

# BUSINESS VIEW

February 2005

Greater Saskatoon Chamber of Commerce

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## Greater Saskatoon Chamber of Commerce

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Publication Agreement # 40052085

## Chamber Relieved Government Comes to its Senses on Available Hours

*- still great concern over what may be next*

The Greater Saskatoon Chamber of Commerce expressed great relief at the provincial Minister of Labour's announcement that the proposed available hours legislation had been scrapped. In addition, we are encouraged by the announcement that a Commission will be established to address the issue of access to employment income, benefits and opportunities to part-time workers. The Chamber maintains that involving stakeholders in a meaningful debate on potential approaches to the issue will yield more positive results than such anti-business, anti-growth legislation as was proposed.

However, although this particular legislation will not go forward, the Chamber is continually asked by current and prospective investors in Saskatchewan "What's next?" There are real concerns by the business community that there is another "shoe to drop." There have

been clear indications from a number of potential investors of significant scale that their projects are now on hold in view of new incalculable risks relating to ill considered new labour legislative initiatives by the government of Saskatchewan. The side effects of this legislative agenda must be arrested for the sake of the province's future.

**Call to Action:** Contact your MLA and offer your support of meaningful, growth oriented, business friendly approaches to job growth. Also, please state your concerns over any further labour legislation that could be equally as harmful to the investment reputation and the future of Saskatchewan. We need a clear commitment from the Government that no further labour legislation that could harm the investment climate will be put forward.



Photo Courtesy of Stuart Kasdorf Photographics Inc.

# The President's View

by Laura Small



It's hard to believe that I am writing my last message for the newsletter as President. It is also amazing how fast a year can pass by. That having been said, from my view it has been a good year for the Greater Saskatoon Chamber of Commerce.

The City is on the verge of tremendous progress. For the third year in a row, the commercial and industrial property tax assessment base in Saskatoon has grown on a per capita basis. This growth marks a significant improvement in Saskatoon's competitive positioning to attract investment and jobs for the future. The City of Saskatoon's municipal tax policy can be largely credited for this growth, generating over \$4 million in new annual property tax revenues. In addition, in recent months, City Council has expressed support of a Chamber resolution to promote the environmentally sound development and expansion of value-added processing of Saskatchewan's mined and grown raw resources. And based on recommendations from the Chamber, they confirmed a commitment to increase productivity and efficiency within their organization.

A sampling of other accomplishments: membership has increased and cancelled memberships have declined; we have been awarded the 2006 Canadian Chamber Annual General Meeting and Conference; we have developed an ongoing, cooperative relationship with the Regina and District Chamber of Commerce; we hosted a very successful workshop with Lou Tice that resulted in 250 residents making a commitment to the positive future of the City; we continued to meet with all levels and sides of government to promote and encourage productivity in their organizations; and we have re-branded the Chamber as "Greater Saskatoon" to more appropriately reflect our vision for the future and the inclusion of neighbouring communities.

At the Canadian Chamber AGM last September, I heard Keith Woods speak and two of his points remain with me. "It's better to lose a member for something you did than for something you didn't do" and "If change on the outside is faster than change on the inside, then your organization is in trouble". For the first point, as a Chamber, we strive for the good of the community as a whole, for building the best business climate in the country and for encouraging economic development.

And for the second point, last fall the Chamber created a "Call to Action" aimed at requesting change to the Provincial Government's anti-business policy framework. As the Chamber has said on many occasions, we are concerned about the worsening business climate and the slow pace of change in Saskatchewan, as we face an ever-accelerating pace of change outside the province. The Call to Action that was circulated to all members pointed out several areas at issue. It is one component of the activities of the Chamber focused on the need for the Province to address the disadvantages facing business. While change has not been forthcoming, we will continue to press the issues.

## Saskatchewan Chamber of Commerce Announces Launch of *Action Saskatchewan: The Gathering 2005*

The *Action Saskatchewan* initiative has made an important contribution to the economic development of Saskatchewan. The *Gathering 2005*, which will be held October 26 and 27, 2005, will allow all stakeholders in the Saskatchewan economy to chart future economic development. Together they will define a new collective vision for Saskatchewan under the *Action Saskatchewan* banner. The purpose is to develop a road map to prosperity which sets out both the action steps, and required accountabilities, to make the vision reality.

There are four components to the *Action Saskatchewan Gathering 2005 Strategy*. We believe it essential that we have an informed dialogue on the future of Saskatchewan among a diverse group of Saskatchewan people. The first two stages are (1) a gathering of the current research on the current state of Saskatchewan and the key drivers of our future and (2) an informed discussion among a diverse group of people across Saskatchewan prior to the Gathering in October. The Gathering, the third phase, will use the information from the research and pre-engagement to build a vision and Action Plan. The final phase is the communication and follow-up of the results of the Gathering of ideas, people and perspectives.

We look forward to working with you in making Saskatchewan a better place to live, work and invest in our Second Century.

For more information, please contact:  
Warren Michelson @ (306) 694-0800

The Chamber is lucky to have a tremendous group of very dedicated staff who always give 110% to the goals and objectives of the Chamber. Keith also pointed out a five point strategy for success for "Next Generation Chambers": good product development; adequate financing from non-dues sources; effective communication; clear leadership and management roles; and strong marketing and membership programs. Due to the commitment of those involved in the Chamber, I believe we are a next generation chamber and will be successful in the long term.

I would like to take this opportunity to thank all of the Board of Directors for their commitment in time and energy to the goals and objectives of your Chamber. It is through the leadership of these people that we were able to move forward toward achieving our goals. Because of their contribution and that of the committee chairs and the executive, my job as President was made much easier.

We have truly operated as a team, and I know that the team is in great hands for several years to come. I wish Jack Brodsky all the best during his term. Thank you to the membership for allowing me the privilege of serving as your President for this past year. It has been a great experience.

## Training Program for Immigrant Women and Men

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The Immigrant Women of Saskatchewan (IWS) Saskatoon Chapter is a regional branch of a provincial organization. IWS is a non-profit, member run organization, dedicated to promoting the full participation of immigrant and 'racialized' women in Canadian Society.

Through the funding of Can-Sask Career and Employment Services, IWS currently offers a 21-week training program to immigrant women and men. This program includes work related Life skills coaching, instruction in English as a Second Language, basic computer training & CPR (as needed) and an 8-10 week work placement. For the work placement component, IWS solicits the help and support of businesses that can provide opportunities for trainees to gain 'Canadian work experience'. Trainees will be matched to businesses according to their goals, skills and education. As the students are in receipt of a training allowance and are covered by student insurance, there is no financial obligation to the employer.

IWS offered a similar program in 2004, and it is through the support of local businesses that 92% of last year's participants have jobs today! For that, IWS is very grateful.

If a student is placed in a business, it is expected that an employer will:

1. Provide an opportunity for a student to work during regular working hours at agreed tasks.
2. Provide information regarding equipment and skills necessary for the job.
3. Provide supervision as would be given to any new employee with comparable skills.
4. Complete an evaluation of the student's attitude and abilities.

The student is expected to:

1. Work during regular working hours at agreed tasks and abide by all other rules.
2. Dress and act appropriately and be prepared for work.
3. Learn and improve/upgrade their skills.

IWS will:

1. Help negotiate goals and expectations.
2. Be available in the event of any disagreement or misunderstanding between the training host and the student.

The work placement is scheduled to take place for 6-10 weeks between April 11th & June 3rd, 2005. If the idea of a work placement or any other aspect of this program interests you (e.g:give a presentation), please contact Smita Garg at 978-6617 or fax/e-mail a Company Profile to 978-6614/smitag.iws@sasktel.net.

## Great Western Named One of the Best Managed Companies in Canada

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Saskatchewan's Great Western Brewing Company has another award to add to their trophy case, but this one isn't an international brewing medal, it's for being one of Canada's 50 Best Managed Companies.

Established in 1993, the annual Canada's 50 Best Managed Companies award recognizes companies who have demonstrated exceptional ability and aptitude in all areas of management and best business practices. A very elite group of national companies have been bestowed with the prestigious honour.

*"Being rewarded for the way we manage our company is an exceptional honour for us,"* states Ron Waldman, President & CEO of the Great Western Brewing Company. *"Everyone in this brewery has worked very hard for the last 15 years, and it's very gratifying to be recognized with such an important national award."*

To be recognized as one of the 50 Best Managed, companies must complete a comprehensive questionnaire, and an extensive, in-depth interview process which is evaluated by an independent judging panel. The panel evaluates how companies address various business challenges such a new technologies, globalization, brand, leadership, leveraging and developing core competencies and designing the right organization and systems to facilitate growth.

*"The Great Western Brewing Company clearly demonstrates innovation, leadership and a focus on their employees and customers,"* adds James Sherry, Executive Vice-President and Managing Director of CIBC, Commercial Banking, a national sponsor of the 50 Best Managed program. *"Their example illustrates that focusing on the fundamentals while maintaining a clear vision yields outstanding results."*

## Chamber On-Line Auction

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Watch for details soon on the Greater Saskatoon Chamber of Commerce's new **On-Line Auction**. Information on how to donate items or services, and how, when and where to bid will be available soon. All funds raised will be contributed to the Chamber's Office Renovation Fund.



# Food for Thought

by C.M. (Red) Williams

## Strangling on Structures

A wise man from Saskatoon impressed upon me one day that advances are always disruptive, and should be considered so when planning. That rather gloomy pronouncement would tend to support the approach of some that resist change on principle, and also takes the starch out of the pie-in-the-sky guys like myself who promote change as the means to correct many of society's ills.

What should be added however is to mention that some change is inevitable, much of it beyond our control and so we may have to cope with the disruption, like it or not. To state a case, we could not continue as hunters and gatherers and so we had to till the land and forever change the nature of soil, many species and water distribution. In a sense there were and are many losers for this benefit to mankind.

In the context of rural Saskatchewan, how much responsibility does the majority have to take and compensate the individual(s) whose services are no longer appropriate due to disruptive change: the road that is no longer needed, or the local water treatment plant that is too large for the few remaining residents? It may be large or very little. Can elected governments deal with this conundrum of winners and losers without slowing all progress? The closer to the people government gets the more critical the problem. And so once regulatory frameworks are developed we have boards and commissions to apply and arbitrate the rules and compensate or penalize: the further from government the more arbitrary decisions become, the closer the more susceptible to pressures. We tend to strangle on structures and slow improvement to avoid the disruptive nature of change.

# Saskatchewan Continues to Trail Alberta Prosperity

*- economic chasm between provinces widens*

A recent study released by the Fraser Institute highlights the growing disparity between Saskatchewan and Alberta. According to the study authors, as a result of a market-oriented economy based on smaller government, competitive tax rates, and a less regulatory environment, Alberta enjoys higher incomes, more jobs and a bright future full of opportunity. By contrast, Saskatchewan's government directed approach is exemplified by larger government, higher, uncompetitive tax rates, public ownership of capital, and a rigid regulatory environment. As a result, the province is faced with many challenges, including a mass exodus of youth and entrepreneurs, stagnating incomes, and dismal job creation rates.

According to the study, Alberta's average per capita income is \$26,170. This is more than 32% higher than the \$19,784 in Saskatchewan. Saskatchewan also lags behind its western neighbour in job growth rates at 0.5% (worst province in Canada) versus 2.6% (best in Canada over 5 years) in Alberta.

The end result of the poor job creation rate in conjunction with the youth exodus reality is Saskatchewan being ranked as having the second worst dependency ratio in Canada - a reference to the second lowest ratio of taxpayers in relation to the general population. This leads directly to an ever-growing burden for those workers and employers who chose to stay in Saskatchewan.

Saskatchewan's lagging performance is not the result of the often perpetuated myth of resource wealth in Alberta, as Saskatchewan is home to literally hundreds of billions of dollars of natural resource wealth that remains locked in as a result of poor government policy choices.

The findings of the Fraser Institute, based in Vancouver, may be indicative of the perception of those outside the province: "The single most important explanation for Saskatchewan's poor performance is government policy. With the most burdensome business tax regime in North America coupled with an overly prescriptive and rigid set of labour markets, the province punishes productive activities such as investment, entrepreneurship, risk-taking, and business development. Saskatchewan has effectively placed a 'Closed for Business' sign on its doors."

The time is now to encourage investment and growth in our communities, to foster and celebrate success, and to create opportunities for our young people here, at home. Policy changes now to business taxation and regulation will result in a province of opportunity with a bright future, and more young people being propelled by new opportunities to stay in Saskatchewan.

The Fraser Institute study, entitled The Alberta / Saskatchewan Chasm Widens, is authored by Jason Clemens and Niels Veldhuis and was published in the Fraser Forum, November 2004 edition.

## Saskatoon and District Chamber of Commerce - Board of Directors



**President**  
Laura Small  
Women  
Entrepreneurs of  
Saskatchewan



**1<sup>st</sup> Vice-  
President**  
Jack Brodsky  
Saskatoon Blades  
Hockey Club



**2<sup>nd</sup> Vice-  
President**  
Coni Evans  
Saskatoon City  
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**Past President**  
Dan Anderson  
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Marion Ghiglione  
Handy Special  
Events



**Executive**  
J. Blair Knippel  
Deloitte &  
Touche LLP



Ted Farr  
Rawlco Radio



Alan J. Felix  
Nu-Fab  
Burton LP

## City of Saskatoon Transit ...

Do you have any employees that need to get to work by 7 a.m. and would take the bus if early morning service was available?

Saskatoon Transit is offering additional bus service for early morning shift workers in key industrial areas of the city. This new bus service will get your employees to work from anywhere in the city by 7 a.m.

This new service is being offered by Saskatoon Transit on a temporary, trial basis. If this service is important to you as an employer, we encourage you to let your early morning shift workers know the service is available.



If you and your employees want to learn more about the benefits of Saskatoon Transit's revised schedule, we encourage you to speak with Colleen Yates, Planning & Special Needs Transportation Supervisor, Saskatoon Transit, phone 975-3575.

## Figuratively Speaking ...

Compiled by John MacIntyre

- Percentage of Saskatchewanians who agree with the statement "if I were to shop online, and the price and the product were the same, I would prefer shopping online at a Canadian owned and operated website versus an international one," according to a survey for Indigo: 62
- Percentage of Saskatchewanians who plan to do most of their online shopping at work: 16
- Year in which women were first granted the right to vote in municipal elections in Canada: 1873 (British Columbia)
- Year in which Alberta and Saskatchewan became the first of the ten provinces to grant women the right to vote in provincial elections: 1916
- Average ticket price to an NHL game (if the season had proceeded), according to the Team Marketing Report: (U.S.)\$43.57
- Average cost to a Detroit Red Wings game, the most in the NHL: \$57.11
- Average price in Montreal: \$40.84
- Average price in Toronto: \$56.90
- Average ticket price in Calgary, the second lowest in the league behind Carolina: \$36.46
- Percentage of Canadians who say they work more than 40 hours a week, according to a survey by Leger Marketing: 22
- Percentage of Quebecers who say they work more than 40 hours a week: 17
- Percentage of British Columbians who say they work more than 40 hours a week: 19
- Percentage of Saskatchewanians who work more than 40 hours a week: 18
- Percentage of Albertans who say they work more than 40 hours a week, the highest of any province in the country: 32

## Saskatoon Chamber States Support for Value-Added Processing of Province's Resources ...

The Board of Directors of the Greater Saskatoon Chamber of Chamber recently endorsed the following resolution:

*The Greater Saskatoon Chamber of Commerce categorically supports the environmentally sound development and expansion of value added processing of Saskatchewan's mined and grown raw resources.*

*These resources include uranium, potash, other mined materials, oil natural gas, as well as agricultural and forestry products.*

*The environmentally sensitive development and value added processing of these resources is fundamental for enhancing provincial prosperity, establishing additional employment opportunities for the people in this province – especially young families and Aboriginal communities, while expanding and diversifying our tax base.*

*To meet our potential, the province requires an approach to public policy starting with a positive business and regulatory climate and an appreciation of the ethos of enterprise, innovation and entrepreneurship which helped to shape this province one hundred years ago.*

## Saskatoon and District Chamber of Commerce - Board of Directors



Jamie McIntyre  
Cameco  
Corporation



Pat McNeil  
Royal LePage  
Saskatoon Real  
Estate



Rob Norris  
U of S -  
Office of  
the Secretary



Douglas Osborn  
MacPherson  
Leslie &  
Tyerman LLP



Vlatka Tustonic  
Saskatoon  
Health Region



Cliff Wiegiers  
Wiegiers Financial  
& Insurance  
Planning Services



Arlene Wiks  
CIBC



Ken Wood  
Credit Union  
Centre

# Hitachi ... Wind Power Continues to Build Saskatchewan Economy

Saskatchewan Premier Lorne Calvert and Minister Responsible for SaskPower Frank Quennell visited Hitachi Canadian Industries' (HCI) manufacturing facility in Saskatoon recently. They were there to find out more about a Saskatchewan economic success story and to see the work that is underway to manufacture the steel towers for the Rushlake Creek Wind Power Project in southwestern Saskatchewan.

"Hitachi Canadian Industries is a great example of how government and industry can work together to achieve great success," Calvert said. "They exemplify the business potential we have right here in Saskatchewan and are another example of our vision of a green and prosperous economy."

Hitachi was awarded the contract to build the towers for Vestas, the world's largest supplier of wind turbine technology. Hitachi will manufacture 83 steel towers – each 67 metres in height that will support a rotating structure called a nacelle which houses the turbine's generators and gearbox as well as anchor the three 39-metre long blades.

"Hitachi is pleased to once again have the opportunity to partner with SaskPower and Vestas," Hitachi Canadian Industries Ltd. General Manager Murray Daku said. "It was through our original partnership on the Cypress Wind Power Project that Hitachi received our first opportunity to invest in the development of wind tower manufacturing capability in Saskatchewan. This capability has resulted in a new product within a rapidly growing market, which we have also been able to export outside of the province and country."

"SaskPower, Vestas and Hitachi have a proven track record because they partnered to build SaskPower's Cypress Wind Power Facility," Minister Responsible for SaskPower Frank Quennell said. "Vestas was awarded the wind turbine supply and installation contract by SaskPower International to build the facility and they in turn looked to Hitachi who have the expertise to manufacture this major component."

"Vestas believed in the Canadian wind energy market early on and has led the industry here with a large majority of installations in the country," President of Vestas Americas, the parent company of Vestas Canada, Tom Carbone said. "We are very proud to once again join with other wind energy industry leaders to contribute to the industrial development of clean, renewable and cost-effective wind power."

The Rushlake Creek Wind Power Project is located approximately 25 kilometres southeast of Swift Current. It is scheduled to be completed by the end of the year. Once operational and running at full capacity, the 83 turbines will generate enough power to meet the needs of approximately 64,000 Saskatchewan households.



One Month FREE Long Distance ... Long Distance Rates As Low As 4.5 ¢ per Minute

Greater Saskatoon Chamber of Commerce Announces A New Membership Benefit - Discounted Long Distance Rates. Sign Up Before March 31, 2005 And Recieve One Month FREE On Your Long Distance Charges

For More Information, Please Contact

Jim Zaiachkowski or Derek Crang at the Chamber Office - 244-2151

or

Parker MacDonald, Manager Business Development, SelectCom - 877-567-3300 x106

## Saskatoon and District Chamber of Commerce - Committee Chairs



**Aboriginal Opportunities**  
Alan J. Felix  
Nu-Fab  
Burton LP



**Agribusiness Development**  
Ben Voss  
BDI - Ben Don  
Innova-



**Celebrate Success**  
Cliff Wiegers  
Wiegers Financial  
& Insurance



**Celebrate Success**  
Arlene Wiks  
CIBC



**Chamber Champions**  
Leigh Pickford  
Pelican Signs  
& Decals



**Future Opportunities**  
Marion Ghiglione  
Handy Special  
Events



**Future Opportunities**  
Michael Gorniak  
Thomson Jaspar  
& Associates



**Government Affairs**  
Jack Brodsky  
Saskatoon Blades  
Hockey Club

Members of the Saskatoon & District Chamber of Commerce receive a 20% discount on this and any of WCBC's 10 other salary/compensation surveys.

For more information please visit:  
www.wcbc.ca/annual

**Call Linda Reid**  
(604) 683-9155 or  
(800) 781-2411  
www.wcbc.ca/annual

WCBC Wages Compensation & Benefits Consultants

## Attract and Retain the Best Executives

Employers face challenges in attracting, motivating and retaining executives. According to a survey recently released by WCBC, employers have responded to these challenges in a variety of ways, but increasing the base salaries has been the most prevalent response strategy.

Our Executive Compensation Survey which contains data from companies across Canada will help your organization set base salaries and bonuses for your executives. The non-cash components of an executive's compensation package constitute a significant proportion of the total compensation paid. Our survey enables you to examine long-term incentives (including equity), executive retirement plans, group insurance plans, vehicle allowances and perks. You will receive separate data for publicly-traded companies and those that are privately-held, as well as various provincial breakdowns.



**Please note  
NEW Deadline!**

Nominations for the SABEX Awards are now being accepted.

Nomination forms and more information available at [www.eboardoftrade.com](http://www.eboardoftrade.com).

Return the completed forms before **4:00 pm on Friday March 11, 2005**

in an envelope marked "confidential" to:

SABEX Awards Selection Committee, c/o Greater Saskatoon Chamber of Commerce  
345 3rd Avenue South, Saskatoon, SK S7K 1M6

### Saskatoon and District Chamber of Commerce - Committee Chairs



**Government Affairs**  
Coni Evans  
Saskatoon City Hospital Foundation



**Health Opportunities**  
Dave Dutchak  
MD Ambulance



**Health Opportunities**  
Vlatka Tustonic  
Saskatoon Health Region



**Knowledge Industry**  
Ted Farr  
Rawlco Radio



**Knowledge Industry**  
Asit Sarkar  
U of S - College of Commerce

Categories Include:  
*Community Involvement*  
*Customer Service*  
*Exports*  
*Growth & Expansion*  
*Innovation*  
*New Business Venture*  
*New Product*

## Executive Team leads Crestline Coach Buyout

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Crestline Coach of Saskatoon is under new ownership following a management-led buyout of the ambulance manufacturer.

The three-member executive team - Tim Morrow, Geoff Booth and Daryl Bitz - spearheaded the purchase with financial support from a syndicate of investment funds. The syndicate includes Crown Ventures Fund and Prairie Ventures Limited Partnership which are managed by PFM Capital Inc. of Regina as well as Kensington Capital of Toronto, which includes the Canada Pension Plan as its largest investor.

Crestline will maintain its manufacturing operations in Saskatoon, Saskatchewan with sales offices in Alberta, Manitoba, Ontario, Quebec, and Saskatchewan.

*"With over 100 dedicated employees and the financial support of our investment partners, Crestline is strongly positioned to pursue further growth opportunities within Canada, the U.S.A., and export markets,"* said Chief Executive Officer Tim Morrow. *"We will continue to manage and operate Crestline with the same business philosophy and commitment to excellence that customers, suppliers, and employees have been accustomed to."*

The members of the former ownership group - Peter Adsten, Ronn Janzen, and Ken Sawatsky - will serve as consultants to the new ownership team. *"We are thrilled to see the management team we worked with for so many years take over the operations and we are confident that Crestline will continue to lead the industry with quality products and customer service,"* said out-going partner Peter Adsten.

The management buyout was made possible by financial support from three private equity investment funds. *"Crestline's strong track record and solid management team made it possible to syndicate the investment to other funds, including a national fund. This says volumes about both Crestline and the province as a place to do business,"* said Randy Beattie, president of Crown Ventures Fund and Prairie Ventures Limited of Regina. *"It's also good for Saskatoon and the province because we're keeping a good company here."*

*"We too are excited about this venture which is our first investment in Saskatchewan,"* said Humberto Aquino, a partner in Kensington Capital. *"We're doubly excited because this is the first transaction in a newly formed co-investment relationship with PFM Capital and the funds that it manages."*

The Greater Saskatoon Chamber of Commerce  
in partnership with the NSBA  
present a luncheon in support of

### Tsunami Relief

**Monday, February 21, 2005** ... The Saskatoon Club

Show your support and hear from the **five local paramedics** from **MD Ambulance** about their experiences in Asia.

Greater Saskatoon Chamber of Commerce  
and On Purpose Leadership  
cordially invite you to a night of

### networking, golf and workshops at the Dome

Join us for a fun evening of networking, dinner and a chance to practice your golf swing.

**Thursday, March 17, 2005**

Registration begins at 5:30 pm  
Ramada Hotel & Golf Dome

## Upcoming Community Events ...

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### Raj Manek Annual Memorial Dinner Thursday, February 24, 2005

The Raj Manek Mentorship Program is proud to announce that Brian Hesje, CEO of Fountain Tire, has agreed to give the Keynote speech at the annual dinner. Brian has a strong entrepreneurial spirit, and is a respected Western Canadian business leader. Expect Brian's keynote speech to be inspiring and engaging. Brian will share his business experiences and comment on the importance of Mentorship in the process of building your business.

To purchase a ticket and for additional details call the Chamber of Commerce at 244-2151

### Saskatchewan Professionals & Entrepreneurs Conference Wednesday, March 16, 2005 ... Centennial Auditorium

Speakers include Bill Rancic, Theresa Sokyryka, Gerald Grandey, LuAn Mitchell-Halter, Russel Marcoux, Kelly Hrudehy, Robyn Regehr, Brad Wall and John Gormley.

For more information contact Amanda Popplewell @ (306) 241-0660. Tickets available at [www.ticketmaster.ca](http://www.ticketmaster.ca)

### WCB Comp Institute 2005

**March 21-23, 2005 ... Delta Bessborough**

Saskatchewan Workers' Compensation Board offers this free educational event about worker's compensation. They have helped employers, union reps, safety officer, human resource professionals – in fact, anyone with an interest in what they do and how they do it – to learn more about Saskatchewan's worker compensation system and their responsibilities to it.

For more information or to register visit [www.wcbask.com](http://www.wcbask.com)



## **BREAK FOR SUCCESS**

Networking Breakfast

**Thursday, February 24<sup>th</sup>, 2005**  
**Quality Hotel**

**Build your business and  
networking opportunities**

7:15 - 9:00 am

To register, phone the  
Chamber Office at 244-2151  
(Pre-registering is recommended)

## **Running Room Health & Fitness Expo**

**April 2<sup>nd</sup> and 3<sup>rd</sup>, 2005**  
**Saskatoon Field House**

Featuring:

- Health and fitness seminars
- Equipment displays
- Interactive displays
- Demonstrations
- Educational workshops

**Book Your Booth Early ...**  
Exhibitor Space Will Not Last Long !  
Call (306) 244-2151

## **“Chamber on Business” Luncheons**

### **Honourable Eric Cline**

*Minister of Industry & Resources*

**“Team Saskatchewan Trip to  
Europe & China”**

**Monday, February 28<sup>th</sup>, 2005**  
Sheraton Cavalier

### **Jean-Pierre Taschereau**

*International Red Cross Delegate -  
Manager of Air Operations*

**“Tsunami Relief Logistics”**  
**Wednesday, March 2<sup>nd</sup>, 2005**  
Saskatoon Club

### **Robert Watson**

*President & CEO of SaskTel*

**“Overview of SaskTel”**

**Wednesday, March 16<sup>th</sup>, 2005**  
Travelodge Hotel

### **Peter MacKinnon**

*President, University of Saskatchewan*  
**“State of the University” Address**

**Wednesday, March 30<sup>th</sup>, 2005**  
Quality Hotel

## **President's Celebration & Annual General Meeting**

**Thursday, March 10<sup>th</sup>, 2005**  
Western Development Museum

Cocktails in Boomtown: 6:00 pm

Dinner: 7:00 pm

Program: 8:00 pm

Thank you to Laura Small, President 2004 and  
Swearing in of Jack Brodsky, President 2005

Entertainment / Music by **We B 50**: 9:00 pm

**Celebrating our past, and dreaming big for the future.**

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



## **Size Matters**

*... help others connect with us*

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

Refer your leads to:

**Jim Zaiachkowski**

**Project Director**

Phone: (306) 664-0713

E-mail: jzach@eboardoftrade.com

OR

**Derek Crang**

**Director of Investor Relations**

Phone: (306) 664-0702

E-mail: dcrang@eboardoftrade.com

## **BUSINESS VIEW**

is the official publication of the

**Greater Saskatoon**

**Chamber of Commerce**

For comments or suggestions contact:

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Research & Operations Director

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Website: www.eboardoftrade.com