

BUSINESS VIEW

September 2003

Saskatoon and District Chamber of Commerce

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Saskatoon and District Chamber of Commerce

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Business Expo 2003

You don't want to miss out on Saskatchewan's premier business trade show **The Saskatoon and District Chamber of Commerce Business to Business Expo**, taking place October 8th and 9th at Saskatchewan Place. Sasktel is the title sponsor of the event this year, which will highlight and focus on the possibilities in the northern parts of Saskatchewan. The Chamber believes it is imperative for Saskatchewan to recognize and promote opportunities that exist in mining, manufacturing, forestry and tourism industries in the northern regions of our Province. It is also important for Saskatoon to strengthen its links to the north as a major supplier, transportation hub, and promoter of these industries, and that is why the event is titled, "Northern Opportunities".

In addition, Business Expo will host a business lunch and several seminars on each day of the two day show, with speakers from various industries. The Chamber will promote Northern Opportunities through these mini events and encourage the sharing of information. You won't want to miss the opportunity to meet and mingle with approximately 100-150 other exhibitors and approximately 2500 business representatives. How else can you show your products and services to so many potential customers in two days?

Please see the back cover of this publication as well as the insert for more information.



Business View gets a face lift

How do you like *Business Views* new look? Recognizing that the newsletter was not meeting its potential, the Chamber asked if we could offer a few suggestions. We were very pleased, and brought a few obvious design problems to their attention.

When you send out a newsletter, it represents your organization to the people who are reading it. You want it to say good things about you and confer a sense of professionalism and authority. Accomplishing this does not always require expensive, full-colour design, but your newsletter does need to be engaging and reader friendly.

We hope our suggestions have improved the readability of the Chamber newsletter and helped them communicate more effectively. If you think your newsletter could benefit from our expertise, please give We Do Newsletters a call at 343-8519.



Photo Courtesy of Stuart Kasdorf Photographics Inc.



The President's View

by Dan Anderson

I am always encouraged when I learn of someone doing something clearly honourable and beneficial in a world that seems to have so much confusion, uncertainty and dissension. I read with interest and pride about the efforts of one of our members to help save an Orca whale that is "stranded" off the west coast of Vancouver Island near Nootka Sound. Luna became separated from his pod (family) in 2001; his mother and others are presently located off the San Juan Islands. There is concern that if he is not soon reunited with his pod, Luna will have to be captured and kept in captivity somewhere, or else he will die. He might die even if he is placed in captivity. The federal Department of Fisheries (DOF) has so far taken a no action approach, leaving Luna to fend for himself, with little hope that he will be reunited with his family.

Ryan Lejbak is a cofounder of zu.com, a local media and web site development company that has won SABEX Awards for New Product, Innovation and Business of the Year. Ryan and his colleagues at zu.com have developed a website (www.ReuniteLuna.com) and are taking other steps to help bring attention to Luna and his predicament, in the hopes that if enough Canadians communicate their concern about this situation, the DOF will do the right thing and reunite Luna with his family.

This summer during a hiking trip on the west coast of Vancouver Island, I had the privilege of seeing a pod of Orcas pass by one evening while we were camped on the beach. Their dorsal fins would surface every few minutes as they very deliberately made their way down the coast. It was a beautiful sight, and certainly instilled in me an appreciation for these animals. There is no way that we should have to accept the second best alternative and have Luna end up in an aquarium, or even worse have the "hands-off" policy of the DOF continue and risk the loss of Luna.

On another front, much closer to home and far from any ocean, it looks like we might be lucky if we even end up with the second best alternative related to the proposed new Casino, that would see millions of private sector dollars spent to build a project that would create hundreds of new jobs. Although I am not convinced that a majority of people in Saskatoon would ultimately have voted against a new Casino in downtown Saskatoon, there was certainly evidence of significant opposition, and this was enough to convince the project's proponents to look elsewhere for a site. As we all now know, their second best alternative is the Whitecap Reserve south of Saskatoon, where they are being welcomed by the Municipality of Dundurn with open arms and helping hands.

To add insult to injury, it would appear that some factions in Saskatoon may not want to stop at preventing this project from happening in Saskatoon, but might also try to prevent the Casino from

being built at Whitecap. Whitecap, some opponents think, might still be too close. They would argue that the new Casino should be nowhere in the vicinity of Saskatoon.

Thus we have opponents now threatening to fight against the proposed Casino going to Whitecap. In addition, we have some on City Council wanting to abdicate any decision-making authority about whether a Casino should be built at Whitecap, arguing that the decision to approve or reject this new location must be made by the provincial government. However, we also have the provincial government seemingly wanting no part of the decision, and through the Framework Agreement has tried to push the decision onto the municipal government. Because it's a divisive issue, there are few who want to take any responsibility to make a fair decision. In the mean time, the proponents are hanging in the wind, trying their best to get on with spending their money and creating those hundreds of jobs. Does this sound like a matter plagued with confusion, uncertainty and dissension?

In my view the answers to both these issues are very clear - Luna should be reunited with his pod (first and best choice), and the Casino proponents should be allowed to build at Whitecap (second choice, but one they are prepared to accept). The leading opponents to the Casino should seriously reconsider their paternalistic position and beliefs, City Council should set aside their concerns and vote positively on the Whitecap option if that is necessary to see it proceed, and the provincial government should do the right thing and exercise its authority responsibly. The last time I checked gambling was legal in Saskatchewan - witness, among other venues, the government owned and very attractive, well run and profitable casino in Regina. If gambling is legal in our province, then the Framework Agreement that places undue restrictions on our Saskatoon businesses to carry out that legal activity should be amended to remove those restrictions.

On yet another front, we all know about the difficult times our cattle producers and others have been experiencing due to the isolated BSE case in Alberta this summer. I recently attended a luncheon organized by Lorne Hadley, Co-Chair of the Chamber's Agribusiness Development Committee. The agenda was to discuss issues related to BSE and the plight of our cattle producers. Brad Wildeman, President of Pound-Maker Adventures of Lanigan and Chair of, among other organizations, the Foreign Trade Committee of the Canadian Cattlemen's Association, was the guest speaker. Both Lorne and Brad are very capable people who are doing their best to improve our Agricultural industries here in Saskatchewan. Brad has been integral in dealing with the BSE situation, and we can all be proud that one of our own is playing such an important and effective role in this crisis. I encourage you to read the rest of this newsletter to find out more about what Lorne and our Agribusiness Development Committee are doing to help Brad and his colleagues in their efforts to re-open the world's borders to our beef.

Please also visit the zu.com website to help Luna. I guarantee that if you take the time to look at the website and send a letter or email to help reunite him with his pod, it will make your day!

Letter to the Editor: Secret Ballots Deserve Our Vote of Confidence

by: *Graham Starmer, President, Manitoba Chambers of Commerce*

It is a little strange to be asked to defend the benefits of a secret ballot process, albeit in the context of unionization, in a country that is as steeped in the democratic tradition as Canada. The secret ballot is a cherished aspect of true democracy. In a successful union vote, it has the power to help legitimize the will of the employees in the eyes of the employer. Even Unions use secret ballot votes on a regular basis while conducting union affairs.

In 2000 Manitoba's Government proposed a series of labour law reforms known as 'Bill 44'. The measures proposed were so troubling that they spurred the formation of the Coalition of Manitoba Businesses, representing over 16,000 employers in Manitoba. The Manitoba Chambers of Commerce was proud to be a part of this temporary coalition and I was honoured to be its spokesperson.

Bill 44 sought to introduce automatic certification where 65% or more of the employees signed union membership cards. While this was only one aspect of Bill 44, it was one of the three issues targeted by the Coalition as the most objectionable. Living out this debate gave me a new-found appreciation for the value of secret ballots, and the weakness of the arguments against them.

Labour suggested that the Coalition favoured secret ballots over automatic certification because we were opposed to Unions. This was incorrect. Further, despite legislative changes in 1985, 1992 and 1996 where Manitoba moved between automatic certification at various thresholds to none at all, the annual level of certification did not change significantly. In short, endorsing secret ballots is not about being anti-union.

Labour also suggested that, "If 65% of the employees sign applications for union membership, they've already 'voted'. Another 'vote' just allows an employer time to threaten, intimidate, coerce, fire or bribe employees to stop them from confirming what they've already said they want." (Manitoba Federation of Labour Advertisement, Winnipeg Sun, August 15, 2000)

'Intimidation' also figures prominently in the arguments of those who want secret ballots, as these ballots prevent (or remedy) any intimidation the Union may have used to get an employee to sign a registration card.

For its part, the business community does admit that there are, unfortunately, some employers who do engage in intimidation. For this reason we have endorsed a shortened election timeline, restrictions on what an employer can say, and stiff penalties for violations.

If there are still injustices in the system, they should be resolved by expediting the adjudication process. Ironically, prior to Bill 44, the Manitoba Federation of Labour suggested this solution rather than eliminating secret ballots: "Worker exposure to employer threats, intimidation and retaliation increase dramatically once an application for certification has been made. Ready ac-

cess to arbitration would both provide speedy justice and act as a deterrent against such attacks." (1999 Annual Brief, December 13, 1999, p. 7)

While we admit to the possibility of intimidation by employers, I have yet to hear a Labour representative admit that Union organizers ever coerce employees into signing registration cards. This does not ring true. Even if there may not be actionable intimidation per se, in a face-to-face campaign for registrations there can be a level of pressure that should not be placed on an employee. During a recent certification process some Manitoba workers were upset that union organizers knew where they lived, with one stating, "That scared me" (Winnipeg Sun, May 16, 2003). While a secret ballot, regrettably, does not prevent this from happening, it gives a person the ultimate safeguard of following the dictates of their conscience within a fortress of solitude.

Even Labour admits that emotions can run high between employees during unionization. In its Bill 44 submission the United Food and Commercial Workers Union, Local No. 832 stated, "In addition, when a vote takes place, it usually splits the employees into two camps, which are often long-lasting." (August 2000 p.7) Consider how much greater this tension would be without the cloak of anonymity provided by a secret ballot.

A secret ballot also allows an employer the opportunity to explain to employees why unionization may not be necessary. There is nothing wrong with an employer responding, in an appropriate manner, to the issue of whether their business should be unionized. The better informed the voter, the more powerful the vote.

From the employee's perspective, secret ballots can also legitimize the will of the co-employees that wish unionization. To the other extreme, eliminating secret ballots in favour of a targeted percentage of card registrations can lead to employees above that percentage being unionized without having been asked.

History has long-since established that secret ballots are the best means of resolving the issues that are important to us. Beware those who seek to cure our ills by sacrificing our virtues.

What is your newsletter saying about you? An effective newsletter does more than simply provide information. When done correctly, it can be the most powerful influencing tool your business has ever had access to. It can increase sales, build loyalty, or foster enthusiasm among employees. To find out how to get more value from your newsletter, give us a call.

If you would like to subscribe to our free e-newsletter, simply send us your email address.

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Food for Thought

by C.M. (Red) Williams

Loans, Collateral and Market Value

Cattle producers are going to have to have sharp pencils to work their way through the next few months. The border is only partly open so that feeders and cull cows are operating under domestic market demand and that will likely continue for at least another three months. The decisions as to how to respond are obviously going to be difficult. On one hand, anyone with loans backed up by anticipated calf sales are in a squeeze, but on the other, with reasonable certainty, the market value for cattle on hand will begin to move up in the next few months.

It is a fact that different people view the market through different eyes. The bankers holding short term loans have had their confidence in the livestock industry's potential shaken and will be estimating the collateral offered on the basis of the current value of the cattle. It will be most unfortunate for those who might have to liquidate at current prices to cover notes coming due. For the cow/calf producer the feeders and cull cows on hand are a depleted asset that will rapidly increase in value by several fold, hopefully by spring. And for those cows that might have been culled this fall it will involve a cost to over winter, however if they are carrying a calf it is appreciating in value also. The feedlot operators have assets that can only be realized if they can get the credit to fill their lots. The finished market should benefit from a supply shortfall in mid-spring that requires yearlings to be started soon. Cattle futures are signaling there will be a strengthening market. This unprecedented market shock to the beef sector will come to an end. Hopefully, producers, feedlot operators, and bankers will hold a steady course.

Chamber Takes Pro-Active Stance on BSE

BSE has had a direct and indirect effect on many businesses and communities in Saskatchewan. The Saskatoon and District Chamber of Commerce Agribusiness Committee has been working on a number of strategies to combat the effects of BSE, and to position our industry for the future.

A working committee was formed that will work solely on BSE and the Saskatchewan beef industry. Members of this volunteer committee include Lorne Hadley - co-Chair of the Chambers Agribusiness Committee, Red Williams, Lionel LaBelle, and Neil Ketilson. A presentation by this Chamber working committee to the Federal Government is in progress, regarding a beef strategy. This working committee believes that there is a way to use the current circumstance to grow and solidify the cattle industry. The strategy is to take advantage of and create opportunities where they exist.

Canadian Beef and BSE Facts

- On May 20th, 2003 the provincial government in Alberta confirmed one cow had tested positive for BSE.
- The last time Canada experienced a case of BSE was in 1993, when a infected cow was imported from the UK in 1987.
- In 2002, Canada exported \$1.8 billion worth of live cattle. A great portion of this was destined for the United States.
- In 2002, Canada exported \$2.1 billion worth of beef. 77% of this was exported to the United States.

Source: Canadian Cattlemen's Assoc.
Canadian Food Inspection Agency

Currently under consideration by the Provincial and Federal Government, is a project proposed by the Vaccine and Infectious Disease Organization (VIDO). The project, called the International Centre for Vaccine Research and Development, would position Saskatoon as a world-leading vaccination centre with its major focus on animal to human disease conversion.

The task force will also prepare a document for the Federal Government's consideration regarding the appointment of a federal BSE management panel designed to assist producers and marketers to deal with this issue over the medium to longer term.

Another Chamber of Commerce Agribusiness Committee project in progress is a letter to other Chambers of Commerce and to trade organizations worldwide. The aim of this letter is to encourage other countries to open the borders to genetic materials and live animals under 30 months from Canada. Working on projects such as this, your Chamber is able to help build the best business climate in Canada, thereby creating a city and region of opportunity.

Saskatoon and District Chamber of Commerce - Board of Directors



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Dakota Dunes Casino Project

The Saskatoon Tribal Council (STC) has recently determined to proceed with the development of a Casino at the Dakota Dunes Resort, approximately 20 kilometers south of Saskatoon. This project is likely to replace a proposal for a destination casino adjacent to Midtown Plaza and the Centennial Auditorium. Despite clear support from the business community, including the support of the Saskatoon and District Chamber of Commerce, a group of opponents caused the STC to reconsider the project's location. While the Dakota Dunes Resort proposed project will have reduced positive economic impact on Saskatoon, the development of a casino there will:

- Generate almost \$50 million in construction activity
- Employ hundreds of people, some for the first time
- Provide a community development corporation fund for quality community ventures, and,
- Dramatically enhance the tourism marketing capacity of Saskatoon.

Casino Facts

The fastest growing industry in the world is Aboriginal Gaming Casinos.

Aboriginal Gaming is a \$27 billion dollar a year business in the United States (1997), with a large portion of that going toward charities.

Harvard University's endowment fund owns stock in gaming companies.

Source: Frontline Gambling Facts

On this basis, our Chamber will support the new venture and work with the investors and proponents to maximize the benefit of this project for the Saskatoon region. The Saskatoon and District Chamber of Commerce Board of Directors wish to articulate their appreciation for the ongoing support our many members expressed during the animated community discussion on this project.

Saskatoon and District Chamber of Commerce – Celebrating 100 Years of Building Saskatoon

Since 1903, the Saskatoon and District Chamber of Commerce has been committed to creating opportunity and building a business friendly city and region. The Saskatoon Board of Trade was formed in 1903, and incorporated in 1907 as the Saskatoon and District Chamber of Commerce. Throughout the years your Chamber and its volunteers have lobbied governments on behalf of the business community, helped create institutions that are now the foundation of our great city, and were instrumental in varied business developments. This month the Chamber releases its 100 Year anniversary magazine, which commemorates and highlights the long and proud history your Chamber has in the community.

Please contact the Chamber for extra copies of this publication.

Chambers Group Plan

A Unique, Exclusive Benefit for Members

It's been more than 30 years since the Chambers of Commerce Group Insurance Plan® took shape. The plan thrives today because the need for it has not changed.

Traditionally, smaller businesses have had the most difficult time getting group benefits. That's why the Chambers of Commerce Group Insurance Plan was introduced in 1970, as a benefit to small members.

But the Chambers Plan, while competitively priced, really emphasizes overall value. It does so through a program that lets business owners customize coverage from dozens of options, and it delivers the critical features employers value, especially when they compare the Chambers Plan to packaged programs. The Chambers Plan delivers:

- Flexible design;
- Pooled benefits (sharing the risk among similar participating firms);
- Guaranteed renewable coverage;
- Guaranteed minimum levels of coverage for companies with 3 or more employees;
- 48 hour processing of typical health and dental claims;
- Optional pharmacy cards for on-the-spot claim payment;
- Direct claim deposit to employees' bank accounts;
- Cost control options and new coverages, from managed health care to critical illness benefits.

Your business shouldn't have to settle for someone else's idea of a group benefit plan, whether you want basic coverages or a comprehensive program. The Chambers Plan – exclusively for Chamber members – puts your company in the driver's seat.

For more information contact:

Mike Lothian

Wiegiers Financial (306) 244-0949

Saskatoon and District Chamber of Commerce - Board of Directors



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News From Our Committees

Submitted by We Do Newsletters

In keeping with the mission statement of the Saskatoon and District Chamber of Commerce, our committees are actively building the best business climate in Canada, thereby creating a city of opportunity. Here's what two of the committees are up to:

Healthcare Opportunities

Plans are moving ahead for the six workshops that will explore building a world class healthcare community in Saskatoon. Debby Criddle of the Nightingale Nursing Group Inc. and a member of the Healthcare Opportunities Committee is organizing the series which will culminate in the 20/20 Health Visions Conference next fall. This year's annual conference has been supplanted by the workshops.

The series kicks off with a brainstorming session on September 19. There, health industry stakeholders and other interested citizens, along with committee members, will refine their thoughts on the challenges and opportunities in becoming a world class healthcare location. The workshop will be facilitated by Vlatka Tustonic of the Business Development Unit of the Saskatoon Health Region and member of the Healthcare Opportunities Committee.

The Medical Mile for Saskatoon, a local consultant's report inspired by Minnesota's Medical Alley, will be presented at Business Expo, October 8, and constitutes another workshop.

What a World Class Aging Community would look like will be examined in November.

Human Resources in the Health Care Sector will tie into the December Industry-Education Council Job Fair.

The February workshop, which will look at Nuclear Medicine, promises to be an eye opener because it will address what's currently happening in Saskatoon and will look at the other side of uranium mining.

It all wraps up next fall with the 2004 20/20 Health Visions Conference, which will address A Focus on the Development of a World Class Health Community.

Government Affairs

The Government Affairs Committee is organizing a seminar on education property tax with the theme There Is Another Way. It is scheduled to take place October 1st. The seminar was inspired by the Commission on Financing Kindergarten to Grade 12 Education, headed by Ray Boughen, former mayor of Moose Jaw. He was appointed in May by the provincial government and is due to report at the end of this year.

At the seminar, there will be presentations from Dr. Don Gilchrist of the Department of Economics at the University of Saskatchewan, Randy Jeworski and Garry Coleman of Deloitte & Touche Inc., and Kent Smith-Windsor of the Saskatoon and District Chamber of Commerce.

Resort owners' associations, rural municipalities, other chambers of commerce, the Saskatoon Regional Economic Development Authority, provincial election candidates, school board candidates and the public will be invited.

Meanwhile, the Government Affairs Committee is making plans to have input into the upcoming provincial, civic and school board elections.

Kevin Wilson of the Labour Laws subcommittee circulated his report on provincial labour issues and received a positive response from the committee. The report documents disenchantment with the current labour laws and regulations.

The Government Affairs Committee wants to meet the Saskatoon candidates in the upcoming provincial election to discuss the issues raised in the report, as well as property taxes, government competition with the private sector and the nuclear industry's exclusion from the Kyoto Protocol.

The Government Affairs Committee is also organizing meetings with mayoral, school board and city ward candidates to exchange views on issues that concern the chamber. And it would like to meet with each of the provincial political parties before the election to present the chamber's perspective on several topics.

A pre-election questionnaire seeking provincial party leaders' positions on labour regulations and competition with the private sector is also being developed.

"The indispensable first step to getting the things you want out of life is this: decide what you want"
- Ben Stein

Saskatoon and District Chamber of Commerce - Committee Chairs



Aboriginal Opportunities
John Lagimodiere
ACS Aboriginal Consulting Serv.



Agribusiness Development
Joanne Boyes
Deloitte & Touche LLP



Agribusiness Development
Lorne Hadley
AGenuity Consulting Inc.



Celebrate Success
Cliff Wiegiers
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Celebrate Success
Arlene Wiks
CIBC



Future Opportunities
Ken Wood
Saskatchewan Place



Future Opportunities
Willy Marcotte
RPS Retirement Planning Services



Government Affairs
Jack Brodsky
Saskatoon Blades Hockey Club

Upcoming Events ...



BREAK FOR SUCCESS Networking Breakfast

Thursday, September 25th

Quality Hotel (Ballroom North)

**Build your business
and networking opportunities**

7:15 - 9:00 am

(Pre-registering is recommended)

Phone 244-2151

Education Property Tax Seminar “There is Another Way”

Brought to you by the
Saskatoon and District Chamber of Commerce
Government Affairs Committee

Wednesday, October 1st, 2003

Sheraton Cavalier

3:00 - 6:00 pm

Presentations by:

Dr. Donald Gilchrist, University of
Saskatchewan, Dept of Economics

Randy Jeworski & Garry Coleman,
Deloitte & Touche, Property Tax Service
Group

Kent Smith-Windsor, Executive Director,
Saskatoon & District Chamber of Commerce

**Don't miss this important session to
learn about Education Property Tax
issues that exist in Saskatoon, and how
they can be overcome.**

\$10 members / \$15 non-members

Please call the Chamber office
at 244-2151 to register

“Chamber on Business” Luncheons

Mayoral Candidates

Friday, October 3rd, 2003

Delta Bessborough Hotel

Please join us for an opportunity to hear from Saskatoon's Mayoral Candidates on leadership and achieving productivity gains within our civic administration. There will be a brief question and answer session after each candidate has presented.

Ms. Shashi Tripathi

Indian Ambassador to Canada

Monday, October 6th, 2003

Willows Golf & Country Club

Cynthia Ramsay

The Fraser Institute

Wednesday, October 15th, 2003

Parktown Hotel

“THINK DIFFERENTLY SERIES”

Members in the News ...

Thank you to *Supreme Basics* for the great business card holders for Break for Success attendees. The next 100 people who attend **Break for Success** will receive a free business card holder courtesy of Supreme Basics.

Congratulations to *Caleb Management Ltd.* on the Official Grand Opening of Emmanuel Village Retirement Community that took place on Sunday, September 7, 2003.

Fay Minifie Consulting is holding a **Core Belief Engineering Basic Seminar ...** October 2-5, 2003 ... 10:00 am to 6:30 pm. Cost is \$595 For details call 665-1954 or go to their website: www.corebeliefinfo.com.

Certified General Accountants Association of Saskatchewan is holding their annual conference on **Developing Professional Excellence** on September 25-27, 2003. Excellent education sessions open to non-members. Friday luncheon speaker is David Hood, President & CEO of ACCPAC International Inc. A banquet on Saturday will recognize members who have been CGA's for 25 years, celebrating the 25th Anniversary of the Association in Saskatchewan. Go to www.cga-saskatchewan.org/frame-events.htm.

Saskatoon and District Chamber of Commerce - Committee Chairs



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Saskatoon City
Hospital
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Health Opportunities
Dave Dutchak
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Health Opportunities
Vlatka Tustonic
Saskatoon
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Knowledge Industry
Ted Farr
Rawlco Radio



Knowledge Industry
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Marketing
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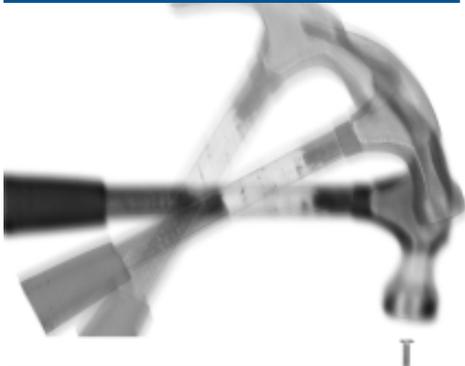
New Members ...

The Saskatoon and District Chamber of Commerce would like to welcome the following businesses who have recently become members:

Amazing Stories Ltd.
Auden Vending
The Blitz
Broadway Embroidery & Clothing Co.
Comfort Pak Canada
The Conflict Management Center of Stoon
Cooke Agencies Ltd.
Industrial Training & Design Ltd.
Java Express
Moving to Magazines
Prairie Airport Shuttle Service (PASS)
ProWest Winter Hockey League Inc.
The Saskatchewan Association of Architects
Sue's Fashions
T.C.S. Tech-Connect Services Inc.
Veillard Consulting
Yelich, Lynne

The hours of service for *Canada Customs & Revenue Agency (CCRA)* counter service in Saskatoon TSO have changed. Effective September 2, 2003, the Client Services counter, payments counter and forms areas will be closed to the public at 4:30 pm (Monday to Friday).
Business Enquiries (1-800-959-5525)
Hours of service for business clients is 8:15 am to 8:00 pm Monday to Friday (except holidays).

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



BUSINESS EXPO 2003

"Northern Opportunities"

OCTOBER 8th & 9th, 2003

SASKATCHEWAN PLACE

Also featuring:

Information & Technology, Food Processing,
Financial Services, Corporate Travel and more!

Luncheon Speakers

Kenneth E. MacNeill, *Chairman & CEO, Shore Gold Inc.*

Shore Gold is a Canadian-based mineral exploration and development company with a project portfolio that covers a diverse range of commodities including diamonds, gold and copper.

Dave Webster, *President, Norcanair*

Norcanair is a scheduled airline operated by Northern Dene Airways Ltd., a charter airline based primarily in northern Saskatchewan.

BOOK YOUR BOOTH TODAY!!

For more information contact:
the Chamber Office at 244-2151 or on-line at www.eboardoftrade.com

The Saskatoon and District Chamber of Commerce and Leadership Saskatoon are proud to announce plans for:

Small Business Week 2003

October 20th - 24th

This year we will hold 3 breakfast speakers who will present topics relating to Small Business ... 7:30 am - 9:00 am

Monday October 20th **Larry van den Berghe**, *Strategies 2 Innovative*
Wednesday October 22nd **Jennifer Minor**, *Meyers Norris Penny*
Friday October 24th TBA

Please see our website for more information as plans progress

Size Matters

... help others connect with us
Tell your business associates about the work of the Chamber of Commerce.

Refer your leads to:

Jeff Sharp

Membership Director

Phone: (306) 664-0702

E-mail: jsharp@eboardoftrade.com

OR

Jim Zaiachkowski

Project Director

Phone: (306) 664-0713

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BUSINESS VIEW

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