

# BUSINESS VIEW

OCTOBER 2006

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## Saskatoon Continues to Lead in Economic Growth in 2006

Once again, Saskatoon is one of the top 3 Canadian cities in economic growth in 2006 according to The Conference Board of Canada's Metropolitan Outlook - Autumn 2006 report released recently.

Saskatoon has exceeded predictions from the last report, Metropolitan Outlook - Spring 2006, where we ranked #9, out of 20 census metropolitan areas, with a gross domestic product (GDP) growth of 2.8%. The forecast for 2006 is now indicating a GDP growth of 3.8% with a ranking of #3, just behind Calgary and Edmonton.

*"Vigorous activity in the minerals sector will allow the Saskatoon economy to post its third consecutive year of rapid growth,"* said Mario Lefebvre, Director, Metropolitan Outlook Service. As a result of solid international demand for metallic and non-metallic minerals, activity increased in non-residential construction and manufacturing. Manufacturing output is predicted to grow by 4.8%.

Construction output is expected to grow by 8.7% in 2006, an increase from 4.5% the previous year. The gains in construction this year are a result of major infrastructure projects and an increase in housing starts that are up 26% over last year. The number of building permits in Saskatoon grew by 14%, while the value of building permits are also up 23.5% over 2005, which resulted in an increased demand for construction trades.

*"We attribute the strong growth of the Saskatoon region to our highly diversified economy, which received an economic structure rating of 93%, indicating that our region is one of the most diverse in Canada,"* said Anne Broda, Director of Business Development, SREDA.

*Source: Saskatoon Regional Economic Development Authority, Media Release, September 14, 2006*

## Greater Saskatoon Chamber of Commerce

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Saskatoon, SK S7K 1M6  
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**Small Business Week**  
**October 15<sup>th</sup> - 21<sup>st</sup>, 2006**



Photo Courtesy of Stuart Kasdorf Photographics Inc.

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Views expressed in **BUSINESS VIEW** are those of contributors and are not necessarily endorsed by, or are policy of, the *Greater Saskatoon Chamber of Commerce*.

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 Fax: 956-7476  
 Website: www.cbcm mediasales.ca  
 Contact: Heather Tatham  
 Category: Advertising / Public Relation and Television Stations

**Daisy's Restaurant**

8-15 Worobetz Pl, Saskatoon, SK S7L 2Y9  
 Phone: 384-1025  
 Fax: 384-3807  
 Contact: David Francis / Ginney Francis  
 Category: Restaurants

**Golf's Carwash Inc.**

1205 Arlington Ave, Saskatoon, SK S7H 2X8  
 Phone: 373-3933  
 Fax: 374-2044  
 Email: golfscarwash@sasktel.net  
 Contact: Scott Lucyshyn  
 Category: Service Stations / Service Station Equipment

**IQ Logistic Inc.**

Phone: 249-6208  
 Contact: Musaddaq Hayat  
 Category: Transportation Industry

**Ravishing Clothing for Women Ltd.**

107 3rd Ave N, Saskatoon, SK S7K 2H4  
 Phone: 343-7991  
 Fax: 343-7988  
 Email: ravishingclothing@sasktel.net

Website: www.ravishingclothing.com  
 Contact: Kim Stranden  
 Category: Retail - Clothing / Costumes

**Saskatchewan Agrivision Corporation Inc.**

2-502 45th St W, Saskatoon, SK S7L 6H2  
 Phone: 384-4491  
 Fax: 244-4497  
 Email: info@agrivision.ca  
 Website: www.agrivision.ca  
 Contact: Al Scholz  
 Category: Non-Profit Organizations

**Wayne's Driveline Ltd.**

201-418B 50th St E, Saskatoon, SK S7K 6L7  
 Phone: 242-1888  
 Fax: 242-3337  
 Email: sales@waynesdriveline.ca  
 Website: www.waynesdriveline.ca  
 Contact: Wayne Chittick  
 Category: Automobile - Parts / Repair / Maintenance and Trucks - Parts / Repair

**WBM Office Systems Inc.**

601 2nd Ave N, Saskatoon, SK S7K 2C7  
 Phone: 664-2686  
 Fax: 664-8717  
 Website: www.wbm.ca  
 Contact: JoeAnne Hardy  
 Category: Computers - Sales / Services / Supplies and Technology

To refer your leads or for membership information, please contact:  
**Derek Crang @ 664-0702**

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## PRESIDENT'S VIEW

Ahh...tis election time. The signs have sprung.... "Vote for Me"! "Vote for Him"! "Vote for Her"! I won't tell you who to vote for (that would be very partisan of the Greater Saskatoon Chamber of Commerce), however I will ask you to get informed, understand the issues that are important to you, and then understand the candidate's



view on those issues. Finally, I feel the need to stress that it is VERY important that you do actually vote.

Our country and many others are putting our Armed Forces in harms' way fighting for democracy in foreign jurisdictions. These brave men and women should be proud that they are fighting for what Canadian citizens truly believe in. Please do not fool yourself by thinking your vote does not count – it really, really does.

The Greater Saskatoon Chamber of Commerce held our Civic Candidate School on October 11th. We presented to approximately 25 candidates our position on the big issues facing Saskatoon for the upcoming City Council. We asked their position on value-added uranium processing, government productivity and education property tax loads. Did you know that over 60 communities in Saskatchewan have indicated that they would support value-added uranium processing in their area? Please tell me that Saskatoon is one of them, considering we are the city where the world's leading uranium companies reside. Where does your candidate stand on this issue? In addition, the current City Council voted to support government productivity agendas in all civic departments. Do you know your candidate's position on productivity improvements? Last, but not least, does your candidate understand the burden imposed on residents and businesses alike by the imposition of education property taxes? The "Education Property Tax" system is seemingly impossible to understand for some reason (a shocker I know). Imagine if it were easy to understand? I bet there would be some serious questions that would demand answers and hopefully serious changes. Will your potential candidate be able to address this aggressively and responsively during their term on City Council?

Your vote on October 25, 2006 is important as Civic Governments are increasing their role and responsibility for growing their respective communities. Without a strong Civic Govern-

ment, Saskatoon cannot grow. The Federal and Provincial governments will not "grow" Saskatoon; they have responsibilities outside of our boundaries. Only Saskatoon residents can grow Saskatoon.

On October 25, it is your privilege, your right and your obligation to vote for Mayor, City Council and School Board Trustees. Moreover, be proud of your decision to vote – your candidate may not win, but an informed and active electorate is the foundation of a strong Civic Government. Therefore, even if your candidate does not win, you still do and our City still does. Moreover, as I have mentioned before....if anything, voting gives you the right to complain and comment in all capacities. You lose those rights if you don't vote. Saskatoon is a fantastic place to live, work and prosper in. Let's keep the momentum going!! Have a great day!

*Coni Evans, President*

## STEP Announces Export of the Decade Award Recipients

A number of companies and individuals were awarded with the Saskatchewan Trade & Export Partnership (STEP) Exporters of the Decade Awards recently.

The awards recognize member companies and individuals that have achieved a decade of outstanding performance, often through sheer tenacity and persistence to overcome periods of adversity. These companies or individuals have also demonstrated leadership in their communities, and as a result, have made an economic impact on growing Saskatchewan.

Several Greater Saskatoon Chamber members were recognized, including:

Canpotex  
Cover-All Building Systems  
Crestline Coach Ltd.  
Hitachi Canadian Industries  
Itracks  
Morris Industries

***Congratulations!***

# Saskatchewan Losing Capacity in Middle of a Boom

From 2001 to 2005, Saskatchewan ranked last in Canada in housing construction per 1000 residents. Saskatchewan's construction rate is less than ½ of the Canadian average construction rate. More houses are being built on a per capita base in every other province compared to Saskatchewan. These other provinces benefit from more jobs for young people, a bigger tax base to fund government services, and a better business climate that serves as a necessary underpinning to attract skilled construction in trade workers.

*“To be beaten per capita in house construction rates, even by Newfoundland and Prince Edward Island, each and every year since 2001 is just shocking”,* said Kent Smith-Windsor, Executive Director, Greater Saskatoon Chamber of Commerce. *“It shows that province wide Saskatchewan governments at all levels have to work hard at changing each and every policy that effects consumer interest in housing construction. To transform this sorry state, changes are needed to improve investor confidence. To improve investor confidence, all elected officials at all levels in Saskatchewan must focus on investment attraction. That investment needs both large and small from, homebuyers, and from business investors. Job creation rates and investment rates are inextricably linked. Saskatchewan must improve its job creation rate just as much as it needs to improve its housing construction rate. Saskatchewan is behind all other provinces in job creation from 2000 to 2005. There is a direct correlation between slow job growth and lagging housing construction. To turn this situation around means changing taxation policies like education property taxes, land transfer taxes, resource base capital taxes, resource royalty rates, and business input sales taxes. Each of these taxation policies inhibits investment and the combination has produced Saskatchewan's abysmal results. Agricultural policy, aggressive pursuit of value added activities, like uranium, and land development policies also clearly must change to encourage investment,”* Smith-Windsor concluded.

The Greater Saskatoon Chamber of Commerce and the Saskatoon & Region Home Builders' Association recommend that municipal governments and school boards develop a more investment attraction-oriented policy mix and that the provincial government:

- reduce education property tax loads (a capital tax);
- change education grant policy underpinnings as they currently punish assessment growth;
- cut land transfer taxes (ISC charges);
- promote waterfront development policies aimed to encourage investment;
- adjust trade apprenticeship rules to increase the number of trades people receiving training thereby expanding the

construction workforce;

- reduce personal income tax rates to improve housing affordability;
- eliminate resource base capital taxes;
- harmonize and reduce sales taxes; and,
- reduce royalty rates on uranium, potash, more categories of oil, gas, and coal.

*“Saskatchewan investors, large and small – including homeowners, clearly need more confidence in Saskatchewan than the current government policy mix provides. Policy changes like the ones we outlined are obvious to anyone who wants to build a brighter future for our province and our youth. Our province has the fiscal capacity to make the changes. We need the political will,”* stated Coni Evans, President of the Greater Saskatoon Chamber of Commerce. Given the resource boom that's occurring in western Canada, this performance is embarrassing and just emphasizes the need for new policy directions at all levels of government in Saskatchewan.

While new housing construction improved in all provinces from 2001 – 2005, Saskatchewan started at the lowest rate and improved the least.

	<u>2001</u>	<u>2005</u>
Canada	5.24	7.92
Newfoundland and Labrador	3.43	4.84
Prince Edward Island	4.89	6.24
New Brunswick	4.62	5.26
Nova Scotia	4.39	5.09
Quebec	3.74	6.70
Ontario	6.15	6.28
Manitoba	2.57	4.02
<b>Saskatchewan</b>	<b>2.38</b>	<b>3.45</b>
Alberta	9.54	12.54
British Columbia	4.26	8.15

*“Saskatchewan's consistently low level of performance shows that there are long term systemic problems in the Saskatchewan government policy mix and it's costing each and every citizen in terms of job opportunities for themselves and their children. The current policy mix has restricted Saskatchewan's tax base choices and has limited citizen choices in housing,”* concluded Smith-Windsor.

Alan Thomarar, Executive Director for the Saskatoon & Region Home Builders' agrees with the Chamber of Commerce's stance on these housing issues: *“Certainly our sense is that this province needs a target more in the order of 10,000 starts per year which is less than 25% of the Al-*

*Continued on Page 5*

## Local Group Benefit Expert Earns National Recognition

Andrea Hansen was recognized as a leading representative of the Chambers of Commerce Group Insurance Plan® at the program's national conference in Mont-Tremblant, Quebec September 7-10. Her achievement is particularly impressive because 2006 was the first year she was eligible to qualify. The top 100 Chambers Plan representatives from across the country were honoured at the conference for experts who met stringent criteria.

Andrea Hansen, of Wiegiers Financial, is the exclusive plan Agency in her area. She is a graduate of the University of Saskatchewan (B.Comm.) and has the earned professional designations of CFP (Certified Financial Planner), and GBA (Group Benefits Associate). Wiegiers Financial's group benefits division specializes in benefits consulting, offering customized solutions and helping businesses become an employer of choice.

In May 2006, Andrea was the recipient of the Saskatchewan Young Professional Award presented by SYPE (Saskatchewan Young Professionals and Entrepreneurs). In 2005, she was nominated for the YWCA Women of Distinction Awards – Youth category. Andrea is actively involved in Business and Professional Women's Club Saskatoon, Greater Saskatoon Chamber of Commerce, Women Entrepreneurs, and the Saskatoon Women's Network.

Nationally, the Chambers Plan provides group benefits to more than 24,000 small and medium sized businesses, members of 900 Chambers of Commerce and Boards of Trade which endorse the program. The Plan was introduced in 1970 to make group benefits – including employee life insurance, health, dental and disability income replacement – available to smaller firms. Today the program offers competitive rates, outstanding guarantees, and many free, value-added features for participants, including Best Doctors® diagnostic support services.

Entrepreneurs, home based businesses, many agricultural organizations, and a full range of industries can get benefits through this unique program – benefits traditionally reserved for the largest companies. As a result, the Chambers Plan has become the largest group insurance program of its kind in the country, providing tangible benefits to members of participating Chambers and Boards. From the National Service Centre, located in Winnipeg, the Chambers Plan is administered by Johnston Group Inc., named one of Canada's 50 Best Managed companies in each of the past five years.

To speak with Andrea Hansen, please call (306) 244-0949.

*Source: Chambers of Commerce Group Insurance Plan®  
Media Release, September 11, 2006*

*Continued from Page 4*

*berta level. Saskatoon is constrained by restrictive land sales policy, outdated development plans and uncompetitive development charges. Furthermore, our ability to recover from the losses in 2005 has been hampered by the fact that the loss of 550 starts resulted in a loss of over 1500 trades people employed in the residential construction industry. Nearly \$100 million in direct impact and over 460 million in indirect (multiplier) impact in the Saskatoon area.” Thomarat concluded.*

Thomarat adds, “*We must plan for growth to regain the capacity to grow.*” Most recent starts released by CMHC for August 2006 indicate an inability to satisfy the pent up demand in the Saskatoon & Region market, in particular Saskatoon city is showing a decline in overall starts dating back to 2003 of nearly 20% for the same period of January to August 2006. This despite that the Saskatoon economy is booming and has been for the last four years.

The Saskatoon & Region Home Builders' Association feels that municipal leaders must align planning with demographic trends, business needs and housing demand that acknowledges the need for growth oriented development. Public policy, land development and municipal planning must respond to the growing demand for new housing forms, the need for new rental housing investment, the imperative to service more land faster and ensuring housing affordability and choice for all people living or seeking to live in the Saskatoon region. Thomarat stated: “*Saskatoon is losing opportunity in the middle of a boom at great cost to all our communities, we must reverse this trend.*”

## Canadian Chamber Calls for National Action Plan on Skilled Labour Shortage

The Canadian Chamber of Commerce is calling on all levels of government to launch a “national business action plan” that would help address the challenges facing Canadian business due to an aging population and acute shortage of skilled workers. The reasons for the skilled labour shortfall are many and complex. They include an aging workforce as the baby boom generation approaches retirement, increased and even unprecedented demand in certain sectors of the economy, too few apprentices, an education system needing closer ties to the demands in the job market, and poor use of immigrant skills. A national business plan should involve key features, including:

- finding innovative ways to retain older workers in the workforce including tax credits and flexible hours;
- mechanisms for increased labour mobility across provincial and territorial jurisdictions;
- accelerated targeted immigration and better recognition of foreign credentials; and,
- a strategy to attract more students into technical and skilled occupations.

*Source: Canadian Chamber of Commerce  
News Release, September 16, 2006*



# Food for Thought

by C.M. (Red) Williams

## Clustering the Province

The Conference Board of Canada has released their study entitled "Canadian Hub Cities – A Driving Force of the National Economy". It makes the point that the major cities, Montreal, Toronto, Vancouver, Winnipeg, the corridors of Calgary – Edmonton and Regina–Saskatoon, St. John's and Halifax for the Maritimes, should receive the bulk of the development funds from the federal government, as opposed to distributing it to all of the urban jurisdictions. Their argument is based on the fact that vigorous core cities will spread their energy to their region and all will thrive. The argument against it just being the big three: Montreal, Toronto and Vancouver, is because there is limit to labour mobility (a point that Saskatchewan might debate in view of our movement to Alberta).

Now this brings us to the ACRE study, led by Dick DeRyk which stated the very same thesis, except it was for the leading centres in Saskatchewan driving the economies of their regions, thereby pulling up the wealth of the smaller communities, which are without the capacity to provide complete services. Most will know that DeRyk took a severe pounding in district meetings from small town mayors to the point that politically it was necessary to water down his recommendations on regionalization.

That brings us to the apparent groundswell that has developed, probably as a result of the DeRyk, Garcia, SARM, and Stabler-Olfert efforts, which is apparent in many efforts to break out of the fetters of municipal government to work at the regional level. Even the revised Planning and Development Act has the slight scent of regionalism about it. Surely it is time for the provincial government to officially recognize the obvious.



## What's Your Language - Perspective on Unclear Industry Language - is diversification the same as value-add?

Farmers are often frustrated when they are told to diversify and get into value-add? Many feel they have already tried that approach and it didn't work. Perhaps part of the difficulty, on both sides, is the meaning of the terms "diversify" and "value-add".

In simple terms, diversification might be generalized as expanding horizontally and raising different types of livestock or growing different crops. This helps spread the eggs into more baskets, but the products for market are still commodities with shrinking margins.

Value-add can be defined as the enhancement a farmer gives its product or service before offering the product for sale [to customers]. A farmer may do this independently or in co-operation with other farmers or with other players in the vertical supply chain.

Supply chains have always existed. It is the steps a product moves from production to the market. Currently, the grains and oilseeds supply chain has squeezed the margins of commodity grain producers. The challenge is to convert the traditional supply chain into a "value chain".

A value chain is a market-focused collaboration between different businesses that work together to produce and market value-added products. The value chain benefits farmers, processors and marketers by responding to market demands, aligning product development, processing, and logistics in an effective and efficient manner.

*Source: Saskatchewan Agrivision Corporation Inc., Monday Morning Memo, September 11, 2006*

## Figuratively Speaking ...

*Compiled by John MacIntyre*

- Year in which Popular Mechanics magazine suggested that: "Computers in the future may . . . perhaps only weigh 1.5 tons": 1949
- Year in which Kenneth Olsen, president and founder of Digital Equipment Corp., stated: "There is no reason for any individual to have a computer in their home": 1977
- Number of personal computers in use in Canada in 2005, according to Computer Industry Almanac: 23.8 million
- Percentage of recruiters who say the most common mistake job applicants make is talking too much, ranking it the most common mistake out of all mentioned, according to a global survey by Korn/Ferry International: 36
- Percentage who say the most common mistake job applicants make is having a lack of knowledge about the company or the position: 22
- Percentage who say an over-inflated ego is the most common mistake in job interviews: 16



CUSTOM HOUSE

## 10th Anniversary Speakers Series

### Luncheon Featuring a keynote address on "*Competing in the 21st Century*" by The Honourable Perrin Beatty, President & CEO of Canadian Manufacturers & Exporters

Business as usual is not an option for Canada's manufacturers and exporters. Change is engulfing Canadian industry at an unprecedented pace and changing the rules of the game as we know them. Time is emerging as the currency of the 21<sup>st</sup> century and being competitive means being the best in the world. Perrin Beatty will outline how all Canadians must work together to manufacture a prosperous future for our country, our industries, our businesses and our residents.

**Date:** *Wednesday, November 15, 2006*  
**Time:** *11:45 a.m. Registration*  
*12:00 p.m. Lunch*  
*12:30 p.m. Keynote address*

**Location:** Galaxy B Room, Saskatoon Travelodge Hotel  
106 Circle Drive West, Saskatoon, Saskatchewan

**RSVP:** Please complete the registration form and fax it to 306-787-6666 no later than **Friday, November 10, 2006.**

**YES, Please register me for: Luncheon Featuring The Honourable Perrin Beatty, President & CEO of Canadian Manufacturers and Exporters**

Name: \_\_\_\_\_  
 Company: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Method of Payment:

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(Please make cheques payable to Saskatchewan Trade and Export Partnership)

Name on Card (please print): \_\_\_\_\_  
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 Card Number: \_\_\_\_\_ Expiry Date: \_\_\_\_\_

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**STEP Members**  
 \_\_\_\_\_ X \$25.00 = \_\_\_\_\_  
 Corporate Table (8 seats)  
 \_\_\_\_\_ X \$175.00 = \_\_\_\_\_  
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 Corporate Table (8 seats)  
 \_\_\_\_\_ X \$245.00 = \_\_\_\_\_  
**Total** \_\_\_\_\_

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Partnership  
#320—1801 Hamilton Street  
Regina, Saskatchewan, S4P 3C6  
Tel: 306-787-7919  
Fax: 306-787-6666

## Planning Underway to Include Saskatchewan in Regional Agreement

On April 28, 2006 the governments of Alberta and British Columbia signed a groundbreaking agreement to eliminate barriers to trade, investment and labour mobility. The agreement created the second largest economic region of Canada.

The agreement will:

- streamline business registration and reporting requirements so that businesses registered in one province are automatically recognized in the other;
- enhance labour mobility by recognizing the occupational certifications of workers in both provinces;
- provide open and non-discriminatory access to government procurement; and,
- create a clear, comprehensive and enforceable dispute avoidance resolution mechanism.

Recognizing that Saskatchewan businesses could gain enhanced market access to this region if the provincial government were to join as a signatory to this nation-leading agreement, the Saskatoon and Regina Chambers of Commerce jointly sponsored a resolution at the provincial Chamber Annual Meeting to encourage the government of Saskatchewan to expeditiously seek the inclusion of the province in the BC/Alberta Alliance. The resolution was supported unanimously.

Greater Saskatoon Chamber of Commerce President, Coni Evans, brought the issue to Premier Lorne Calvert by letter in August. A recent response by the Premier was positive, indicating that the appropriate BC and Alberta Cabinet Ministers and senior official have been invited to meet with Saskatchewan Ministers and officials.

## 2006 ABEX Finalists Announced

The 2006 finalists in the Achievement for Business Excellence (ABEX) Awards were announced recently by the Saskatchewan Chamber of Commerce, sponsors of the competition. Now in their twenty-third year, the ABEX Awards provide provincial recognition for outstanding business achievements.

Numerous local Chamber members are finalists for this year's awards, including:

- **SHEC Labs** (Solar Hydrogen Energy Corp.)  
New Saskatchewan Product & Physical Environment
- **Express Air**  
New Venture & Service Industry
- **BMO Bank of Montreal**  
Community Involvement

## Members in the News ...

The **Saskatoon Airport Authority's** 2005 Annual Report, *Saskatoon Airport Authority "Growing With our Community"* received the Silver Award, category – Airport Management Corporation, at the International ARC Awards Gala on September 14, 2006.

**Great Western Brewing Company** was selected as the official beer sponsor of The Rolling Stones' A Bigger Bang Tour performances in Regina. *"There was a combination of factors that resulted in Great Western Brewing being awarded the sponsorship, but we were advised that our level of professionalism and the strength of our commitment to helping the City of Regina host a first-class concert were two key factors that helped us surpass and out shine our competition,"* said Ron Waldman, Great Western Brewing President and CEO.

**Lester D. Lafond**, Past-President of the Greater Saskatoon Chamber of Commerce and prominent local business person, will be invested into the Saskatchewan Order of Merit on November 1<sup>st</sup>, 2006 in Saskatoon.

**The Saskatoon Regional Economic Development Authority (SREDA) Inc.** Board of Directors recently announced the selection of Alan Migneault as Chief Executive Officer for the organization.

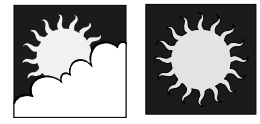
**Itracks** recently won two provincial awards. Saskatchewan Trade & Export Partnership acknowledged Itracks as an "Exporter of the Decade" as part of STEP's 10<sup>th</sup> Anniversary celebrations, and the Saskatchewan Awards for Communications and Creative Excellence (ACE) presented Itracks with an Award of Merit for Marketing.

- **Canada Safeway Ltd.**  
Community Involvement
- **Yanke Group of Companies**  
Community Involvement & Service Industry
- **SandCastle Resort**  
Service Industry & Young Entrepreneur of the Year
- **1-800-GOT-JUNK?**  
Marketing
- **Swimming Pools by Pleasureway**  
Service Industry
- **Dennis Goll of West Wind Aviation Inc.**  
Business Leader of the Year

The ABEX Award Dinner will be held on Saturday, October 28<sup>th</sup> in Regina.

*Source: Saskatchewan Chamber of Commerce  
Media Release, October 5, 2006*





## HOUSING WATCH

### 2nd Quarter

2006 2005 Change

#### Dwelling Starts

Prince Albert	19	51	-62.7%
Regina Metro	279	262	6.5%
Saskatoon Metro	443	383	22.0%
Swift Current	11	23	-52.2%

#### Dwelling Completions

Prince Albert	9	15	-40.0%
Regina Metro	284	154	84.4%
Saskatoon Metro	233	294	-20.7%
Swift Current	4	21	-81.0%

#### Dwellings Under Construction

Prince Albert	16	42	-61.9%
Regina Metro	735	858	-14.3%
Saskatoon Metro	903	1009	-10.5%
Swift Current	11	14	-21.4%

### January - August

2006 2005 Change

#### Dwelling Starts

Regina Metro	641	571	12.3%
Saskatoon Metro	937	729	28.5%

#### Dwelling Completions

Regina Metro	611	652	-6.3%
Saskatoon Metro	678	646	5.0%

## TRADE WATCH

### January - July

(\$'000,000)

2006 2005 Change

#### Exports (SK)

Agriculture/Fishing Products	2,194.0	1,774.2	23.7%
Energy Products	3,442.8	2,562.5	34.4%
Forestry Products	335.4	524.2	-36.0%
Industrial Goods	1,990.5	2,258.1	-11.9%
Machinery/Equipment	379.6	376.0	1.0%
Automotive Products	35.3	39.7	-11.1%
Consumer Goods	18.0	17.6	2.3%
Special Transactions	72.3	69.4	4.2%
<b>Total Exports</b>	<b>8,467.9</b>	<b>7,621.7</b>	<b>11.1%</b>

#### Imports (SK)

Agriculture/Fishing Products	140.2	149.4	-6.2%
Energy Products	110.5	46.4	--
Forestry Products	12.1	13.0	-6.9%
Industrial Goods	1,055.9	898.0	17.6%
Machinery/Equipment	1,745.4	1,551.9	12.5%
Automotive Products	585.7	480.8	21.8%
Consumer Goods	140.4	140.9	-0.4%
Special Transactions	8.4	12.2	-31.1%
<b>Total Exports</b>	<b>3,798.6</b>	<b>3,292.6</b>	<b>15.4%</b>

## RESOURCE WATCH

### January - June

2006 2005 Change

#### Mineral Production (SK)

Crude Oil	12,203	11,981	1.8%
Natural Gas	4,843	4,746	2.1%

### January - July

Salt	585	614	-4.7%
Potash K2O	3,990	5,977	-33.2%
Other*	6,081	6,341	-4.1%

\* Includes Potassium Sulphate, Ammonium Sulphate, Bentonite, Coal and Uranium Gold and Base metal will be included quarterly.

### January - May

#### Total Sales of Selected Petroleum Products (SK)

Cubic Metres			
Propane & mixes	33,011	23,936	37.9%
Butane & mixes	15,407	7,129	--
Aviation gasoline	1,765	1,704	3.6%
Motor gasoline	764,017	684,325	11.6%
Premium	15,537	15,216	2.1%
Midgrade	1,509	2,465	-38.8%
Reg no-lead	746,837	666,431	12.1%
Aviation turbo fuel	29,680	26,515	11.9%
Kerosene stove oil	9,223	7,543	22.3%
Diesel fuel	736,430	743,134	-0.9%
Light fuel	5,917	4,788	23.6%
Heavy fuel	57,249	22,518	--
Asphalt	17,378	21,345	-18.6%
Lube oils & grease	38,296	22,659	69.0%
<b>Total net sales</b>	<b>1,736,302</b>	<b>1,582,786</b>	<b>9.7%</b>

Source: Government of Saskatchewan  
Bureau of Statistics  
Monthly Statistical Review  
Volume 32, No 10, October 2006

## Place your advertisement HERE

For more information contact:

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OR

Derek Crang @ (306) 664-0702e-mail: dcrang@eboardoftrade.com

## Maple Leaf Changes and Weyerhaeuser Operation Reduction show that the provincial business climate still needs work

The recent cancellation of Maple Leaf expansion plans and facility phase out, combined with seemingly growing forestry rationalization in the province shows that the Saskatchewan business climate still needs work. While changes in SaskPower's co-generation policy, provincial sales tax harmonization with GST, and reduction in property tax loads for education funding may not have changed these corporate decisions, it is also clear that provincial government in action on these policy issues did not help the situation.

## Special low rates exclusively for members of the Greater Saskatoon Chamber of Commerce



1.75%

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For more information, or to apply, call (306) 244-2151

## “Chamber on Business” Luncheons

***Celebrate Success!***  
**Nominations Luncheon**  
**Tuesday, November 7<sup>th</sup>, 2006**  
Sheraton Cavalier

**Peter Holle**  
*President, Frontier Centre for Public Policy*  
**"New Frontiers in Public Policy"**  
**Wednesday, November 15<sup>th</sup>, 2006**  
The Saskatoon Club

**Peter Tertzakian**  
**"A 1000 Barrels a Second" Book**  
**Tuesday, November 21<sup>st</sup>, 2006**  
Sheraton Cavalier

**Dave Forrest**  
*Senior Energy Analyst, Casey Research Investment Advisors*  
**"Oil Sands Without Borders:  
Why Saskatchewan's Petroleum  
Reserves Could Rival OPEC"**  
**Thursday, December 7<sup>th</sup>, 2006**  
The Saskatoon Club

## Learn And Be Inspired By The Best!

The Greater Saskatoon Chamber of Commerce is pleased to present a series of learning seminars to help you build a stronger sales team. It's about learning, growth, sales, negotiation, self-esteem, empowerment and fun. The seminars will be provided live via satellite.

**Brian Tracy**  
**"Advanced Selling Skills"**  
**Wednesday, November 29, 2006**  
**Ramada Hotel**

Brian Tracy is one of North America's leading authorities on human potential and personal effectiveness. A Best-Selling Author more than 24 times over, Brian coaches almost a half-million people each year on leadership, management, sales, personal development, strategic planning, goal-setting, time management and many other topics to help people become more successful.

**For more information contact:**  
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SASKATOON ZOO CAMPAIGN

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Call **975-2241** for details.

## Business Showcase 2006

**Building For The Future**

The Greater Saskatoon Chamber of Commerce is proud to present Business Showcase 2006: the only B2B exposition of its kind in the Saskatoon area focusing on bringing together business and business leaders.

This year Business Showcase 2006 will showcase Saskatoon businesses in the CALGARY marketplace. Calgary is one of the fastest growing economies in Canada and has the highest number of head offices in Western Canada, with 9 ranked among the top 50 in Canada. SO WHY NOT CALGARY?? With the growing economy of Alberta, and the need to attract workers from other jurisdictions, The Greater Saskatoon Chamber of Commerce saw an opportunity to take the "Saskatoon Advantage" outside the Saskatoon marketplace.

**October 25<sup>th</sup> and 26<sup>th</sup>, 2006**  
**Executive Royal Inn, Calgary, Alberta**  
(north eastern area of Calgary)

**For more information, contact:**  
**Jim Zaiachkowski @ (306) 664-0713 OR [jzach@eboardoftrade.com](mailto:jzach@eboardoftrade.com)**

