indian Gaming Authority
- SaskTel
- Shaw TV
- SIASST Kelsey Campus
- Uniglobe Travel / Northwest Airlines
- Wieggers Financial

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 2366 Avenue C North
 Saskatoon, Sask. S7L 5X5

Phone (306) 934-2411
 Fax (306) 934-2440
 Email: ceg.energy@sk.sympatico.ca

Saskatoon and District Chamber of Commerce - Committee Chairs

Aboriginal Opportunities



Lester Lafond
 Lafond Financial

Agribusiness Development



Joanne Thompson
 Deloitte & Touche

Business Education



Asit Sarkar
 U of S- International

Celebrating Success



Laura Small
 Women Entrepreneurs

Future Opportunities



Ken Wood
 Saskatchewan Place

Government Affairs



Co-Chair
 Ken McDonough
 Interim Executive Services

Health Opportunities



Dave Dutchak
 MD Ambulance

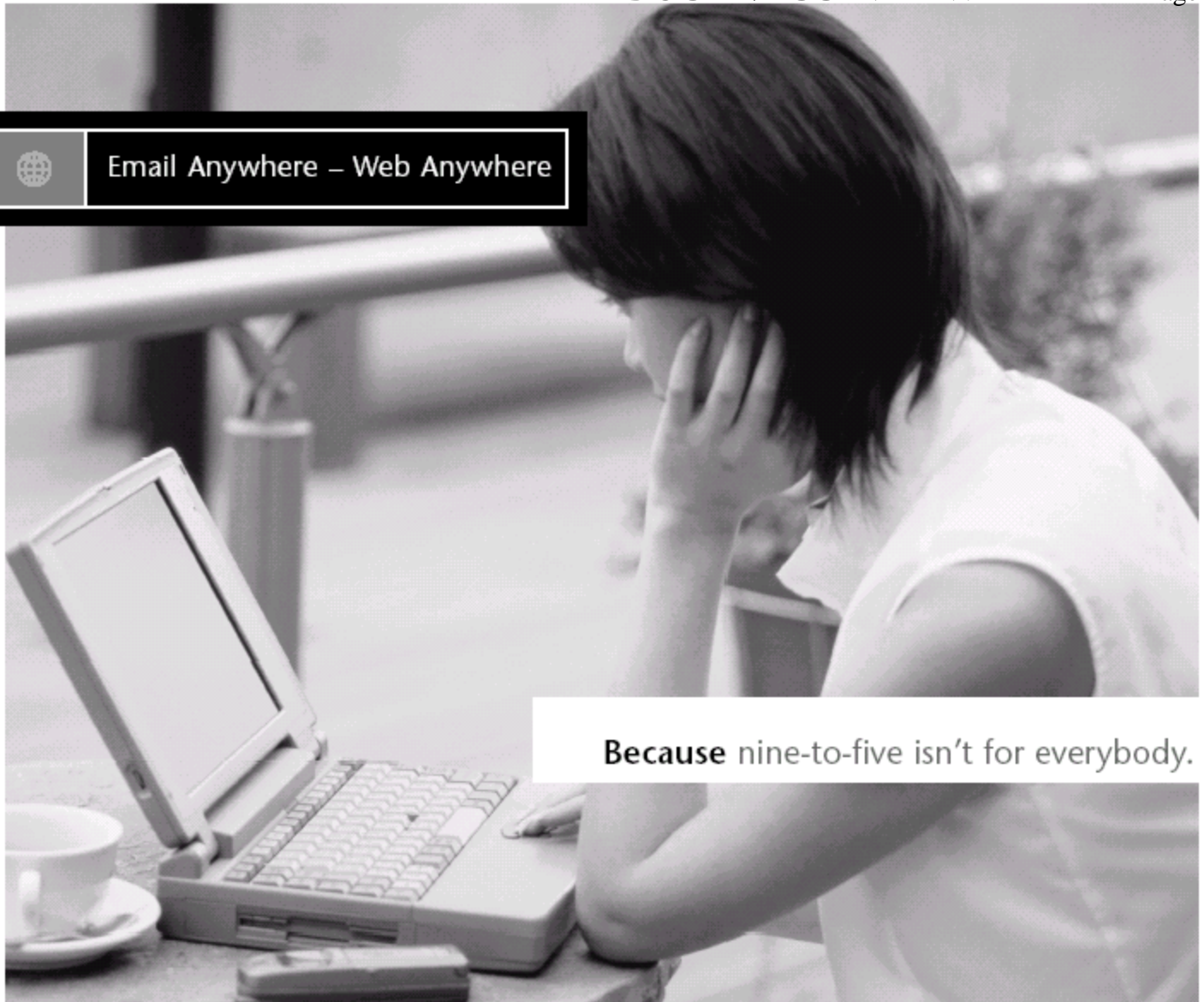
Transportation



David Spearin
 Logistics Marketing Serv.



Email Anywhere – Web Anywhere



Because nine-to-five isn't for everybody.

There are some things you just can't do without. Information is one of them. What would you say to having access to the Internet anywhere? Without the wires.

With *Mobile Browser™* and *Mobile Office*, you'll have access to:

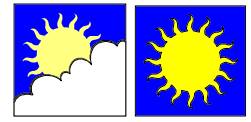
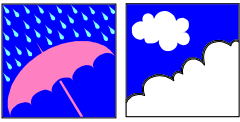
- the World Wide Web
- your calendar and address book
- email and text messaging
- your company's intranet

Until August 31, save up to \$300 on connecting hardware and get your first two months access FREE.

See your SaskTel Mobility Centre, call 1-800-900-3638 or visit our website at: www.sasktelmobility.com

Some conditions apply.

SaskTel 
Mobility



HOUSING WATCH

DWELLING STARTS

January - March

	2002	2001
Saskatchewan	331	240
Estevan	--	--
Lloydminster	2	2
Moose Jaw	1	1
North Battleford	--	1
Prince Albert	--	7
Regina Metro	102	77
Saskatoon Metro	224	148
Swift Current	--	2
Yorkton	--	2

Source: Saskatchewan Bureau of Statistics

DWELLINGS UNDER CONSTRUCTION

January - March

	2002	2001
Saskatchewan	885	697
Estevan	2	2
Lloydminster	2	6
Moose Jaw	2	10
North Battleford	2	20
Prince Albert	11	41
Regina Metro	355	208
Saskatoon Metro	448	383
Swift Current	5	18
Yorkton	58	9

Source: Saskatchewan Bureau of Statistics

Building the Best Business Climate in Canada, Thereby Creating a City of Opportunity.

TRAVEL WATCH

OVERNIGHT TRAVEL TO CANADA

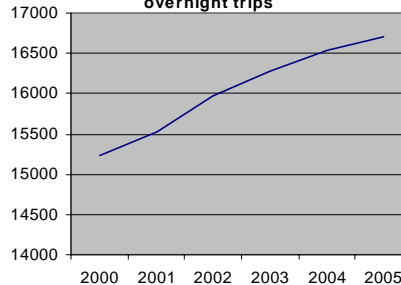
January 2002

	Person trips	% change
United States	610,251	-1.60%
Mexico	5,228	-4.81%
United Kingdom	321	-12.71%
France	13,925	-14.17%
Germany	8,913	-12.78%
Netherlands	2,978	-17.09%
Italy	2,525	-26.45%
Japan	14,457	-20.23%
South Korea	9,421	16.9%
Taiwan	5,099	-31.86%
Hong Kong	5,381	-44.98%
Australia	10,408	-22.44%

Source: Canadian Tourism Commission

FORECAST TRAVEL TO CANADA

Forecast travel from United States to Canada, 2000 - 2005 in thousands of overnight trips



Source: Canadian Tourism Commission

TRAINING WATCH

FORMS OF TRAINING

What forms of training does your firm conduct?

Formal (classes, course)	5.1%
Informal (tutoring, on-the-job)	48.9%
Formal and Informal	39.2%
None of the above	6.8%

Source: CFIB, May 2002

SUPPLIERS OF TRAINING

Which organizations do you find to be the best providers for training?

Private sector consultants	40.0%
Product suppliers	29.5%
Colleges, Universities	14.7%
Other	14.0%
Government Agencies	1.8%

Source: CFIB, May 2002

SKILLS TO BE DEVELOPED

What skills is your business interested in improving in its employees?

Technical Skills	61.9%
Customer Service Skills	60.2%
Computer Skills	52.9%
Marketing Skills	44.1%
Business Management Skills	39.5%
Communication Skills	31.7%
Internet Skills	23.8%
Other	9.6%

Source: CFIB, May 2002

Size Matters

... help others connect with us

Tell your business associates about the work of the Chamber of Commerce.

Refer your leads to:

Dennis Neudorf

Membership Director

Phone: (306) 664-0702

E-mail: dneudorf@eboardoftrade.com

OR

Tanya Cross

Member Service Co-ordinator

Phone: (306) 664-0713

E-mail: tcross@eboardoftrade.com

Fax: (306) 244-8366

BUSINESS VIEW

is the official publication of the **Saskatoon and District Chamber of Commerce**

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