

# GLOBAL VENTURES MAGAZINE

CONNECTING SASKATCHEWAN BUSINESS WITH THE WORLD.

PM# 42591019

VOLUME FOURTEEN ISSUE TWO • SUMMER 2022

## ON THE COVER:

Spotlight on Saskatchewan's  
Manufacturing Sector

## IN THIS ISSUE:

**Norseman Structures**  
Celebrates 100 Years of Selling  
Shelter Solutions

**StoretoDoor Technology Inc.**  
Helps Keep Local Business  
in Business

**Cadence** Makes Estate  
Settlement Made Simple

The Roots for  
**Wildfong Enterprises Inc.**  
Stretch Back more than a Century

**Team Power Solutions**  
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VOLUME FOURTEEN ISSUE ONE • SUMMER 2022

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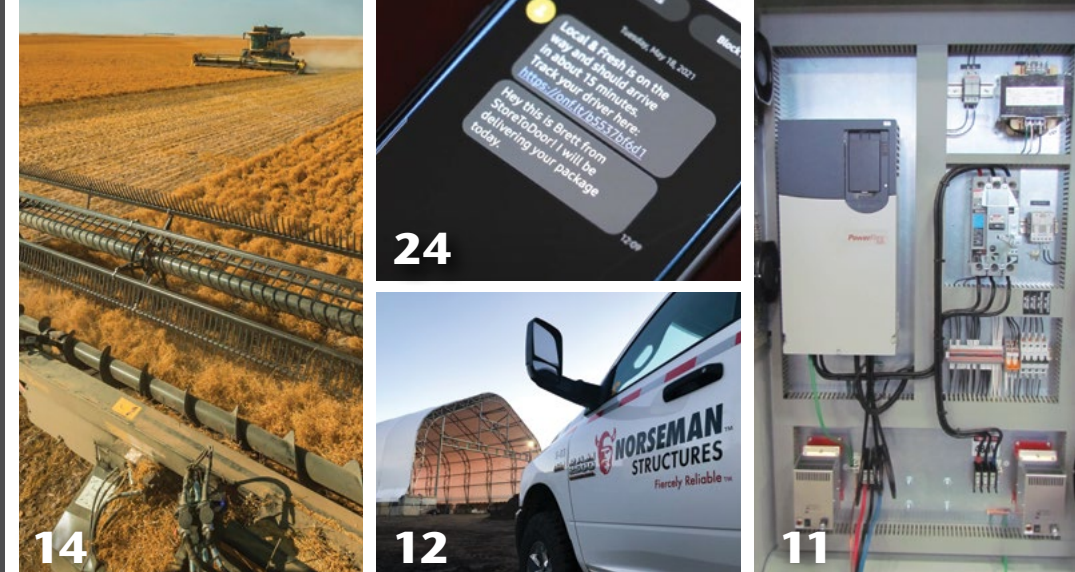
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# PROSPERITY THROUGH TRADE

Our purpose has never been more relevant than over the past year as STEP delivered programs and services to support our members impacted by ongoing worldwide pandemic, logistic and supply chain issues, and extreme weather that shut down access to Port Vancouver and significantly reduced the quality and quantity of the 2021 harvest.

STEP anticipates that global firms will ramp-up production to meet a world that is emerging from COVID-19 restrictions and Saskatchewan is well positioned as a supplier of core goods and services.

Moving forward, there will be challenges. Inflation, labour shortages, ongoing high transportation costs, and regional conflict will continue to pressure the export industry. Through it all, STEP anticipates that global firms will ramp-up production to meet a world that is

emerging from COVID-19 restrictions and Saskatchewan is well positioned as a supplier of core goods and services. The province and our members will benefit from this build up in production and continued commodity price strength. This is certainly the case for our robust manufacturing sector, the feature industry in this edition of *Global Ventures*.

and Ag in Motion (July). And this fall, STEP is planning our Annual General Meeting that will include the presentation of the 2022 Export Award. I encourage members to apply and acknowledge their export success. It's time to celebrate the gradual return to normal and prosperity through trade! 



Chris Dekker  
President & CEO, STEP

## CEO REPORT

## BOARD OF DIRECTORS

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Victoria Rhodes  
Director of Sales, DynaIndustrial, Regina

Scott Sawatsky,  
Vice President of Sales & Marketing,  
Crestline Coach Ltd., Saskatoon

**GOVERNMENT OF SASKATCHEWAN APPOINTMENTS**

Rick Burton, Deputy Minister,  
Saskatchewan Ministry of Agriculture, Regina

Jodi Banks, Deputy Minister,  
Saskatchewan Ministry of Trade and  
Export Development, Regina

Richelle Bourgoin, Assistant Deputy Minister,  
International Engagement, Saskatchewan  
Ministry of Trade and Export Development, Regina

## Building Performance

*The roots for Wildfong Enterprises Inc. stretch back more than a century*



BY MEGHAN HAUKAAS

**FOR AS LONG AS** he can remember, Russ Wildfong had a knack for farming. After growing up on the family farm, it seemed a natural progression for him to eventually take over its daily operations. However, he did not simply become a landowner, he inherited a family passion for the industry, and the drive to create agricultural innovations that continue to make farmers' lives easier. "To me, it's a source of pride," he said.

Wildfong Enterprises Inc. not only provides solutions for performance issues in farm equipment but is backed by plenty of experience in the industry that dates back more than a century. The farm originated in 1918 when Arthur Wildfong settled near Craik and his sons, Bert and Vern, took over the enterprise in the 1940s and expanded into custom combining in the United States.

Bert and his son, Rick, founded Harvest Services in the 1980s where they sold thousands of airfoil chaffers, precision bored concaves, and plastic feeder chains across North America.

Harvest Services was sold in the mid-1990s and by 2014, Rick's son, Russ had taken over the 9,000-acre family farm. Infused with the engineering skills of his forefathers, Russ began manufacturing innovative parts designed using a harder steel than any other manufacturers were using in Canada.

This led to the founding of Wildfong Enterprises, which builds concaves for major industry players such as John Deere and Case IH, as well as providing front accelerators and threshing elements for John Deere combines. Russ said that although combine concaves are the company's "bread and butter," they are always brainstorming new technologies and innovations to accommodate the needs of farmers.

Russ said that his background in farming not only allows him to conceive product ideas, but also manufacture and personally test them to

ensure the quality of the products or design better solutions for improved threshing. He added that a lot of research and development happens right on the farm.

"Just being able to sit in the seat, run it, see what kind of problems we have and how we can fix those problems makes such a difference," he added. "It's pretty much impossible to do that from an office or computer station."


Russ said that perseverance is the key to creating innovation. "I build it and I use it and if it doesn't work... I keep working on it until it does." This tried-and-true reputation is what keeps Wildfong customers coming back for more.

This drive towards agricultural innovation will never overshadow his love for the industry, though. He said, "One of my favourite parts of the job is when farmers phone me," which highlights the collaborative relationship between himself (as a manufacturer) and his customers who need assistance in everyday problems.


Wildfong recently completed a successful sale in Australia, and Russ said they are open to expanding their market beyond North America. After seeing such a positive response and how quickly interest was generated among other farmers in the area, the company's trajectory appears strong.

Russ said that although some new innovations can require a trial-and-error process, customers can trust that Wildfong will do everything they can to ease that process and find a solution. "If there is a flaw or a problem with what the factory has come out with, we are aware of it and are often aware of how to fix it."

For more information visit [wildfongenterprises.com](http://wildfongenterprises.com). 



*Higher quality concaves for a better threshing experience.*



**WILDFONG**  
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# BIZNOTES

STEP members who have noteworthy news are invited to share that information with **Global Ventures** for our BIZNotes section. For further information or to submit content, please contact Angela Krauss, Vice President Marketing and Membership Development at [akrauss@sasktrade.sk.ca](mailto:akrauss@sasktrade.sk.ca).

## SASKATCHEWAN CHAMBER

Welcomes New CEO



The **Saskatchewan Chamber of Commerce** recently named Prabha Ramaswamy as its new CEO. She has been described as a champion of Saskatchewan business and passionate community leader.

Since 2014 Ramaswamy was the CEO of the non-profit, membership-based organization **Women Entrepreneurs of Saskatchewan** (WESK). She launched both Matchstick – the first program in Western Canada to support Indigenous women entrepreneurs, and Charter Champions – the first charter designed to enhance the support of Saskatchewan's women-owned businesses.

Ramaswamy said she looks forward to working with stakeholders to build the strongest business eco-system in Canada. "Saskatchewan has what the world needs and is well-positioned to be a leader – particularly at this juncture. Our continued growth will transform the business landscape and create opportunities to enhance competitiveness, and boost investments and trade," said Ramaswamy.

## SREDA

Launches SK Startup Institute



The **Saskatoon Regional Economic Development Authority** (SREDA) recently announced the launch of a province-wide entrepreneurship program called the **SK Startup Institute**.

One of the first places for entrepreneurs to go when starting a business in Saskatchewan is the SK Startup Institute, formally known as

Square One. The program serves all people and all types of businesses throughout Saskatchewan and is funded by Prairies Economic Development Canada to strengthen the local economy by supporting entrepreneurs.

SK Startup Institute's services include free one-on-one business advice and set-up assistance, insightful market research reports, educational seminars and more. The program website at [skstartup.ca](http://skstartup.ca) provides a wealth of self-serve resources, including on-demand webinars and referrals to qualified business experts. Entrepreneurs can also book appointments online to speak with an SK Startup Institute Advisor for more personalized assistance.

## NUTRIEN and CAMECO Report Increased Sales



**Nutrien Ltd.**, the world's largest fertilizer company, recently announced a boost in its anticipated outlook for profit growth and cash flow this year, saying they plan to sell more potash as crop-nutrient prices soar around the world. The company is projecting earnings-per-share of US\$16.20 to US\$18.70 (on an adjusted basis), while the previous target was US\$10.20 to US\$11.80.

**Cameco** also recently reported its consolidated financial and operating results for the first quarter reporting net earnings of approximately \$40 million. Their uranium segment alone produced 1.9 million pounds and sold 5.9 million pounds during the first quarter, at an average realized price 34% higher than the same period the year before. Their fuel services segment also saw an increase in average realized prices at 8% higher than in the first quarter of 2021.

Nutrien, Cameco and other mineral companies have benefited from record high prices as Russia's invasion of Ukraine and sanctions

on Belarus threaten a massive portion of the global mineral supply, as they are a major exporter.

## BOREAL HEARTLAND Partners with Singer/Song Writer



Book-loving, tea-drinking singer/song writer Dara Schindelka has recently partnered with Indigenous owned and operated **Boreal Heartland Products** to celebrate the launch of her new album with a specially crafted tea blend. The name of her album, *Saturn Returns*, is also the name of the new tea.

Boreal Heartland is one of many projects that originated in 2017 as an initiative of Kewatin Community Development Association (KCDA), a non-profit organization to promote economic development in the region that provides income opportunities to promote the northern lifestyle. As a result, they have been able to demonstrate their rich and beautiful landscape of boreal forest and flora while ensuring all aspects of the business promote environmental and social sustainability.

"Boreal Heartland is thrilled to work with Dara on her *Saturn Returns* project. We have carefully chosen the ingredients of fermented birch leaf, raspberry leaves and rosehip to form a tea that has floral and fruity notes, but is anchored in earthy undertones and a green aspect that reminds one of the fresh buds in spring. It is the perfect sipping companion as you contemplate the lessons of *Saturn Returns*," said Randy Johns, Manager of Boreal Heartland and CEO of KCDA.

## THREE FARMERS FOODS INC.

Receives \$6.2 Million Investment

District Ventures Capital recently announced the closing of a \$6.2 million equity investment in **Three Farmers Foods Inc.**, Canada's leading brand and provider of whole roasted bean snacks. Investments were led with \$3 million from District Ventures and included \$3.2 million from existing investors including Export Development Canada (EDC), Golden Opportunities Fund Inc., and PIC Investment Group.

Three Farmers is proud to locally source its pulse ingredients from the Canadian prairies along with processing and packaging locally. They are a trusted brand and provider of natural foods. This new investment will support Three Farmers' continued growth in Canada with strategic marketing efforts, along with providing sales and business development support for the company's US expansion efforts.

"We are very excited to welcome District Ventures as a partner in Three Farmers Foods. Armed with the resources required to build our brand and distribution across Canada and the USA and expand our manufac-



turing in Saskatchewan, we will be able to continue to push towards our goal of making whole bean snacking a staple in all households across North America," said Natasha Vandenhurk, CEO of Three Farmers Foods.

## NORQUIN ACQUIRED

by Above Food



Plant-based food company Above Food Corp. recently announced it will be acquiring **Northern Quinoa Production Corp.** (NorQuin). As North America's largest supplier of quinoa the acquisition will add a list of specialty ingredients, capabilities, and customers alongside the existing Above Food platform.

NorQuin boasts a state-of-the-art production facility that supplies specialty ingredients and finished products to the world's largest food companies. The company has also invested more than two decades of research to develop proprietary, higher yield, higher protein, non-GMO varieties of quinoa and partners with growers to produce the highest quality quinoa at scale with complete traceability.

Above Food plans to integrate NorQuin's class-leading genetic capabilities and grower

programs into its disruptive agriculture business, expanding NorQuin's existing grower infrastructure and expanding plant-breeding to a broader base of proteins.

For more information, visit [www.above-food.com](http://www.above-food.com) and [www.quinoa.com](http://www.quinoa.com), or follow the plant-based conversation on social media @above\_food.

## AGT BUILDS New Facility



STEP-member AGT Foods has partnered with Lucent BioSciences to create a new \$19 million micronutrient fertilizer facility near Rosetown. The facility will produce Soileos, which is created by reusing pea, lentil and oat hulls. It is being marketed as a more environmentally-friendly product compared to traditional fertilizers.

Protein Industries Canada, a non-profit funded by the federal government's super-cluster program, invested \$7 million into the project. AGT Foods is currently gutting and remodelling an existing plant in the town. Once completed by late 2023, it is expected to produce 6,500 tonnes per year and create 25 jobs.

# BUILDING BETTER

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# UPCOMING **TRADE** EVENTS



## JULY 2022

### TRADE MISSION: IFT

Date: July 10 – 13, 2022

Locations: Chicago, Illinois

IFT is the largest gathering of product development and R & D decision makers in the food manufacturing sector. More than 20,000 of the world's top food science and technology professionals, representing the most prominent organizations in the global food sector will attend. Attendees will identify trends that will shape the industry and learn about the most recent product, ingredient, and technology developments.

The event brings together professionals involved in both the science and the business of food, experts in R & D, product development personnel, executive management, marketing, procurement, and sales from industry, academia, and government. IFT presents a unique opportunity for STEP members to engage with food manufacturers, importers, distributors, and research and development personnel.

**Contact: Roy Hawat, Senior Director, Agriculture & Agri-value**  
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### INCOMING TRADE MISSION: Ag in Motion

Date: July 19 – 22, 2021

Location: Langham, Saskatchewan

For the 2022 edition of Ag in Motion, STEP will actively promote the show to attract incoming businesses involved in the purchase and distribution of agricultural equipment from markets around the world. STEP will work directly with the show to facilitate international business between foreign visitors and STEP members involved in agricultural equipment manufacturing. Ag in Motion is one of the largest agricultural trade shows in Western Canada and provides an outdoor venue for progressive farmers that want to see and feel the latest agricultural innovations. The show brings innovation to the field through interactive exhibits and live field and crop plot demonstrations.

**Contact: Jeff Cooper, Senior Director, Manufacturing & Technology**  
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### TRADE MISSION: BIOFACH 2022

Date: July 26 – 29, 2022

Location: Nuremburg, Germany

BIOFACH is one of the world's largest organic trade shows with more than 50,000 attendees and 2,900 exhibitors from 144 countries, it is the world's leading trade fair for organic food. Saskatchewan companies will be given the opportunity to sell organic food ingredients to the EU and around the world.

**Contact: Yi Zeng, Senior Director, Asia**  
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## AUGUST 2022

### TRADE MISSION:

#### PWX Public Works Expo

Date: August 28 – 31, 2022

Location: Charlotte, North Carolina

PWX is a major expo event where attendees will spend time on North America's largest exhibit floor for public works equipment and services. The 2022 PWX expects over 5,000 people to attend from municipalities representing the public works space from around North America. STEP will take member companies looking to exhibit or walk the floor space, organize business meetings, and attend networking events.

**Contact: Andrew Doan, Trade Specialist, Manufacturing & Technology**  
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adoan@sasktrade.sk.ca

### TRADE MISSION: Farm Progress Show

Date: August 30 – September 2, 2022

Location: Boone, Iowa

As the largest and most prolific outdoor trade show for the agricultural equipment industry in the USA, the event brings out the best from mainliners and short liners alike. New innovations and product launches are found throughout the show due to significant producer attendance, media participation, and international audiences. STEP will have a display at this show and will supplement the exhibit with one-on-one meetings to support members' business development objectives in the region.

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## SEPTEMBER 2022

### TRADE MISSION: 2022 Food Hotel Asia & Outreach – Taiwan

Date: September 1 – 8, 2022

Locations: Singapore, Asia and Taipei, Taiwan

Food & Hotel Asia (FHA) 2022, the biennial event, is widely regarded as South Eastern Asia's most established trade exhibition in the food and beverage sector. Featuring leading brands from all around the world, the 2022 edition will integrate an array of international food service and hospitality products, making it a well-positioned one-stop business platform for buyers in the ASEAN regions. Supported by the Saskatchewan Trade and Investment Office and the Trade Commissioner Service of the Canadian High Commission in Singapore, STEP will organize an exhibit in the Canadian Pavilion, visit local food and beverage buyers, and attend networking receptions and market briefings. In transit to Singapore, a business program to Taipei is also planned to assist STEP members develop the Taiwanese market. By partnering with the Trade Commissioner Service in Taipei, business tours and B2Bs with local buyers will be organized.

**Contact: Yi Zeng, Senior Director, Asia**  
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### TRADE MISSION: Nevada Mining Association Conference & Reverse Expo

Date: September 7 – 10, 2022

Location: Lake Tahoe, Nevada

The Nevada Mining Association has hosted this event for over 40 years with the Reverse Expo format allowing mining operators to meet with vendors for scheduled meetings. Additional networking events and receptions are scheduled for operators/vendors with STEP attending to connect members with the show meeting platform, attend networking events, and schedule meetings outside of the event hours.

**Contact: Ryan Niemela, Director, Manufacturing & Technology**  
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rniemela@sasktrade.sk.ca

### TRADE MISSION: International Manufacturing Technology Show (IMTS)

Date: September 12 – 17, 2022

Location: Chicago, Illinois

The International Manufacturing Technology Show (IMTS) is the largest manufacturing event in the Western Hemisphere. Held every two years, the event draws nearly 130,000 attendees and 1,250 exhibitors from 117 countries. Record attendance was achieved in the last version of the show due to the dramatic rise in digital technology, automation, and additive manufacturing. Event attendees include multinational corporations, job shops, manufacturing owners, managers, engineers, and visitors looking for solutions to their manufacturing needs. STEP will also arrange meetings between exhibitors and international attendees.

**Contact: Ryan Niemela, Director, Manufacturing & Technology**  
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### TRADE MISSION: 2022 Mining Mongolia

Date: September 19 – 23, 2022

Location: Ulaanbaatar, Mongolia

Partnering with the Embassy of Canada in Mongolia and the Mining Supplier Trade Association of Canada (MSTA), the mission will explore the market and identify opportunities for Saskatchewan companies with underground and open pit equipment and technologies. Mining currently accounts for about 30% of Mongolia's GDP and 85% of the country's exports. The event is Mongolia's largest mining supplier event with the 2019 event hosting 160 exhibitors from 19 countries including Canada. In conjunction with the Canadian Embassy, a Canadian pavilion will be organized to showcase marketing materials and host B2B meetings. STEP members can also secure their own booth space and an industry tour will be organized to visit a copper or gold mine site.

**Contact: Yi Zeng, Senior Director, Asia**  
Tel: 306 533 0738  
yzeng@sasktrade.sk.ca

### TRADE MISSION: BCMSA/PWABC 4th Annual Conference and Tradeshow

Date: September 25 – 29, 2022

Location: Whistler, British Columbia

STEP will lead a delegation to the Public Works Association of British Columbia's Annual Conference and Trade Show. The event will put STEP members in front of key decision makers in local government, including CAOs, Equipment Operators and Public Works Directors.

**Contact: Andrew Doan, Trade Specialist, Manufacturing & Technology**  
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### AGM, Member Reception and 2022 STEP Export Award

Date: September 29, 2022

Location: Saskatoon, Saskatchewan

Saskatchewan Trade and Export Partnership (STEP) is pleased to invite you to attend the 2022 STEP Annual General Meeting and a Member Reception which will include the presentation of the STEP 2022 Export Award.

**Contact: Nicole Grande, Executive Coordinator**  
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### INCOMING BUYER MISSION: Asia Trade Conference

Date: September, 2022 – TBC

Location: Saskatoon, Saskatchewan

With a focus on value-added food products and food ingredient buyers, the Saskatchewan Asia Trade Conference offers a unique opportunity for Saskatchewan agricultural exporters to connect with trading partners and potential buyers from Eastern Asia and ASEAN regions including China, Japan, South Korea, Philippines, Vietnam, and other South East Asia Countries. The program will include presentations to international buyers, introducing Saskatchewan agriculture sectors and opportunities and a keynote address from the industry/Saskatchewan Government. Presentations will be followed by a table top display event which will include B2B meetings with international buyers. The conference has become a proven event and provides valuable networking opportunities within the exporting community in Saskatchewan.

**Contact: Yi Zeng, Senior Director, Asia**  
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## OCTOBER 2022

### TRADE MISSION: 2022 Canada Food Expo and Health Ingredient Japan

Date: October 5 – 14, 2022

Location: Seoul, South Korea & Tokyo/Osaka, Japan

The mission will have two separate programs including a travel program for food and beverage exporters to attend the Canada Food Expo program and the second for food ingredient and agriculture commodity exporters to exhibit at the Health Ingredient Japan show. The Canada Food Expo is a traveling trade show event held in Seoul, South Korea, and Osaka/Tokyo, Japan organized by the Canadian Trade Commissioner service and participating provinces. The initiative is designed to provide a cost-effective opportunity for export-ready, small and medium-sized food and beverage producers to showcase their products to Korean and Japanese businesses. Korean and Japanese food and beverage buyers, importers, wholesalers and distributors will be invited to view and sample products and meet with exhibitors. In addition to the one-day tabletop event in each city, market tours to visit local supermarkets or local buyers will be arranged. The Health Ingredient Japan show will take place on October 12 – 14, 2022 and STEP will work with the Saskatchewan Trade and Investment Tokyo office to organize food ingredient and agriculture commodity exporters to exhibit at this show. The mission will provide an opportunity for members to showcase their products, meet face-to-face with potential buyers, test the response to products, and learn about export opportunities in the South Korean and Japanese markets.

**Contact: Yi Zeng, Senior Director, Asia**  
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### TRADE MISSION: EMDA/FEMA

Date: October 25 – 27, 2022

Location: Orlando, Florida

STEP will organize a mission to attend the FEMA/EMDA Annual Fall Convention as members of the associations have been key in the marketing efforts of many Saskatchewan exporters over the years. The event brings the two associations together to give farm equipment manufacturers the opportunity to meet with wholesalers and manufacturer's representative companies who are key in farm equipment marketing. STEP

will organize a group display at the EMDA Industry Showcase, arrange meetings with manufacturers' representatives and wholesalers, be involved in the EMDA Contact Forum, represent non-attending members and hold a STEP member Business Session/Reception.

**Contact:** Jeff Cooper, Senior Director, Manufacturing & Technology  
Tel 306 291 4260  
jcooper@sasktrade.sk.ca

### **INCOMING TRADE MISSION: Europe Ingredients**

**Date:** October, 2022  
**Location:** Saskatoon & Regina, Saskatchewan

STEP will bring in buyers from Europe interested in importing Saskatchewan products on both the retail and ingredient level. The mission objective is to educate foreign buyers about the capabilities of the agri-food sector in Saskatchewan and offer them the opportunity to visit member facilities and discuss potential deals.

**Contact:** Roy Hawat, Senior Director, Agriculture & Agri-value  
Tel: 306 371 1699  
rhawat@sasktrade.sk.ca

### **TRADE MISSION: Trade Mission to the USA – Alcohol**

**Date:** October, 2022  
**Location:** Minnesota, Minneapolis

The event will focus on meeting with key buyers and distributors in the alcohol industry in the USA. STEP will bring in retailers, distributors, wholesalers, and e-commerce companies in the USA retail/alcoholic beverage sector. This event will give STEP members a unique opportunity to meet and work with retail buyers, distributors, and decision makers that can help them enter the USA market.

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### **INCOMING BUYERS MISSION: Commodities Buyers in the Middle East**

**Date:** October, 2022 – TBC  
**Location:** Saskatoon/Regina – TBC

The Middle East & North African region is a large and important market for pulses and special crops from Saskatchewan. Pulses including chickpeas, lentils, peas and beans feature prominently in the cuisine of

the Middle East and North Africa. The top five Canadian exports to MENA are durum wheat, dried lentils, canola seed, wheat, and soya beans which accounts for 79.2% of the total Canadian agri-food exports to the region. The mission will connect foreign buyers with the pulse/commodity sector in Saskatchewan and offer an opportunity to visit members facilities and discuss potential deals.

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## **NOVEMBER 2022**

### **TRADE MISSION: 2022 China International Import Expo & Food Hotel China**

**Date:** November 5 – 10, 2022  
**Location:** Shanghai, China

The China International Import Expo has long been the top show for Chinese importers as the primary trade show focusing on importing with support from all levels of Chinese governments. The 2019 Expo had 1M+ attendees from 180 countries, regions, and international organizations, 3,800 exhibitor enterprises and 67 national exhibition pavilions. Food Hotel China is the premier food show for eastern China in the global food and hospitality sector. Focusing on imported products, the show attracts qualified buyers from China and Eastern Asian regions. The Trade Commissioner Service at the Consulate General in Shanghai will organize a reception for STEP members and an export café/B2B event.

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### **TRADE MISSION: SIMA 2022**

**Date:** November 6 – 10, 2022  
**Location:** Paris, France

For machinery exporters looking for opportunities in export markets for the first time or those needing to expand distribution in existing markets, SIMA 2022 is an excellent show for walking, getting an impression of competitive products, viewing industry developments and making valuable distribution contacts. Europe offers 40% of the global market for agricultural machinery with Germany and France being the largest markets in Europe. In addition to attracting key Western European trading partners, SIMA attracts agricultural contractors,

dealers/distributors, equipment cooperative managers, wholesalers and trade organizations from Central/Eastern Europe, North America, Africa, Central/South America, Australia/New Zealand, and the Middle/Far East.

**Contact:** Jeff Cooper, Senior Director, Manufacturing & Technology  
Tel 306 291 4260  
jcooper@sasktrade.sk.ca

### **TRADE MISSION: Yukon Geoscience Forum and Trade Show**

**Date:** November 18 – 23, 2022  
**Location:** Whitehorse, Northwest Territories

2022 will be the 50th anniversary of the event that brings together the exploration, mining and petroleum professionals in the north. The show is organized by the Yukon Chamber of Mines with participants having an opportunity to exhibit and attend reception/networking events. Yukon is currently experiencing a surge in mining production and exploration activity. The event is attended by junior miners and exploration and mining companies. STEP will secure booth spaces for members and draw in attendees to the Saskatchewan Zone.

**Contact:** Ryan Niemela, Director, Manufacturing & Technology  
Tel: 306 229 0604  
rniemela@sasktrade.sk.ca


### **TRADE MISSION: Pulses and Special Crops Market Development Mission – Latin America**

**Date:** November 2022 – TBC  
**Locations:** Bogota and Cartagena, Colombia  
& Second Market

STEP will organize a special crops trade mission to the South American market with a focus on establishing the current business that STEP members have in Colombia and an opportunity to increase sales to the market. Mission activities will include meetings with importers, distributors, millers, and attending processing plant tours.

**Contact:** Roy Hawat, Senior Director, Agriculture & Agri-Value  
Tel: 306 371 1699  
rhawat@sasktrade.sk.ca



For a complete list of STEP Incoming/Outgoing Trade Missions and Seminars, visit [www.sasktrade.sk.ca](http://www.sasktrade.sk.ca). 



# **TEAM POWER SOLUTIONS**

**BY MEGHAN HAUKAAS**

## *A Passion for Power and Production*

**IN 2009**, a small group of industry experts saw the need for innovation in electrical, automation and instrumentation technologies. The team responded to the growing demand across commercial, industrial, and agricultural sectors for standard products and service solutions to known industry problems. From that need Team Power Solutions (TPS) was created.

Jason Short, Manufacturing Manager said, “Specialists work directly with customers to understand the problem at hand and develop a customized solution from proposal through to assembly and product testing.”

TPS identified the need to rebuild other manufactured products to alleviate client time constraints. With the introduction of in-house manufacturing, wait times were considerably reduced. From there, TPS expanded into engineering their own products and creating custom products for customers.

This has become one of the greatest strengths of TPS: the ability to identify technological requirements and create custom OEM products or refurbish old equipment to meet them.

In its early days of manufacturing, TPS developed a 600V distribution skid for a mining client. This product is still in production and is consistently updated to the latest standards.

TPS recently worked with a client who provided a sketch of a simple transformer on a trailer. When consulting with the client about their needs, the project evolved into a power distribution trailer to provide temporary power while switching over distribution. The final result was a mobile unit that can be self-propelled via remote control.


Today, TPS is an industry leader in electrical and automation solutions composed of professional engineers, technologists, project managers and product specialists that deliver a full range of services to clients.

TPS has the unique capability of in-shop and on-site commissioning once engineering and manufacturing are complete. Load tests are performed on equipment as required to ensure proper operational efficiency. This gives TPS a competitive edge, setting them apart from other equipment manufacturers.

As a certified panel shop, TPS can design and build whatever clients need with in-house engineers who support the manufacturing process every step of the way. From generator integration, control and black-start systems to automatic transfer switching solutions, TPS has the products you need. And if they don't, they will build one.

TPS continues to expand across The Americas. Through Saskatchewan Trade and Export Partnership TPS continues to learn more about international markets and are looking for growth opportunities in Latin America.

Innovation is what continues to drive the company forward. “We look for industry problems that have no solution and we engineer, design, build and commission that solution,” said Short.

Beginning 13 years ago with just a few employees, Team Power Solutions has grown to become a 150+ person operation. Initial growth was steep and TPS has continued to evolve, which sets a promising trajectory for the company's future. 



# NORSEMAN STRUCTURES

## Celebrating 100 Years of Selling Shelter Solutions, Trust and Fierce Reliability



BY MEGHAN HAUKAAS

**FOR THE LAST 100 YEARS**, Norseman Structures has been supplying customers with safe shelter solutions and reliable service. From their humble beginnings in the 1920s, the family-owned business has expanded to reach many different parts of the globe.

"In the early years we provided tents to outfitters. Since then, we have diversified by providing rig enclosures to oil companies around the world," said Gerri Masciangelo, Senior Vice President of Sales and Marketing at Norseman Structures.

Saskatoon-based Norseman Structures is part of Norseman Group, which originated in 1921 as Northwest Tent and Awning in Edmonton. The company experienced steady growth throughout the years and has achieved many milestones along the way.

For example, the company opened Campers Village (now branded Breathe Outdoors) on the main floor of its Edmonton location in 1963, which has since grown into three retail locations, two in Edmonton and one in Calgary. The company sold its first rig shelter in 1968, created the Day of Peace for Pope John

Paul II's visit to Canada in 1984, and has even contributed to the Vancouver Winter Olympics.

Norseman Structures, was created in 2010 when the company purchased the manufacturing assets of Cover-All Building Systems in Saskatoon. Pairing the manufacturing resources with Norseman's project management abilities meant they were able to provide a complete "turn-key" solution including installation, foundation, mechanical, electrical, flooring and more, with STEP providing logistical support along the way. Today Norseman Structures manufactures and constructs pre-engineered buildings, specializing in fabric-covered buildings.

"Yes, we manufacture and install buildings, but the ShelterSolution is so much more," said Masciangelo. "It's problem-solving consultation, collaborative design, intelligent engineering, superior craftsmanship, detailed logistics, efficient installation, along with long-term warranty and support."

Charmaine Elmgren, Marketing Manager at Norseman Structures, added that "a Shelter-

Solution is looking at: 'What are we sheltering?' 'What are we protecting on the inside?' As well as 'What are we protecting those contents from on the outside?'"

She said they take a very "inside-out" approach to engineering in the sense that they evaluate both internal and external factors of each structure. The goal can be to both protect and enhance the customer's operations. "We don't just look at the products or the services. We look for the overall customer experience."

The Norseman sales team works with customers as a trusted advisor to better understand their business, their shelter needs and then provide a solution to meet those needs. Their in-house engineering team allows them to customize solutions for each individual customer, making their products far more than just a building kit. Masciangelo added, "I am proud to say that we have never had an engineered building fail," said Masciangelo.

Norseman Structures' products are marketed through two channels: corporate direct and dealer sales. Whether you are buying di-

rect from Norseman or through one of their dealers, customer service remains top priority. Masciangelo said that much of their current business is a result of "developing those deep relationships, resulting from successful project execution."

Kevin Chute, Senior Vice President of Operations, said that they are "very diligent in ensuring our dealers are providing the same level of service that we do through our corporate channels." As for the dealer network itself, he said philosophical alignment and shared values are crucial when it comes to those relationships.

Norseman Structures' focus on Industrial markets has provided the opportunity to expand on the scope of trades they are able to manage and execute. Norseman Structures often works in collaboration with other divisions within Norseman Protective Solutions including construction, portable temporary ducting, industrial fabric solutions, containerized shipping solutions and foam fabrication.

Chute said although they are already providing robust solutions in Canada, there is al-

ways room for improvement. "We are evolving in our ability to provide that same service all across Canada, and even in the US," he said."

Masciangelo added that although their marketing focus is very strategic and often geared toward repeat business, there are always opportunities for growth. He mentioned that beyond servicing the North American marketplace, Norseman is also improving sales measures in Europe and Africa through a dealer in Poland. The company has serviced these areas in the past, but Masciangelo said "our European initiative will make ordering more economically favourable for customers in that region."


The company also prides itself in its ability to accommodate a wide range of budgets and business levels through financing initiatives. By offering lease payments and rental agreements, Norseman provides flexible options to help customers with tax, asset, and cash flow management.

Norseman Structures has evolved significantly, not only in the geographies and sectors they service, but also in the scope of work

they can provide. Customers do not receive the mere shell of a building, but a project management team equipped with partners who implement assembly from beginning to end.

Norseman Structures boasts a "one-stop-shop" ShelterSolution approach offering framing, coating, cladding and foundation options as well as mechanical, electrical, insulation, liners, doors, accessories and flooring. Their services include fabrication, manufacturing, construction and project management to help customers along from conception to construction.

Elmgren added that one of Norseman's biggest differentiators from its competitors is this concept of selling a "complete solution," by "giving customers a consistent and fiercely reliable experience from start to finish."

The company philosophy is that "thoughtful design and engineering, superior craftsmanship, detailed project management, careful documentation and uncompromising safety standards are what makes a Norseman Structure a solution you can count on." 





## Saskatchewan Singapore Office Serves as Bridge to Asia's New Agri-food Capital

wan food and ingredient suppliers, as well as technology providers.”

NorQuin is a good example of how the office is helping Saskatchewan companies. The quinoa producer, which was recently purchased by Above Food, tapped into the expertise and contacts of the Saskatchewan Singapore Office to help expand into Asian markets.

“Our stepped-up activities in the Southeast Asia region, supported by the Saskatchewan Singapore Office, have led to an initial shipment with a major potential buyer.” Norquin Business Development Manager Pat Blacker said

In the upcoming year, the office will be scaling up its assistance to Saskatchewan companies through several new initiatives. Working with Saskatchewan Trade and Export Partnership (STEP), the office will support a delegation of companies to Food Hotel Asia, a major regional trade show in Singapore which takes place in September.

The office is also collaborating with Global Affairs Canada on a new Canadian FoodTech Accelerator for innovative Canadian agri-food companies looking to break into Southeast Asia. This program will culminate with a Canadian exhibition and pitch session at the Asia-Pacific Agri-Food Innovation Summit in

Singapore in November. Recruitment is open for both programs and Saskatchewan companies are encouraged to express their interest.

The office has also helped to establish a dedicated Agriculture and Agri-food Committee with the Canada-ASEAN Business Council to promote Canada's role as a food security partner to southeast Asian countries and provide a platform for trade and investment.

“Saskatchewan's enormous agricultural output and expertise in crop science, plant proteins and ag-tech make us one of the most attractive destinations in the world for investment,” said Eidsness. “We are focused on engaging innovative agri-food companies to partner with Saskatchewan firms and contribute to the growth of our agriculture sector.”

The government of Saskatchewan's trade and investment offices in Singapore, China, India, Japan, Mexico, United Arab Emirates, the United Kingdom and Vietnam have created a key network in Saskatchewan's aggressive international engagement strategy to grow our economy and reach our Growth Plan targets.

To pursue opportunities with the Saskatchewan Singapore Office please contact our team at [singapore@gov.sk.ca](mailto:singapore@gov.sk.ca). For information on opportunities with other international offices please contact [internationaloffices@gov.sk.ca](mailto:internationaloffices@gov.sk.ca).

### THE SASKATCHEWAN

Singapore Office and the Saskatchewan Vietnam Office act as hubs for the province in Southeast Asia, a region of 650 million people. Saskatchewan's exports to Southeast Asia totaled \$1.5 billion in 2021, an increase of 22 per cent compared to 2020. Saskatchewan, which is Canada's largest exporter to the region, is seeing sustained growth in this trading relationship, particularly in agricultural products and alternative proteins.

“Saskatchewan is an agricultural powerhouse and a global leader in pulses,” Singapore office managing director Greg Eidsness said. “Singapore has emerged as the food technology capital of Asia, with a particular focus on plant-based protein. Given this, there are tremendous opportunities for Saskatchewan



## Manufacturing Thrives in Saskatchewan

Saskatchewan is home to Canada's largest agriculture equipment manufacturing sector. The province offers several incentives to encourage ag tech investment and innovation including a refundable R&D tax credit up to 10%.

[thinksask.ca](https://thinksask.ca)

*Saskatchewan*



2022 EDITION



# MANUFACTURING SECTOR PRODUCTS & SERVICES

# STEP Manufacturing Sector: Products and Services

**UNCERTAINTY IS A WORD** that has been used a lot lately in the manufacturing sector. Saskatchewan companies continue to deal with supply chain backlogs that have persisted since the start of the COVID-19 pandemic. In the short-term these issues look to continue and are being compounded by the conflict in Ukraine and the shut down of ports in China. STEP has been organizing a number of educational webinars to help educate exporters on these on-going issues. We have also looked to re-focus some of our outgoing activities on markets closer to home and placed a larger emphasis on attracting incoming buyers.

It is not all doom and gloom, commodity and resource prices are at record highs. This will undoubtedly filter down to opportunities for our members. As mines ramp up production, they will look to work with local manufacturers on supply and service. As a new crop year begins and with potential of a strong harvest in price and volume, new equipment purchases can be expected. Our manufacturers are well positioned to meet this demand. Saskatchewan is a world leader in dry land farming technology and are innovators across a number of other industries.

STEP's Manufacturing team will be engaged locally this summer with Saskatchewan's two large farm equipment exhibitions taking place in person this year. As a sponsor of Canada's Farm Show and a supporter of Ag in Motion, STEP will be recruiting international buyers to visit Saskatchewan. By attracting international visitors to the province, they will have the opportunity to see first hand the capabilities of Saskatchewan exporters and all our province has to offer.

Jeff Cooper, Senior Director, Manufacturing & Technology  
Saskatchewan Trade and Export Partnership (STEP)



## ABC Canada Technology Group Ltd.

Saskatoon, Saskatchewan  
[www.abcventilation.com](http://www.abcventilation.com)

Products and services include ventilation products for various mining, industrial and geomembrane applications, on-site training and customer support, as well as customized accessories.



## ACE Manufacturing Inc.

Saskatoon, Saskatchewan  
[www.acemfginc.com](http://www.acemfginc.com)

Products and services include premium aluminum truck accessories, racks and cab guards, HD step-boxes, chain hangers, stainless steel beacon brackets, trailer accessories, dunnage trays & boxes, load levelers, under-trailer boxes, double-flush door boxes, made-to-order aluminum storage, industrial products, customized packages, cross-frame boxed rigs, custom-built welding skids & decks, large cabinets, HD drawer packs, made-to-order decks, platforms and fenders, fuel tank caps and accessories.



## Ag Growth International

Winnipeg, Manitoba  
[www.aggrowth.com](http://www.aggrowth.com)

Products and services include services such as farm and commercial solutions and systems for storage, handling, structures, processing, and controls in seed, fertilizer, grain, feed, and food. Products include, portable augers and conveyors, flat bottom and hopper bottom silos, permanent handling equipment including open belt, drag and enclosed belt conveyors. Conditioning, aeration, mixing, weighing and processing, structures, and technology to connect and provide precision management for your operations.



## Agremote Systems Inc.

Saskatoon, Saskatchewan  
[www.agremote.com](http://www.agremote.com)

Products and services include remote control chute and hoist systems for grain trucks and remote control chute openers for hopper bottom grain trailers. Remote control swing auger movers and remote control receivers to operate mechanical, hydraulic or air devices. Agremote Systems also specialize in replacement transmitter receivers for competitive. Many farmers have purchased their products because of the higher quality, better service and lower prices. Latest invention are the Boss and Buddy load binder attachments. These products combine the reliability of the ratchet load binder with the speed and power of cordless drills and impacts to give you the quickest and easiest way to chain down a load. More details at boss-buddy.ca

## Agrimatics

Saskatoon, Saskatchewan  
[www.agrimatics.com](http://www.agrimatics.com)

Products and services include Libra Cart, a tablet and smartphone-based grain cart weighing and data management system; Libra TMR, a tablet and smartphone-based ration weighing and data management system; and Agrimatics Aero, a cloud service that provides automatic data backup and syncing across mobile devices and the web.



## Agtron Enterprises Inc.

Saskatoon, Saskatchewan  
[www.agtron.com](http://www.agtron.com)

Products and services include, seed rate and blockage monitors, shaft and bin monitors, area counters, and variable rate controls for seed, fertilizer and anhydrous.



## APA Innovations

Biggar, Saskatchewan  
[www.apaarchery.com](http://www.apaarchery.com)

Products and services include a lineup of 10 compound bows along with four arrow rests, archery accessories and custom film dipping.



## Bit Service Company Ltd.

Saskatoon, Saskatchewan  
[www.bitservice.ca](http://www.bitservice.ca)

Products and services include fabrication of support equipment & accessories, including bits for 2 and 4 rotor boring machines, removal tools and full cutting assemblies. They work with customers to design custom cutting assemblies using the latest 3D modeling software. They repair and refurbish continuous miners, potash boring machines, roadheaders and undercutters.



## Bourgault Industries Ltd.

St. Brieux, Saskatchewan  
[www.bourgault.com](http://www.bourgault.com)

Products and services include manufactured air seeders, hoe drills, coulter drills, cultivators, chisel plows, wing type packers, grain carts, and harrow drawbars.



## Bourgault Tillage Tools Ltd.

St. Brieux, Saskatchewan  
[www.tillagetools.ca](http://www.tillagetools.ca)

Products and services include Blue Armour long wear cultivator and chisel plow sweeps and spikes, seeding openers, fertilizer openers, seed boots, disk blades and long wear harrow tines. Services to OEM's include custom MaxLife Embedded Carbide weld where long wear is required.



## Breina Docks

St. Brieux, Saskatchewan  
[www.breina docks.ca](http://www.breina docks.ca)

Products and services include aluminum docks, and cedar decking in 5' x 10' sections.



## Bridgeview Mfg. Inc.

Gerald, Saskatchewan  
[www.bridgeviewmanufacturing.com](http://www.bridgeviewmanufacturing.com)

Products and services include, cattle feeding and hay equipment, grain handling equipment, and bolted hopper cones, and earth moving products.



## Canada Trampoline Manufacturers Inc.

Regina, Saskatchewan  
[www.canadatrampoline.ca](http://www.canadatrampoline.ca)

Products and services include the world's largest trampoline, which was shipped to customers as far away as Dubai. The companies commercial park equipment is frequently installed in trampoline parks around North America. Custom applications have included parade trampolines for the Macy's Parade in New York.



## Capital "I" Industries Inc.

Tisdale, Saskatchewan  
[www.capitali.ca](http://www.capitali.ca)

Products and service include grader mount road maintenance equipment, above and below ground mining, exploration drilling equipment, and oil and gas pipe handling equipment.



## Clean Seed Agricultural Technologies Ltd

Saskatoon, Saskatchewan  
[www.cleanseedcapital.com](http://www.cleanseedcapital.com)

Products and services include the SMART Seeder MAX and MAX-S advanced planter/seeder. With row by row infinite variable rate control of up to 5 products including seed singulation, the SMART Seeder MAX-S sets a new benchmark in precision/digital seeding and planting.



## Crestline Coach Ltd.

Saskatoon, Saskatchewan  
[www.crestlinecoach.com](http://www.crestlinecoach.com)

Products and services include, ambulances, specialty vehicles and small to mid-sized commercial buses, emergency medical equipment and vehicle parts.



## Crop Aid Nutrition Ltd.

Saskatoon, Saskatchewan  
[www.cropanutrition.com](http://www.cropanutrition.com)

Products and services include seed dressing, foliar fertilizer, and soil health biostimulants. Custom and toll blending capabilities.



## Degelman Industries LP

Regina, Saskatchewan  
[www.degelman.com](http://www.degelman.com)

Products and services include bulldozer blades, speed blades, strong box blades, land rollers, heavy harrows, (Pro-Till) High Speed Discs, rock diggers, rock pickers, rock rakes, rotary cutter technologies and manure spreaders.



## Dingwall Guitars Inc.

Saskatoon, Saskatchewan  
[www.dingwallguitars.com](http://www.dingwallguitars.com)

Products and services include custom electric bass guitars, production electric bass guitars, and electric bass guitar strings.



## DOT Technology Corp.

Emerald Park Saskatchewan  
[www.ravenprecision.com/autonomy](http://www.ravenprecision.com/autonomy)

Products and services include the DOT Autonomous Power Platform.



## DryAir Manufacturing Corp.

St. Brieux, Saskatchewan  
[www.dryair.ca](http://www.dryair.ca)

Products and services include the greenhaw line of towable ground thaw units, central heating units (CHUs), powered heat exchangers, specialized accessories such as explosion proof heat exchangers, bayonet tank heat exchangers, grain drying fan coils and desiccant dehumidifiers. Available fuel sources are diesel, propane, natural gas & steam.



## Duck Foot Parts Inc.

Saskatoon, Saskatchewan  
[www.duckfootparts.ca](http://www.duckfootparts.ca)

Products and services include the Duck Foot, a series of slip-over paddle tines with reusable clips.



### Dutch Industries Ltd.

Pilot Butte, Saskatchewan

[www.dutchind.com](http://www.dutchind.com)

Products and services include material profiling & forming, advanced CNC machining, advanced welding & fitting, powder coating & finishing, custom carbiding, engineering, and also offers an onsite lab, testing, and inspections. Providing support for manufacturing process, Dutch also provides material procurement, project management, supply chain management, assembly, warehousing, kitting, logistics and packaging. Dutch Agriculture offers innovative OEM products including Dutch Openers for seed and fertilizer application, BioSpreader Manure Spreader, crop lifters, and Chemical Cab Filters.



### DynaIndustrial LP

Regina, Saskatchewan

[www.dynaindustrial.com](http://www.dynaindustrial.com)

Products and services include; custom designed and manufactured equipment for mines (roof bolters, chutes, ducts, centrifuges, miner components, etc.), steel mills (transfer cars, furnace platforms, sideguides, etc.), pipe mills (pipe handling equipment, pipe double jointing lines, rotary plasma cutoffs, uncoilers, id welders, pipe collapse testers, etc.), and oil and gas (top drive components).



**DynaIndustrial**

### E

### E-Kay Enterprises Ltd.

Biggar, Saskatchewan

[www.e-kay.ca](http://www.e-kay.ca)

Products and services include crop dividers for high wheeled sprayers, XTL Extended Tube Life Grain Augers, self-propelled auger mover packages, Hydra Sweeps, and No-Spill Hoppers.



### Environmental Instruments Canada Inc.

Saskatoon, Saskatchewan

[www.eic.nu](http://www.eic.nu)

Products and services include radiation safety instrumentation, including radon sniffers, gamma detectors, portable sample counters, and WebRad – an online radiation data management system.



### F

### Flexxifinger QD Industries Inc.

Assiniboia, Saskatchewan

[www.flexxifinger.com](http://www.flexxifinger.com)

Products and services include the manufacturing and/or sales of Flexxifinger® Crop Lifters, Flexxifinger® Quicker Picker Rock Picker, FlexxiSelect™ Relay Intercropping Harvest System, Flexxifinger® Sunflower and Corn Harvest Pans™, Flexxifinger Vibra screen and Limbinator Saws™.



### Fortis Mining Engineering & Manufacturing

Saskatoon, Saskatchewan

[www.fortiscorporation.com](http://www.fortiscorporation.com)

Products and services include specialized services for the mining, custom metal manufacturing and machining industries.



### Free Form Plastic Products

St. Brieux, Saskatchewan

[www.freeformplastics.com](http://www.freeformplastics.com)

Products and services include, liquid storage and transport tanks, the Gen 2 Algae Eliminator in flat bottom, cone bottom or low profile, RotoShear Vertical Crop Cutter, adjustable width swath roller, Chembine chemical mixer, Fenderco Fenders, Polar Grip truck weight system, Polytoon Dock Floats, TankGuard tank level system, H2O Fire Pro and 3 point hitch cultivator.



### G

### G & S Sales Ltd.

Dilke, Saskatchewan

[www.watermasterpumps.com](http://www.watermasterpumps.com)

Products and services include a self-priming floating pump.



### H

### Heads Up Plant Protectants Inc.

Saskatoon, Saskatchewan

[www.headsupst.com](http://www.headsupst.com)

Products and services include a PMRA/EPA registered plant activator, and biological seed treatments made of plant extracted chemicals, referred to as a plant activator.



### Highline Manufacturing

Vonda, Saskatchewan

[www.highlinemfg.com](http://www.highlinemfg.com)

Products and services include the NEW AccuMix™ self-propelled Feed Mixer, the Highline Bale Pro® series with Feed Chopper™ and Grain Tank, BM series round bale handling equipment, FaStack series large square bale stacker, NT series rock pickers, Rock Rake and an industrial RCH™ Hydro roadside mower. Highline offers specific models that have been CE Certified to meet EU customer requirements.



### Honey Bee Manufacturing Ltd.

Frontier, Saskatchewan

[www.honeybee.ca](http://www.honeybee.ca)

Products and services include AirFLEX, ST Tractor-Mount Swather, Grain Belt Header, WS Swather, Rice Belt Header, and Rod Weeder.



### Hydraulitechs

Saskatoon, Saskatchewan

[www.hydraulitechs.com](http://www.hydraulitechs.com)

Product and services include the Nutbuster, a 50,000 ft/lb hydraulic torque wrench used to disassemble hydraulic cylinders. The Nutbuster comes with some attachments, tools and fixtures to enable customers to take apart glands and nuts on hydraulic cylinders. Hydraulitechs' automated honing machine is designed to do flawless honing for tubes and it has many features to facilitate the honing process in a substantial way. Test rig for hydraulic pumps and motors is another product that is a multi-functional test stand capable of testing an extensive range of hydraulic components. The company also designs and manufactures all kinds of hydraulic power units for different applications.



### Industrial Machine & Mfg. Inc. (IMM)

Saskatoon, Saskatchewan

[www.indmac.ca](http://www.indmac.ca)

Products and services include custom manufactured components in addition to augers, centrifuges, compactors, gearboxes, impactors, miners, pumps, pipeline equipment, u-joints, as well as valve bodies, CNC machining, welding and fabrication, mechanical assembly, surface solutions, site service and maintenance, CAD/CAM, and engineering design and support.



### Innocorps Research Corporation

Saskatoon, Saskatchewan

[www.innocorps.com](http://www.innocorps.com)

Products and services include automated water treatment for your home, and turnkey or design-build systems for commercial, industrial and military applications.



### Innovative Stonecraft Inc.

Saskatoon, Saskatchewan

[www.innovativestonecraft.ca](http://www.innovativestonecraft.ca)

Products and services include stone veneer products used in the construction industry.



### IntraGrain Technologies Inc.

RM of Sherwood, Saskatchewan

[www.intragrain.com](http://www.intragrain.com)

Products and services include BIN-SENSE®, grain storage monitoring system, and Fuel Lock™, fuel monitoring and management system.



### JNE Welding

Saskatoon, Saskatchewan

[www.jnewelding.com](http://www.jnewelding.com)

Products and services include structural steel, chutes, ore bins, tanks, pipe spooling, pressure vessels, and OEM processing equipment such as thickeners, rotary dryers, and conveyance systems. JNE is an engineer to order shop, the company does not have a product line. JNE have developed fabrication and welding procedures for a vast array of alloys such as 316, 304H, 904L, 2205, Inconel, Monel and C276. The company is registered on ISNetworld and are CWB, ASME, & ISO 9001:2015 certified. JNE is also a Hardox Wear Parts member providing SSAB Hardox and other specialty products to increase the life of a wide variety of key assets including excavating and construction equipment, mineral processing and material handling equipment and more.



### K

### Koenders Water Solutions Inc.

Regina, Saskatchewan

[www.koenderswatersolutions.com](http://www.koenderswatersolutions.com)

Products and services include pond care equipment including windmill and electric aeration systems, solar aeration and water pumps, water fountains and natural treatments for ponds, lakes, sewage lagoons, plumbing and septic systems. The 'Nature's Pond' product range has been expanded to include other environmentally-safe cleaners for almost all surfaces and bathrooms.



### Kramble Industries

Saskatoon, Saskatchewan

[www.kramble.net](http://www.kramble.net)

Products and services include remote control agricultural systems.



### L

### Lakeland Log & Timber Works Ltd.

Christopher Lake, Saskatchewan

[www.lakelandlogandtimber.com](http://www.lakelandlogandtimber.com)

Products and services include log homes packages and custom handcrafted log homes.



### Lewis M. Carter Mfg (Canada) Ltd. (LMC)

Saskatoon, Saskatchewan

[www.lewisuncarter.com](http://www.lewisuncarter.com)

Products and services include grain and seed processing equipment, pre-cleaning equipment for cleaning grain before storage or drying, plant design and installation of all LMC machinery, spare parts and screens for all equipment supplied, manual weighing and packaging machinery, semi-automatic and fully-automatic bagging and packaging systems, robotic palletizing systems, spare parts and screens for all equipment supplied, and on-site service.



### M

### Meridian Mfg.

Regina, Saskatchewan

[www.meridianmfg.com](http://www.meridianmfg.com)

Products and services include Belt Drive Augers, Mechanical Drive Swing Away Augers, Belt Conveyors, Grain Bins/Silos, Archwall Buildings (Potato & Grain Storage), Seed Tenders, and Liquid Containment Tanks. Products are marketed under either the Meridian or Convey-All Brand names.



### Michel's Industries Ltd.

St. Gregor, Saskatchewan

[www.michels.ca](http://www.michels.ca)

Products and services include, tarp systems for all applications, crop catcher, harvest pro-tech electric combine covers, hopper augers, conveyors, wireless chute openers, and Shipping Container Roll up Doors, Ultralift Cordless Landing Gear Tool and Camera Arms.



### N

### Norseman Structures

Saskatoon, Saskatchewan

[www.norsemanstructures.com](http://www.norsemanstructures.com)

Products and services include ShelterSolutions in the pre-engineered building industry, specializing in steel framed fabric covered buildings. They offer turnkey solutions with services including design and engineering, manufacturing, construction, financing, and documentation.



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CONNECTING SASKATCHEWAN BUSINESS WITH THE WORLD

**North Fringe Industrial Technologies Inc.**

Nipawin, Saskatchewan  
[www.northfringe.com](http://www.northfringe.com)



Products and services include manufactured pump stations and dewatering stations, pump sales, pump/hose rentals, pump repairs, parts and accessories, hoses, dewatering, evaporation, filtration, screen sales and dredging. NFIT keeps a large inventory of pumps and pump parts at their main yard in Nipawin, SK; along with an advanced pump repair and test facility that allows highly trained technicians to perform all aspects of the pump repair and test in house.

**North Star Systems Inc.**

Saskatoon, Saskatchewan  
[www.northstarsystems.ca](http://www.northstarsystems.ca)



Products and services include Tattle Systems hardware and software which works as a complete and closed system, connecting sensor to device and device to user through any smartphone, web app or tablet from anywhere. They also offer Live Dispatch, order management software as well as custom hardware and software solutions.

O

P

**Pattison Liquid Systems Inc.**

Lemberg, Saskatchewan  
[www.liquidsystems.net](http://www.liquidsystems.net)



Products and services include liquid fertilizer distribution and handling equipment, and related parts.

**PIC Investment Group Inc.**

Saskatoon, Saskatchewan  
[www.picgroup.ca](http://www.picgroup.ca)



Product and services provided from majority owned companies - ClearTech Holdings Ltd., Caron Transportation Partnership, Panther Industries Inc., Round Table Management Ltd., Adventure Destinations International, KREOS Aviation, CanGas Propane, and Long Lake Insurance. PIC also has 22 minority investments in a wide range of companies.

**Pillar Lasers Inc.**

Warman, Saskatchewan  
[www.pillarlasers.com](http://www.pillarlasers.com)



Products and services include pillar disc drill, and the disc/hoe opener for seeding equipment.

**Prairie Clean Energy**

Regina, Saskatchewan  
[www.prairiecleanenergy.com](http://www.prairiecleanenergy.com)



Products and services include converting agricultural waste into biomass fuel for the global industrial marketplace.

**Precision AI Inc.**

Saskatoon, Saskatchewan  
[www.precision.ai](http://www.precision.ai)



Products and services include Precision.ai which is at the forefront of the fully autonomous farming revolution, using artificial intelligence and robotics to solve the key agricultural challenges of the 21st century. Their patented artificial intelligence powers the farming machines of the future.

**Pro Grain Equipment**

Colonsay, Saskatchewan  
[www.prograinequip.com](http://www.prograinequip.com)



Product and services include, Pro Grain Bagger, Pro Grain Extractor, Pro Grain Bag Roller, Transfer Augers, custom fabrication and repair, machining, sandblasting, and painting.

Q

**Quality Assured Manufacturing Inc.**

Regina, Saskatchewan  
[www.qualityassuredmfg.com](http://www.qualityassuredmfg.com)



Products & Services include ULC and Transport Canada Bulk Fuel Storage Tanks (Horizontal or Vertical), API Tanks/Vessels, Smooth Wall Grain and Fertilizer Bins, Cement/Fly Ash and Salt Silos, Stainless Steel and Custom Tanks Built to customer specification, and Various Structural Steel Fabrication. Start to finish in house services from raw steel to finished products including our own Sandblast and Internal/External Coatings.

R

**Ralph McKay Industries Inc.**

Regina, Saskatchewan  
[www.mckaytillage.com](http://www.mckaytillage.com)



Products and services include custom stamping and heat treating, the McKay slimwedge TM system, concave disc blades and coulters, McKay penetrator sweeps, railroad tie fasteners, combine concaves, sieves, chaffers and chains, header transport trailers and utility reel trailers.

**Redekop Manufacturing**

Saskatoon, Saskatchewan  
[www.redekopmfg.com](http://www.redekopmfg.com)



Product and services include; replacement and OEM straw choppers, rotor upgrades and chopper blade upgrades. The company also supplies a range of Harvest Weed Seed Control products that mount to the combine for in-harvest mechanical weed control.

**Rite Way Mfg. Co. Ltd.**

Regina, Saskatchewan  
[www.ritewaymfg.com](http://www.ritewaymfg.com)



Products and services include land rollers, rock pickers, rock wind-rows, high speed heavy harrows, jumbo junior midrange harrows, rotary harrows, crimper rollers, and high speed compact discs.

S

**S3 Group Ltd.**

Swift Current, Saskatchewan  
[www.s3grouppltd.com](http://www.s3grouppltd.com)



Products and services include custom manufacturing and pneumatic solutions and unique wireforming services for the farm equipment industry, as well as the Delta Flexible Harrow product.

**Saskatchewan Abilities Council Inc.**

Saskatoon, Saskatchewan  
[www.saskabilities.ca](http://www.saskabilities.ca)



Products and services include wood products, textiles, metalwork, mailing services, screen printing/embroidery services, promotional products, and recycling services.

**ScherGain**

Battleford, Saskatchewan  
[www.schergain.ca](http://www.schergain.ca)



Products and services include a device for farmers to calculate grain losses from combines.

**Schulte Industries Ltd.**

Englefeld, Saskatchewan  
[www.schulte.ca](http://www.schulte.ca)



Products and services include Heavy Duty Rotary Cutters, Rock Pickers, Rock Rakes, Landscape Multi-Rakes, Snow Blowers, Variable Tillage and Disc on Demand Heavy Harrow.

**SeedMaster Manufacturing Inc.**

Emerald Park, Saskatchewan  
[www.seedmaster.ca](http://www.seedmaster.ca)



Product and services include seeding systems.

**Shercom Industries Inc.**

Saskatoon, Saskatchewan  
[www.shercomindustries.com](http://www.shercomindustries.com)



Recycled rubber products and services for the commercial, residential and industrial markets.

**Spraytest Controls Inc.**

Beechy, Saskatchewan  
[www.spraytest.com](http://www.spraytest.com)



Products and services include wireless controls for agricultural applications.

**Stewart Steel Inc.**

Weyburn, Saskatchewan  
[www.stewartsteel.com](http://www.stewartsteel.com)



Products and services include, auger extensions, combine rotor conversion kits, doghouses, pump shacks, accumulator shacks and pipe tubs.

**SuperiorRoads Solutions / Python Manufacturing**

Regina, Saskatchewan  
[www.superiorroads.com](http://www.superiorroads.com)



Products and services include the Python 5000 and 5000+ Pothole Patchers. A single operator, from the safety of the cab, is able to quickly produce compacted, long-lasting repairs using standard asphalt. These machines can be used all year round and will help preserve the life of your roads. They save money, save lives and help present vehicle damage from poorly-maintained roads.

T

**TEAL Electrification Systems**

Saskatoon, Saskatchewan  
[www.tealev.com](http://www.tealev.com)



Products and services include Class 6, Class 7, and Class 8 electric vehicles. These vehicles use TEAL Electrification Systems patented “Umingmak” battery technology to ensure they can thrive in the harshest climates on earth. They also use the company’s “Telematics” technology to connect to each other and to your home base.

**Team Power Solutions**

Saskatoon, Saskatchewan  
[www.teampowersolutions.ca](http://www.teampowersolutions.ca)



Products and services include a complete portfolio of services that can take your project from conception to startup or any point in between. Team Power Solutions pride themselves in offering their customers unparalleled service and commitment with a wealth of knowledge, experience and resources in a wide variety of applications. Team Power Solutions are able to offer their customers solutions for anything from standard OEM equipment to custom applications. Their people have diverse backgrounds with extensive experience in electrical engineering, maintenance, commissioning, design, instrumentation, manufacturing, training and mechanical services to name a few.

**Tide Industries**

Estevan, Saskatchewan  
[www.tideindustries.com](http://www.tideindustries.com)



Products and services include Zero Spray, a landscape sprayer that mounts on to most popular zero turn mowers allowing for better visibility and ease of use. Zero Spray incorporates air induction spray tips, a simple on/off foot switch and many other features.

U

V

**Vaderstad Industries Inc.**

Langbank, Saskatchewan  
[www.vaderstad.ca](http://www.vaderstad.ca)



Products and services include seeding, planting and tillage equipment, such as Seed Hawk, Tempo and Carrier. Zero-tillage Seed Hawk seeding systems include toolbars with widths ranging between 40' and 84', tow behind or tow between air carts (600bu - 980bu), as well as the combination tank and toolbar; Seed Hawk 30, with 6m or 8m widths.

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### Vermette Wood Preservers

Spruce Home, Saskatchewan  
[www.vwpltd.com](http://www.vwpltd.com)

Products and services include treated utility poles, foundation and bridge piles, bridge timbers, agricultural fence posts, and agricultural fence rails. Vermette Wood Preservers also manufactures retail firewood and coloured mulch. Custom treating services are also available.



W

### Wildfong Enterprises

Craik, Saskatchewan  
[www.wildfongenterprises.com](http://www.wildfongenterprises.com)

Products and services include combine concaves for most makes and models as well as threshing elements, front beaters and special order after market parts.



### Wilger Industries Ltd.

Saskatoon, Saskatchewan  
[www.wilger.net](http://www.wilger.net)

Products and services include, agricultural sprayer and seeding components, liquid fertilizer kits, sprayer nozzle tips and caps, sprayer nozzle body attachments and adapters, liquid flow indicators, light-weight sprayer booms, boom end flush valves, sprayer manifolds, and metering orifices.



### WRT Equipment Ltd.

Saskatoon, Saskatchewan  
[www.wrtequipment.com](http://www.wrtequipment.com)

Products and services include construction equipment products, conveyors, crushers, asphalt plants, compaction equipment, and more.



### X-Steam-inator Agriculture Products Ltd.

Chaplin, Saskatchewan  
[www.xsteaminator.com](http://www.xsteaminator.com)

Products and services include the X-Steam-inator. Through a patented process, the X-Steam-inator uses electricity to generate high temperature steam on demand in an energy efficient manner. With boom widths matched to the required electrical output, the X-Steam-inator can be used to control weed growth prior to seeding. The boom can also be configured to control weeds between crop rows. High temperature steam provides an effective alternative to weed control with tillage or with herbicides such as glyphosate. With the X-Steam-inator, weed growth can be accomplished in a manner that is both environmentally sustainable and cost effective.

### Xtended Hydraulics & Machine Inc.

Emerald Park, Saskatchewan  
[www.xtended.ca](http://www.xtended.ca)

Products and services include hydraulic cylinder rebuilding and manufacturing, custom CNC and manual machining, industrial mechanics and portable services, hard chrome plating, design and engineering services, and all fabricating needs. Xtended has an innovative pipeline injection product that allows for the injection of flow chemicals without the need to manually remove and replace quills. They also have a new RFID asset management tracking tags that are more durable and withstand dust.



X

Y

Z

# STEPNOTES

STEP members with noteworthy news are invited to share it through the **Global Ventures STEPNotes** section. For more details or to submit content/photos, please contact Angela Krauss, Vice President Marketing and Membership Development at [akrauss@sasktrade.sk.ca](mailto:akrauss@sasktrade.sk.ca).

## STEP 2022 Export Award

Nominations are being accepted for this year's STEP Export Award. Introduced in 1999, the award recognizes the export achievements of STEP members.

Since that time, the Export Award has successfully recognized the exporting achievements of STEP members based on the following criteria: the introduction of new products/services into new markets; a significant increase in export sales; a high ratio of export sales to total sales; and a positive impact on the community through job creation.

The Award will be presented at the STEP Annual General Meeting and Member Reception to be held on September 29, 2022 in Saskatoon. The recipient will be announced at the event with delegates and attendees comprised of business exporters, government officials, and international business professionals.

The award recipient and finalists will receive public recognition, affirmation of business excellence from peers, higher standing with customers, investors and potential employees as well as province-wide and international acknowledgment.

Nominations close July 14. For more information or to apply, please visit [sasktrade.com](http://sasktrade.com).

The award is sponsored by



## STEP Annual General Meeting

STEP is pleased to invite you to attend the 2022 Annual General Meeting and Member Reception which will include the presentation of the STEP 2022 Export Award.

The AGM will take place on September 29 at the Sheraton Cavalier Hotel in Saskatoon. The AGM portion will take place from 4:00-4:30 p.m. with the Member Reception and Export Award presentation taking place from 4:30-6:30 p.m.

For more information, contact: Nicole Grande, Executive Coordinator  
Telephone: 306-787-4136 or [ngrande@sasktrade.sk.ca](mailto:ngrande@sasktrade.sk.ca).

## TAP Winter 2023 Cohort – Apply Now

Details are being finalized for the Trade Accelerator Program (TAP) Winter 2023 Cohort planned to start in January 2023. TAP is an innovative program designed to help Saskatchewan companies gain knowledge and a network of contacts to unleash their export potential. Offered through a series of in person and online workshop sessions with trade and industry experts, participants learn to overcome export barriers and reach new markets faster.

Over a period of 6 weeks, participants hear from subject matter experts on topics include strategic planning, human resources, legal, tax, financial, supply chain, e-commerce and sales and marketing. Participants submit an export market development plan that is vetted by experts and then discussed through mentorship sessions.

For more information please visit [www.sasktrade.com/tap](http://www.sasktrade.com/tap) or contact Angela Krauss, Vice President, Marketing and Membership Development at [akrauss@sasktrade.sk.ca](mailto:akrauss@sasktrade.sk.ca).

## What OUR MEMBERS Say

### SERVICEBOX

"Being a STEP member has been very helpful for our company. Receiving information from my STEP Relationship Manager about upcoming events and the opportunity to reach certain industries is valuable. Our membership experiences have been positive and I feel like they know we exist because they have helped us become more successful."

Jon Clifford, CEO

### INTRAGRAIN TECHNOLOGIES INC.

"STEP has helped us immensely with marketing our product. The market research offered as part of our membership is a great tool that we have utilized in order to understand the bigger picture so we can grow outside of Saskatchewan. The help we received from STEP allows us to stay focused."

Kyle Folk, President

### EXPORT DEVELOPMENT CANADA

"Saskatchewan has led the way in something we like to call trade diversification. About a quarter of all trade from Saskatchewan ends up in emerging markets. In fact, you probably have a playbook that the rest of the country could use."

Peter Hall, Vice President & Chief Economist



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# Keeping Local Businesses in Business

BY MEGHAN HAUKAAS

## "A Delivery Provider Built to Grow Your Business, Not Ours"

**WHILE THE WORLD** anxiously awaited the yearly countdown and infamous ball-drop in Times Square, Scott Love spent New Year's Eve 2019 conceiving an idea to revolutionize local delivery services. The end result was StoreToDoor Technology Inc., a company which promises quick, reliable and cost-effective deliveries for businesses of all sizes in need of logistical support. The intention is to provide retailers with a convenient and affordable delivery method, while virtually eliminating the middleman.

Rather than functioning like a third-party delivery service, StoreToDoor picks products up from each retailer and drops them off directly with the customer. There is no redistribution or repackaging, which ultimately streamlines their processes and increases connectivity between clients and their customers.

The company's technology was implemented in 2020 in Regina and quickly grew to four more cities that year including Saskatoon, Calgary, Edmonton and Winnipeg. This stimulated even further growth and now they currently serve over 31 cities across the country.

Once the idea came to him, and aside from obstacles presented by the pandemic, Love said the business gained momentum almost immediately. Online shopping has become a

staple in modern society, as customers appreciate the comfort and convenience associated with the ordering process. Coming out of the pandemic, people rely on online distributors more than ever. Since its conception three years ago, StoreToDoor has only continued to grow, evolve and prosper.

*"It gives retailers a competitive edge against the big guys like Amazon."*

Love said that it is very important to him and the company to maintain each retailer's individual brand through delivery processes like notifications and tracking, which has been one of the service's most attractive features. "White Label" distribution processes ensure each client's business is appropriately represented and their branding remains consistent.

He also added that "customers want to know exactly where the product(s) is coming from."

One of the most significant milestones for the company was their initial partnership with Cultivator, Canada's first credit union-led business incubator that helps founders launch their businesses. Love said the \$10,000 prize he received was a major turning point and the program helped to facilitate the company's STEP membership.

The company tested their technology by fulfilling about 20 deliveries during the first month (a few deliveries each week) for clients such as Jump.ca, Local and Fresh, and Hillberg and Berk. From those modest beginnings, StoreToDoor now completes an average of 7,000 deliveries per month. Love said revenues have been doubling every 60 days, which sets a promising trajectory for the future of the company.

Love emphasized that the intention of the service is not to build their brand off the backs of others, but to help business owners reach customers who might otherwise be geographically or logistically inaccessible.

He added that they take pride in providing a reliable service to local businesses offering same day delivery at cost effective rates, while removing any third-party marketing from the

equation. "It gives retailers a competitive edge against the big guys like Amazon." Ultimately, they hope to "keep local businesses in business." As a result, StoreToDoor services have assisted many start-ups and small businesses

in navigating their logistical needs throughout the pandemic.

In the interest of ease and accessibility, there are two ways for retailers to incorporate this technology into their business. First, they can integrate the software through their own e-Ecommerce or Point of Sale (POS) system, so the workflow essentially happens automatically. Second, there is an option to manually use the service through a client portal by simply entering some basic information. Both methods ensure deliveries are dispatched through the StoreToDoor software.

Another significant milestone was the company's recent partnership with CAYK Marketing Inc. a Calgary based data-driven business. As a result of the company's rapid expansion, they have contracted CAYK to handle their social media management, advertising, website development, and other marketing initiatives.


This has allowed Love to focus on their Vancouver campaign to get local businesses on board before they officially launch their software in British Columbia. With the confidence they have built over the last few years, StoreToDoor is now interested in signing more clients/retailers who need their services. In the future, they also hope to expand from their existing Ontario, Manitoba, Saskatchewan and Alberta markets into both east and west coast markets.

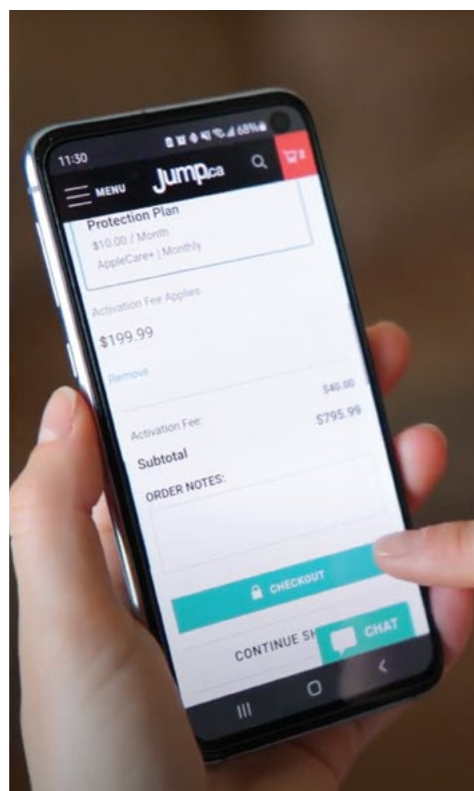
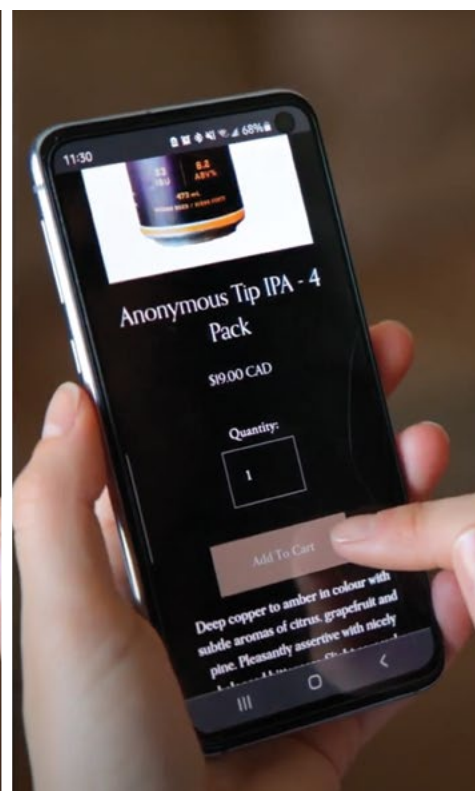
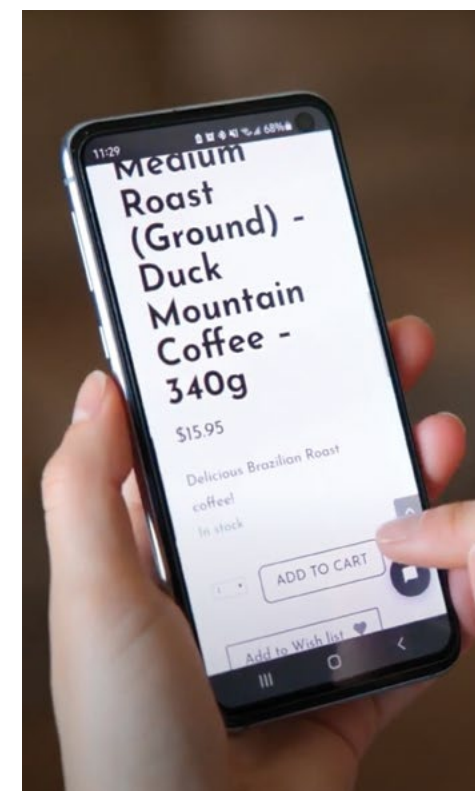
After servicing the Canadian marketplace, Love said another inevitable step will be their expansion into US markets. The increased digital reliance of people in general, paired with the technological advancements of American societies makes this move a natural and necessary progression.

As for future or potential clients, StoreToDoor's ideal dealer profiles are businesses in general retail, pharmaceutical, grocery and (more recently) regulated cannabis and alcohol sales. Following legalization and regulation, cannabis sales have skyrocketed across the country.

*"Customers want to know exactly where the product is coming from."*

Love said they do a lot of business with the cannabis industry because they are one of few delivery companies who can offer drivers who are certified to deliver those products. All 500 of their contract drivers are verified and licensed according to provincial requirements, which can even allow contactless regulatory deliveries (requiring only an online signature).

Recurring trends in a list of company values are cost-effectiveness and convenience, or ensuring the software is accessible to everyone. The StoreToDoor ideology is that "the size of your business shouldn't impact your capacity to establish a customer base." Love added that they are always looking for more retailers to join the platform, and other ways to contribute to their communities. 





# Corporate Procurement Committee

Creating opportunities and connecting with Saskatchewan's business community

Over the last 30 years the Government of Saskatchewan's Corporate Procurement Committee (CPC) has provided resources and connections to thousands of businesses across the province. Its members include individuals from major Crown corporations such as SaskTel, SaskPower and SaskEnergy, government ministries, as well as mining corporations operating in the private sector. Committee members offer insight and assistance to other businesses looking to expand their reach in respective markets.

Scott Summach, Deputy Director of Manufacturing Investment Attraction at the Ministry of Trade and Export Development and CPC Chair, said the committee helps to raise awareness among Saskatchewan businesses about the opportunities that they may not be aware, and to help connect them with the right people to make these transactions.

The CPC offers support to Saskatchewan suppliers who export goods and services while also encouraging quality assurance programs, hosting open houses and information sessions about current opportunities, and helping to increase awareness of what Saskatchewan suppliers have to offer.

CPC members are available year-round by access through their website, and any company selling a product or service is welcome to contact them about government procurement. The committee also meets four times a year to discuss best practises, look for new and noteworthy goods and services, and to exchange insights on the current market.

"We invite local businesses to come out and meet the committee and either provide a presentation or a tour of their facility or operations to promote their goods and services," said Summach.

After 20 years with the CPC, Summach said "we know we still need reliable Saskatchewan suppliers to provide goods and services to the Crown and government ministries to keep them strong." The committee often acts as a middleman between local businesses and CPC members by introducing and overseeing mutually beneficial partnerships.

The CPC operates under guidelines of Canadian trade and export agreements, and in adherence with these regulations, all procurements are posted to the SaskTenders website. This ensures transparency and offers equal access for insight into future bids and/or pitches.

Summach added that there has been significant effort on behalf of the government to revamp procurement processes in the province. Previously reliant on cost alone, procurement is now based on "Best Value". Rather than decisions being entirely cost-based (with the lowest bid previously guaranteed the job), decisions are now made regarding factors like reliability, access to parts and service, or other product support.

CPC initiatives are highly focused on the growth and development of Indigenous businesses and their economic development corporations. Summach said approximately 50 per cent of the work they do relates to First Nations groups that want to invest or buy companies to advance the economy.

The committee also hosts an annual Strategic Business Overview and Procurement Forum, which this year will take place in person this fall at Prairieland Park in Saskatoon. This is an open event intended to promote interest and encourage participation from new businesses.

"It's an opportunity for local businesses to learn about the major projects that the Crowns and Ministries of the government of Saskatchewan will be undertaking in the next 5 years," Summach said. "It's also a great opportunity to meet the people who make those purchase decisions for the major projects one-on-one."

On average Summach said anywhere from 500 to 1000 businesses participate in these events, which offers numerous networking connections. Coming out of the pandemic, CPC members look forward to meeting business owners in person again.

Summach added that by providing opportunities to businesses, CPC better positions them for more business opportunities in the export market around the globe.



# STEP's Market Intelligence Services

**MAKING GOOD DECISIONS** is essential for operating a successful business, and in many cases, these crucial decisions are made with less than optimal information.

Business decisions are only as good as the information they are based upon, so it is essential that companies arm themselves with current, accurate, relevant and actionable information. Whether you're selling product in Calgary or Beijing, STEP can assist companies in collecting, identifying and analyzing pertinent data.

**Your STEP membership includes services from STEP's Market Intelligence team.** The Market Intelligence team will work with your company to define your information requirements and ensure you have the most relevant and current information available to help you make informed business decisions.

If you are interested in updating or creating prospect lists, exploring new markets, reviewing relevant competitors or other related research, STEP's Market Intelligence team is ready to serve your needs.

**STEP members have access to STEP's Market Intelligence Service at the following specified levels:**

- Pre Market Member: 25 hours
- Regular Member: 50 hours
- Premium Member (Regular): 100 hours

**The reports STEP provides include, but are not limited to:**

- Market assessments and overviews
- Competitive intelligence and analysis
- Political risk analysis
- Potential buyer identification
- Tariff and regulatory information

**Major Databases STEP subscribes to:**

- Emerging Market Information System
- D&B Hoovers
- Import Genius
- Global Trade Tracker
- Crunchbase
- InfoMine/Mining Intelligence
- International Strategic Analysis
- Mintel GNPD
- Euromonitor (Food Only)
- IBIS World (North America Only)

**Getting Started:**

To discuss your potential research requirements, contact STEP's Market Intelligence Team:  
**Jeff Thackeray, Senior Director, Market Intelligence 306 530 3914**

**Put STEP's Market Intelligence Services to work for you!**



# Estate Settlement Made Simple

*The death of a loved one  
gave rise to Cadence*

BY MEGHAN HAUKAAS

**WHEN DEALING** with a tragic loss, it can be difficult to function. The death of a loved one can be torturous, traumatic, and incredibly stressful. Following a significant loss in her family, Rachel Drew recognized a need for change in the estate settlement process. "It was after my mom died in December of 2014 that this problem came to light for me," she said.

After losing her mother, Drew noticed how much her father struggled to work through his sadness and complete the various estate administration tasks. "My Dad was the Executor of the estate, and he had a hard time perform-

ing the required tasks, so I stepped in," she said. Grief is incredibly challenging to deal with and Drew recognized the impact that grief has on the estate administration process and knew improvements were needed.

Drew talked to hundreds of lawyers, accountants, funeral homes, and individuals who have been through significant losses to validate the problem. That is what led her to create Cadence in April of 2020, in memory of her mother.

The Cadence software focuses on the logistics of Estate Administration including building a tailored roadmap, dealing with accounts, no-

tifying government agencies, identity protection, etc. The proprietary software organizes, automates, and streamlines estate settlement tasks based on the user's unique circumstances and is built with the user in mind.

Cadence software aids with anything from re-directing mail to notifying landlords and/or tenants and utility companies, closing accounts and cancelling subscriptions and even simplifies the process of online account closures and memorialization on social media accounts.

*"I wish I hadn't lost my mom, but this is something I can do in her memory which is really what drives me."*

Drew said she likes to compare it to a tax assistance software that takes typically overwhelming and time-consuming tasks and makes them more accessible and user-friendly. She added that people who use the Cadence estate management software save an



*"Not only are we offering a unique software solution to help people through this process, but also compassionate human support."*

average of 75 hours on paperwork related to the death of a loved one. "We really want to make sure we are giving people that time to grieve," she said.

A compassionate, expert team of Certified Executor Advisors are also available by phone or chat to provide any additional guidance for estate or funeral staff to take that burden off families who are most effected.

In January 2020 Drew said she became involved with a program through Co.Labs a company focused on building a thriving tech ecosystem in Saskatchewan) where she won the Co.Launch Cohort prize. Around the same time, Cadence also received a business award through the Saskatoon Regional Economic Development Authority (SREDA) Go Money program. These financial incentives allowed Drew to start creating the software and building the team.

Drew said the company recently graduated from the Creative Destruction Lab (CDL). CDL is an objective-based program for massively scalable, seed-stage science and technology companies. CDL has had a significant impact on the business through extensive mentorship and business support.

Although they are new members, Drew said the Saskatchewan Trade and Export Partnership (STEP) has helped the business in a number of ways, but most significantly in their

trade and export plan for expansion into the US. "STEP has given us information, resources and connections and has even conducted market research and analysis with us so that we can better understand the market," she said.

"I wish I hadn't lost my mom, but this is something I can do in her memory which is really what drives me," she said. Her mother's name serves as a digital monument that Drew says inspires her every day. With Cadence in mind, she said "the overall goal of the company is to support people during one of the most difficult times of their lives."

Since the company's conception, Drew says there has been significant growth. She highlighted that Cadence recently became the first Saskatchewan Business to join the Google Cloud Accelerator Program. The team is excited about the opportunity to work with some of the best people, products, and technologies in the world.

Drew said she believes the company gained so much traction because it is such a relatable pain point that many people are aware of, whether they have dealt with it directly or not. She said people not only want but need help with these things. "While we know we can't alleviate the pain of loss, we provide logistical support to reduce the stress that comes with estate administration," she added.


Cadence serves clients directly when they come seeking support, but first and foremost the program creates partnerships with estate-related businesses. Its primary function is to work with funeral homes, lawyers, hospice care units and other organizations that significantly impact people during this time.

Cadence ensures that families have a support network where they can access the various services required to close the estate and cope with the loss.

Drew highlighted that although they are digitally based, Cadence cares about each customer. She said, "we are a technology company, but we really do focus on customer support." Staff are always available if clients are dealing with a difficult task or encounter any challenges.

"Not only are we offering a unique software solution to help people through this process, but also compassionate human support," she said.

Drew said it has been an exciting journey from where they began to where they are now, which only allows them to help more people. "What we are really trying to do here is change the way that people deal with death through innovation and technology," she continued, "we want to change the process to make it easier for both people and businesses."

In a sad but necessary market, Cadence's services provide care and compassion while ensuring user accessibility. Drew said, "we are doing everything we can to support as many people as possible." 

## STEP ANNUAL GENERAL MEETING & MEMBER RECEPTION

Thursday, September 29  
Sheraton Cavalier Hotel  
612 Spadina Crescent  
Saskatoon, SK

AGM: 4:00-4:30p.m.  
Member Reception: 4:30-6:30p.m.  
Member Reception includes the Export  
Award Presentation

For more information contact:  
Nicole Grande, Executive Coordinator  
Telephone: 306-787-4136 or  
[ngrande@sasktrade.sk.ca](mailto:ngrande@sasktrade.sk.ca)



# BROEKMAN LOGISTICS

The perfect partner to expand your agricultural machinery to Europe



**A LARGE NUMBER** of industrial construction works, both new construction and expansion projects, are being carried out around the world. In the downstream sector, for example, more than 1,000 projects, such as refineries, petrochemical plants and fertilizer plants, will be completed before 2025. Moreover, various projects will also be completed in other industrial sectors, such as power and energy plants, metal production and/or processing plants, steel mills, cement plants, mining projects, paper, cardboard and pulp mills and many other types. One thing all these types of projects have in common is that they often require large and/or heavy industrial machinery and equipment to be transported around the world.

These market developments and accompanying projects can be interesting opportunities for Canadian/Saskatchewan companies specializing in industrial machinery and equipment looking to enter or expand the European market. This can be done by establishing your own office or finding a strategic partner. Strategic partnerships with the right company can truly increase your footprint. With its market knowl-

edge, innovation and professional experience in the final assembly and conversion of industrial machinery and equipment, Broekman Logistics is unique in its kind and therefore the reliable partner for expanding your business to Europe.

Broekman Logistics is a Rotterdam based logistics services provider, specializing in designing complex supply chain solutions. The company uniquely combines three divisions, exploiting both warehouses and breakbulk terminals in combination with international freight forwarding and shipping services. Broekman Logistics' strategy is to focus on particular market segments which require complex logistics solutions, such as industrial machinery and equipment. With partnerships, Broekman Logistics can accelerate the European market expansion and meet the demands of European clients, providing them with the largest and heaviest industrial machinery and equipment.

Broekman Logistics completely takes over the warehousing, distribution and final assembly of industrial machinery and equipment products in strategically located locations in Europe to help the customer with achieving

strategic goals such as short lead-times and supply chain costs efficiency. It allows customers to focus on their core business: the sale and support of industrial machinery and equipment to customers in Europe. Long term strategic partnerships and supply chain efficiency, enabling customers to achieve their strategic supply chain objectives, are the key pillars.

Saskatchewan Trade & Export Partnership (STEP) enables companies access to these connections and partnerships. The main focus within the STEP partnership is on the activities in warehousing and forwarding services and strengthening the trade-lane between the Saskatchewan region and Europe. Members and partners can build on the strong foundation of the STEP network, resulting in better mutual cooperation.

Broekman Logistics is always searching for long term strategic partnerships enabling customers to achieve their strategic supply chain objectives. Are you interested in further optimizing your supply chain with Broekman Logistics' freight forwarding or warehousing solutions? Please contact us. 



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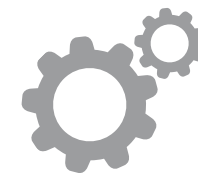
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