

BUSINESS VIEW

Saskatoon and District Chamber of Commerce



SABEX Hall of Fame

Wright Construction Western Inc.

Sponsored by Royal Bank of Canada



SABEX Community Involvement

Saskatchewan Indian Gaming Authority

*Sponsored by Saskatoon & District
Chamber Past President's Council*

JUNE 2003

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AND THE WINNERS ARE ...



SABEX Customer Service

Centennial Plumbing Heating & Electrical

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Norampac

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SABEX Exports

Superior Cabinets

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SABEX Innovation

Black Sun Inc.

*Sponsored by
PricewaterhouseCoopers LLP*

Continued on Page 5





A VIEW FROM OUR
PRESIDENT
Dan Anderson

This month I would like to discuss further the topic I introduced in May's issue of Business View and examine briefly some of Saskatoon and area's successes in generating ideas and innovation. A glance at the Saskatoon ScienceMap (www.sciencemap.net) quickly makes it clear that Saskatoon-based scientists and others have been developing and marketing innovative ideas for many years. It all started with the founding of the University of Saskatchewan in 1907. For a long time our university was one of the main sources of new ideas, and now many others are coming to Saskatoon to take advantage of research facilities and synergies with local companies.

Let us consider some of our better-known innovation pioneers. Scientists at the University of Saskatchewan, Agriculture Canada and the National Research Council have been on the leading edge of plant breeding and genetic engineering since the mid-1940s. One of the most well known products of Saskatoon-based plant research is Canola, now the largest source of edible oil in the world. In addition to its nutritional uses, Canola is being used as an alternative source of lubricants and fuel for automobiles. Private and public companies now routinely collaborate with academics and research institute scientists to develop new traits for oil seeds and cereal crops, and new products to help enhance the quality and yield of crops.

Commercialization of technology is becoming more common in Saskatoon as researchers work with funding partners to realize the economic potential of their discoveries. But it is not new. In 1965 engineers of the University of Saskatchewan's Space Engineering Division established SED Systems, an aerospace engineering company that currently employs approximately 300 engineers, scientists, technicians and support staff in Saskatoon. In 1980 Arthur Bergan of the Faculty of Engineering took his technology off campus and founded International Road Dynamics. IRD is a world leader in weight in motion sensing and fleet management, and exports almost all of its products.

The list of Saskatoon innovators is long and growing, and is being augmented by companies with no connection to our traditional sources of spin-off enterprises. Some are moving their operations to Saskatoon, while others are establishing partnerships with local and provincial enterprises. Fine examples of our many innovators can be seen in the list of the Celebrate Success award winners that are highlighted in this month's Business View. One intriguing partnership also recently in the news is that formed by Clear-Green Biotechnologies, SaskPower and the Cudworth Pork Investors Group to construct a biogas digester system to produce methane gas from pig manure. Composted fertilizer and a significant reduction in odor associated with hog barns will be the by-products. This project is an example of the kind of innovative thinking that is good for Saskatchewan. It is in the company of other world-class initiatives like the work being done at SHEC Labs to develop a

REMEDIES FOR CANADA'S
AGRICULTURAL HEART

Food for Thought -
Visioning for Rural Saskatchewan

by C.M. (Red) Williams, PAg

Rural Saskatchewan is hardly on a roll yet, but certainly we are over the "blahs" that pervaded every coffee shop conversation a year or so back. There is a quiet confidence emerging now and serious discussions about tapping into this province's tremendous potential. One would have to have a special kind of crystal ball to predict all the developments that will result, but some common sense suggests certain of the more obvious opportunities. My organization, Saskatchewan Agrivision or SAC Inc. for short is in the business of providing visions that are absolutely essential to give direction and inspire the leaders as to what is possible.

Three million head of beef cows and ten million slaughter hogs have been set as attainable goals, which would require one world-class beef processing plant and two to handle the pork. Build 160 million liters of ethanol plant capacity for our needs and then expand with the Canadian market. Take our dominant position as an exporter of unprocessed pulses and turn them into processed product. Upgrade our export standards for grain and oilseeds and ship out only identity preserved niche varieties. Expand the virtually untapped potential for irrigation from the South Saskatchewan, and bring in immigrants who want to irrigate if that is what it takes.



C.M. (Red) Williams

We should not allow ourselves to sit on the opportunities and immense resources of this province any longer. I like the ring of "Rider Pride", and suggest that we adopt "Saskatchewan Pride" as the rally cry for where we are going. We need to have individual and collective visions that are just wild enough to create the needed challenge.

commercial scale process to produce hydrogen from water using solar radiation. The economical production of hydrogen is one of the most important pieces left in the global quest to develop cost-effective hydrogen fuel cells, and SHEC Labs of Saskatoon is a leader in this area.

We must continue to recognize the potential of ideas and not be afraid to pursue them. The results will produce jobs for our young people, economic stimulus for our communities, and a sense of pride in our ability to compete with anyone in the world.

**SASKATOON CENTENNIAL
AUDITORIUM ANNOUNCES
2002 ANOTHER SUCCESSFUL YEAR**

**UNANIMOUS SUPPORT FOR URANIUM
INDUSTRY POLICY SUBMISSION**

The Centennial Auditorium and Convention Centre President and Board of Directors was pleased to announce at its Annual General Meeting the successful results of 2002.

For the 4th consecutive year, the Centennial Auditorium generated a net operating surplus of \$265,000 on gross revenue of \$4,581,137 before any government grants or subsidies. This allowed them to contribute \$168,000 to the stabilization reserve, which has grown to over \$707,000 and is critical in today's challenging business environment.

A short time ago Saskatoon had a convention centre that was worn, dated, and lacked capacity, a theatre that consultants condemned as unsafe and technically obsolete. A decade ago it was a business that lost almost \$1 million a year and hosted fewer than 150 events annually.

For the past few years they have been upgrading this facility. They intend to return this building to its showplace glory of 35 years ago, but to be competitive capacity must also be expanded.

But the world changes rapidly, and change can destroy organizations that do not adapt. Saskatoon Centennial Auditorium's competitors get better and so should they. The duty of their Board is to run the facility in a fiscally responsible manner. After examining other alternatives, they see the casino proposal as the best opportunity to keep from being a burden to the taxpayers of Saskatoon.

The Saskatoon Tribal Council's \$65 million casino project, along with the Centennial Auditorium's \$7 million expansion, proposes to link various sectors of Saskatoon's economy together, creating an exciting downtown with a new dynamic convention and meeting centre.

The auditorium will have more world-class entertainers than ever before, doubling their convention space, and hosting conferences twice as big as today. Saskatoon will be western Canada's home for Broadway musicals. With this expansion and increased activity the auditorium itself will create an additional 175 full- and part-time jobs.

The project creates a large Aboriginal corporation in our city. Working in partnership with the Native people of our city – the fastest growing sector of our population, yet often the most excluded from the opportunities most of us enjoy – could create a major

The Saskatoon and District Chamber of Commerce recently put forward recommendations on the uranium industry that were unanimously accepted at the Saskatchewan Chamber of Commerce Annual General Meeting.

The Saskatoon Chamber recommended that the Saskatchewan Chamber of Commerce express its support for the continued development of the uranium industry in our province.

In addition, it was recommended that the Chamber Board of Directors undertake to express its clear support for the world class Saskatchewan-based resource available to improve the lives of people throughout the world as a safe and healthy source of needed electrical power and health services.

The Government of Saskatchewan has been slow to acknowledge the amazing potential of this industry through the entire value-added chain of activity from extraction to end use in electricity production. The current approach jeopardizes future investment in Saskatchewan.

While a value added uranium opportunity was passed up in the 1970s, another is presenting itself in the form of value added activity in continued and expanded uranium production and possible electrical generation here and around the world. This opportunity will help reduce harmful emissions into the atmosphere caused by other forms of power plants and would help Canada achieve its Kyoto Protocol commitments.

tourist destination. It could add \$2 million annually to the city's coffers, \$5 to \$7 million to local charities, and 500 new jobs for Aboriginal people. The service agreement will pay 2% of the city's tax revenue. The opportunity is enormous.

The Saskatoon Centennial Auditorium's Board of Directors asks the citizens of Saskatoon to see the exciting future that will be created with an expanded auditorium linked to the new casino development. They seek your support for this proposal, which will ensure that Saskatoon continue to have a vibrant and growing business – and a vibrant and growing community.

Source: Saskatoon Centennial Auditorium Annual Report

Saskatoon and District Chamber of Commerce - Board of Directors

President



Dan Anderson
MacPherson Leslie
& Tyerman LLP

1st Vice-President



Laura Small
Women
Entrepreneurs of
Saskatchewan

2nd Vice-President



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A.N. Scholz &
Associates Inc.

Past President



Lester Lafond
Lafond
Financial Inc.

Executive



Jack Brodsky
Saskatoon Blades
Hockey Club

Executive



Coni Evans
Saskatoon City
Hospital
Foundation

**NEW PERMANENT RESIDENT
CARD FOR LANDED
IMMIGRANTS AVAILABLE**

Citizen and Immigration Canada recently provided updated information on the permanent Resident Card for Landed Immigrants and the new process for sponsorship and permanent resident applications.

The permanent Resident Card for Landed Immigrants provides permanent Residents proof of their status for traveling purposes. It is a wallet sized plastic card that replaces the paper IMM 1000 Record of Landing Form as of December 31, 2003. The new card is a more effective means of identifying individuals with Canadian Permanent Residents status.

Only non-secure information is printed on the card, with personal information encoded on the optical stripe that can only be accessed by authorized individuals. The IMM 1000 was a large paper document that had no picture, no privacy, and was easy to make fraudulent use of. The new card resists tampering, improving the Canadian Immigration Process by preventing the use of fraudulent information.

In an effort to decrease processing times, a new process has been implemented for sponsorship and permanent residence applications that are submitted on behalf of spouses/partners and dependent children applying from outside Canada. In June of 2002, CIC introduced a joint application kit for these members of the family class, and then in February implemented a new joint kit to decrease processing times further.

This new process includes changes such as up-front medical examinations, allowing applicants to undergo their medical examination prior to their sponsor submitting the joint application to the Case Processing Centre in Mississauga. It applies to Family Class sponsorship and permanent resident applications for spouses, common-law partners, conjugal partners and dependent children applying outside of Canada.

For more information or application forms for any of the above please visit the Citizenship and Immigration Canada web site at www.cic.gc.ca. Contact the PR Card call centre at 1-800-255-4541 for additional information. Call 1-888-242-2100 for sponsorship information

**CAMECO REPORTS INCREASED
EARNINGS FROM BRUCE POWER IN Q1**

Cameco Corporation recently announced its interest in the Bruce Power Limited Partnership will contribute \$49 million of pre-tax earnings (\$33 million after tax or \$0.59 per share) to its first quarter results. Cameco's interest in Bruce Power was 15% from January 1 to February 13, 2003 and 31.6% thereafter.

Cameco reports its share of Bruce Power results to coordinate with the announcement of TransCanada PipeLines Ltd.'s first quarter results, which also included earnings from Bruce Power.

Bruce Power's results were exceptionally strong due to two factors:

- the four Bruce B units achieved an aggregate capacity factor of 100% for the entire quarter, the best performance in the plant's history, and
- the spot price of electricity was higher due to the severe winter weather experienced in Ontario.

Earnings from Bruce Power will represent most of Cameco's first quarter earnings. As previously disclosed, Cameco's earnings fluctuate from quarter to quarter due to timing of uranium and conversion deliveries, which are at the discretion of Cameco's customers. First quarter earnings from Cameco's other businesses are expected, in total, to be modestly lower than in the first quarter of 2002.

Gerald Grandey, CEO of Cameco Corporation, would like to express his gratitude to the Saskatoon business community for its support of Cameco and the uranium industry.

Motivational Quote

"All who have accomplished great things have had a great aim, have fixed their gaze on a goal which was high, one which sometimes seemed impossible."

Executive Saskatoon and District Chamber of Commerce - Board of Directors



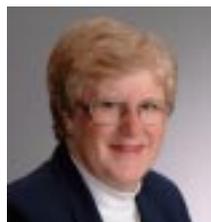
Asit Sarkar
U of S - College
of Commerce



Ted Farr
Rawlco Radio



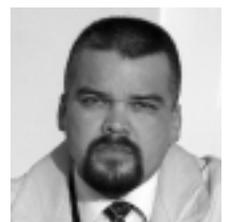
Alan J. Felix
Nu-Fab Burton
Limited
Partnership



Marion Ghiglione
Handy Special
Events



J. Blair Knippel
Deloitte &
Touche LLP



Ron B. Kocsis



SABEX Marketing Brainsport
Sponsored by SaskTel



SABEX New Business Venture
Independent Medical Rehabilitation
Sponsored by Saskatchewan Indian Gaming Authority



SABEX New Product
Pine View Farms
Sponsored by Saskatchewan Research Council



SABEX Strategic Alliance
Rawlco Radio
Brent & Penny's Adopt A Family
Sponsored by University of Saskatchewan



SABEX Business of the Year
Superior Cabinets
Sponsored by Bank of Montreal



Athena® Award
Leanne Bellegarde Daniels
Sponsored by Business & Professional Women - Saskatoon and SaskPower Corp.



Innovation Place / UST Award of Innovation
Inventor:
Dr. Kailash Prasad
Technology:
SDG for Various Disease States
Sponsored by Innovation Place and U of S Technologies Inc.

Congratulations to all the Winners!

Saskatoon and District Chamber of Commerce - Board of Directors



Vlatka Tustonic
Saskatoon Health Region



Cliff Wiegiers
Wiegiers Financial



Arlene Wiks
CIBC



Ken Wood
Saskatchewan Place

Aboriginal Opportunities



Ron Rivard

Agribusiness Development



Joanne Thompson
Deloitte & Touche

WaveCom Electronics announced the formation of a subsidiary company, YourLink Inc., to install and operate a Broadband Wireless Internet Service in the Saskatoon area, allowing access to cable-equivalent high speed internet within and surrounding the Saskatoon region.

zu.com communications has been recognized as one of Canada's new media leaders, named as one of five finalists in the "Employer of the Year" category of the 2003 Canadian New Media Awards.

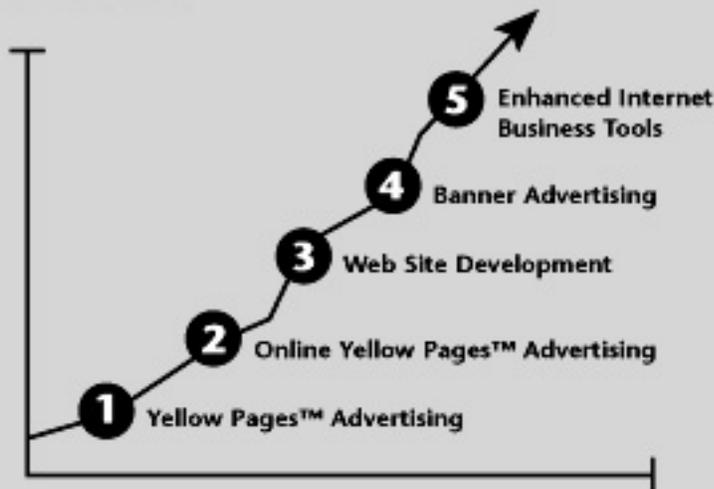
Air Canada has re-launched aircanada.com, offering value, ease, choice and flexibility in domestic airfares. The new on-line booking structure greatly simplifies travel booking and offers low domestic fares in five categories tailored to meet customers needs.

Applications for Young Entrepreneur Awards now Available

BDC recently announced it will be accepting nominations for its annual Young Entrepreneur Awards until June 26th, 2003. Thirteen young Canadian entrepreneurs – one from each province and territory – will receive an award to recognize their accomplishments. All entrepreneurs who reside in Canada and will be between 19 and 35 years old on December 31, 2003 are eligible. Nominees must have at least two years experience.

For more information:
please call 975-4822 or visit www.bdc.ca.

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For a more detailed look at the 5 steps, visit www.directwest.com or call DirectWest toll free at 1.866.355.0333.



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Saskatoon and District Chamber of Commerce - Committee Chairs

<i>Celebrate Success</i>	<i>Future Opportunities</i>	<i>Government Affairs</i>	<i>Government Affairs</i>	<i>Health Opportunities</i>	<i>Knowledge Industry</i>	<i>Knowledge Industry</i>	<i>Transportation</i>
Laura Small Women Entrepreneurs	Ron B. Kocsis	Co-Chair Jack Brodsky Saskatoon Blades	Co-Chair Coni Evans Saskatoon City Hospital Foundation	Dave Dutchak MD Ambulance	Co-Chair Asit Sarkar U of S-College of Commerce	Co-Chair Ted Farr Rawlco Radio	David Spearin Logistics Marketing Serv.

Saskatoon Compensation Surveys

Western Compensation & Benefits Consultants in conjunction with the **Saskatoon & District Chamber of Commerce** invite you to participate in any of the eleven comprehensive surveys.

Take part in the surveys and receive the most comprehensive and timely information available on compensation and benefits. Overall data is shown along with data specific to the market in which you complete for employees. The surveys cover over 350 benchmark positions in addition to providing information on employee benefits, perquisites and employment practices.

Participate and Save!

Participants provide data for any of the surveys by completing a user-friendly questionnaire.

- Saskatoon Chamber members receive 20% off!
- Participate in 6 or more surveys and receive a further 20% off!
- Complete the survey(s) before the deadline to be entered in a draw to receive your surveys FREE!

2003/2004 Annual Compensation Surveys	Participant Price		Non-Participant Price
	Chamber Member	Non-Member	
Clerical/Administrative Support	\$260	\$325	\$500
Middle Management & Professional	\$260	\$325	\$500
Information Technology	\$260	\$325	\$550
Marketing & Sales	\$180	\$225	\$350
Engineering & Technical	\$180	\$225	\$350
Production & Distribution	\$180	\$225	\$350
Employee Benefits/Employee Practices	\$ 80	\$100	\$225
High Technology	\$ 80	\$100	\$500
Executive	\$300	\$375	\$700
Board of Directors	\$200	\$250	\$400
Compensation Policy	\$ 80	\$100	\$225

Sign up by going to the Western Compensation & Benefits Consultants website:
www.wcbc.ca or call **1-800-781-2411**
... Reports published in October 2003 ...



BREAK FOR SUCCESS Networking Breakfast

Thursday, June 26th

Registration ... 7:15 - 7:30 am

Session ... 7:30 - 9:00 am

Quality Hotel Prince Albert Room (2nd Floor)

PRESIDENT'S



Tuesday, June 10th, 2003

Moon Lake Golf & Country Club

Thank you to our Hole Sponsors
The Brick

Cameco Corporation
CJWW / Hot 93 / Magic 98.3
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BUSINESS EXPO 2003

OCTOBER 8th & 9th, 2003

SASKATCHEWAN PLACE

*** SASKATCHEWAN'S PREMIER BUSINESS SHOW ***

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For more information contact:

Denise Winslow, Phone: (306) 664-0713

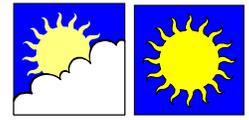
E-mail: dwinslow@eboardoftrade.com

or

Jeff Sharp, Phone: (306) 664-0702

E-mail: jsharp@eboardoftrade.com

Ebon Stables will be hosting a **Tack Sale** on August 17, 2003, with proceeds to help the 4H Club. Call Sharon at 978-1636 for more information.



NUCLEAR WATCH

URANIUM

Saskatchewan's Uranium Mines contain the world's largest and highest grade deposits and produce over one quarter of the world's Uranium.

One kilogram of Uranium provides as much energy as 38.5 tons of coal or 150 barrels of oil.

Uranium's major commercial use as is fuel to power nuclear reactors around the world.

Source: Cameco Corporation

NUCLEAR

Nuclear Energy can cut Carbon Dioxide levels substantially. France increased its nuclear share of electricity from 20% to 70% in less than 10 years and has cut emissions to 30% of 1980 levels.

By 2020, Nuclear Energy will account for about 20% of electricity generation around the world and will be saving approximately 4 billion tonnes of Carbon Dioxide per year.

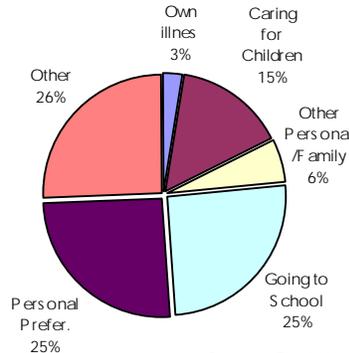
Source: Bruce Power

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

GENDER WATCH

PART TIME FEMALE WORKERS

Reasons Women Work Part Time



Source: Statistics Canada

AVERAGE SALARY

Average Salary Comparison by Gender

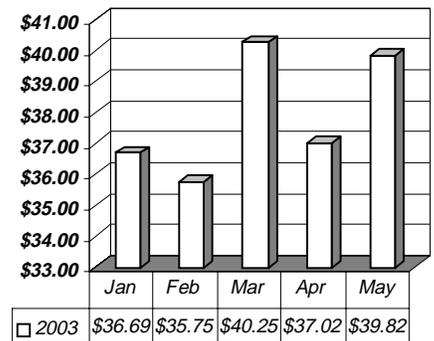
Year	Women	Men
1991	\$30,866	\$44,447
1992	32,200	44,838
1993	31,750	44,040
1994	31,550	45,289
1995	32,288	44,221
1996	31,799	43,679
1997	31,704	45,786
1998	33,839	46,902
1999	32,676	47,091
2000	33,774	47,085

Source: Statistics Canada

BUSINESS WATCH

CAMECO SHARES

2003 Share Price



Sources: Cameco, EIA, Platts Global Energy

CAMECO PRODUCTION

Uranium produced per year at McArthur River: \$8,181,818 kgs

Quality needed to produce equivalent amount of energy as 8,181,818 kgs of Uranium:

Oil (Barrels)	1.23 billion
Coal (Tons)	314,999,993

Current Price

Oil (Barrels)	\$39.88
Uranium (lb)	\$14.84
Coal (12,000 BTU/lb)	\$43.64

Sources: Cameco, EIA, Platts Global Energy

Size Matters

... help others connect with us

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

Refer your leads to:

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Membership Director

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E-mail: jsharp@eboardoftrade.com

OR

Denise Winslow

Project Director

Phone: (306) 664-0713

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BUSINESS VIEW

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

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