

GLOBAL VENTURES MAGAZINE

CONNECTING **SASKATCHEWAN** BUSINESS WITH THE WORLD.

PM# 42591019

VOLUME FOURTEEN ISSUE THREE • FALL 2022

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Spotlight on **Saskatchewan's Technology and Services Sector**

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One Car at a Time

Axiom Exploration Group
Using Innovation to Turn Data into Insights and Actions

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Reaffirming the Importance of Responsible Mining

Fortis: Mining, Engineering & Manufacturing Delivering Turn-Key Solutions to Mines Worldwide

Limbus AI Improving Cancer Treatment through Artificial Intelligence

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GLOBAL VENTURES is the official quarterly publication of Saskatchewan Trade and Export Partnership (STEP). Submissions are welcomed. The Editor reserves the right to edit for clarity and length. Please contact the Editor for copy submission deadlines.

PUBLISHERS:
Saskatchewan Trade and Export Partnership (STEP)
www.sasktrade.sk.ca
Regina: P.O. Box 1787
320 - 1801 Hamilton Street, Regina, SK S4P 3C6
Regina 306.787.9210 / Toll Free: 1.888.XPORTSK
Saskatoon: 400 - 402 21st Street East
Saskatoon, SK S7K 0C3
Saskatoon 306.933.6551 / Toll Free: 1.888.XPORTSK

Benchmark Public Relations:
2260 McIntyre Street / Regina, SK S4P 2R9
306.522.9326 / info@benchmarkpr.ca

EDITOR:
Pat Rediger 306.522.9326 / prediger@benchmarkpr.ca

WRITERS:
Pat Rediger, Meghan Haukaas and STEP staff

SALES MANAGER:
Don Shalley 306.545.6606 / dshalley@benchmarkpr.ca

CREATIVE DIRECTOR:
Diana Rapoport 306.522.0923 / drapoport@benchmarkpr.ca

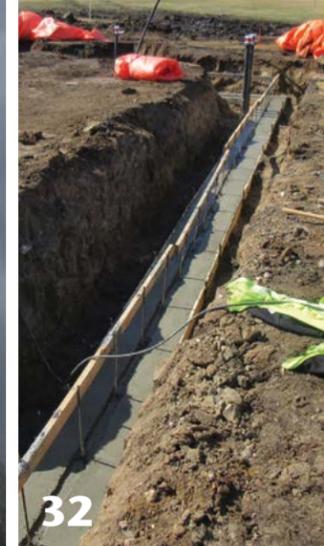
GRAPHIC DESIGNER:
Cindy Mantei 306.522-1422 / cmantei@benchmarkpr.ca

PRINTING:
Western Litho Printers / Regina, SK Canada

DISTRIBUTION:
Prairie Advertising Ltd. / Regina, SK Canada

Publication Mail Agreement #42591019
Return undeliverable mail to Administration
Department, Benchmark Public Relations,
2260 McIntyre Street, Regina, SK S4P 2R9.

PRINTED IN CANADA



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HIGH TECH SASK PRODUCTS, SERVICES AND EXPERTISE

In promoting international trade, we often say that the world needs what Saskatchewan has to offer. Most people associate this phrase with our vast array of agricultural, oil, mineral, and forest products. But it now represents much more than commodities – the world also needs Saskatchewan’s robust and growing high-technology products, services, and expertise.

finalists for STEP’s 2022 Export Award represent the incredible diversity of Saskatchewan’s export eco-system: Algorithm Ingredients, Wilger Industries, SkillShark Software, and Hydraulitechs. I encourage you to join us at our Annual General Meeting and Export Award reception at Saskatoon’s Sheraton Cavalier, September 29th and help us celebrate their success on the international stage.

growth with exports reaching well above \$40B in 2022.

Peter Drucker said, “the best way to predict the future is to create it.” Judging by the incredible work of Saskatchewan’s technology, resources and services sector, Saskatchewan’s export future looks bright. 

It is through the incredible efforts of these exporters that our province achieved the record setting \$37B in international sales in 2021.

This edition of Global Ventures highlights STEP members who are taking on the world with their first-class mining, engineering, electrical, environmental remediation, and software products and services. Indeed, this year’s four

It is through the incredible efforts of these exporters that our province achieved the record setting \$37B in international sales in 2021 and as outlined in our State of Trade Report, STEP is forecasting another incredible year of

CEO REPORT



Chris Dekker
President & CEO, STEP

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GOVERNMENT OF SASKATCHEWAN APPOINTMENTS

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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

Enviro Integration Strategies Inc.

Reaffirming the Importance of Responsible Mining

WHEN KAREN CHOVAN left the corporate side of the mining industry, she knew she was leaving a stable job and stepping into a world of uncertainty. This uncertainty, however, did not stop her from pursuing an idea she was passionate about.

“I wanted to go on my own to help mining companies integrate sustainability into their organizations and try and make a bigger impact in industry than I could working for just one business,” she said.

In 2014 she began the sole proprietorship which has now become Enviro Integration Strategies Inc. (EIS), a company focused on reducing waste management risks, creating value, and increasing the resilience of responsible mining organizations.

With previous field and corporate experience in mine waste management, as well as training sustainability integration and risk management to engineers and project managers, Chovan had plenty of exposure to the inner workings of the mining sector.

Two major Brazilian dam failures in 2015 and 2019, and the shortage of industry expertise in mine waste management, are ultimately what inspired Chovan to come back to her foundations. In particular, the 2019 Brumadinho disaster in Brazil saw a large dam containing iron ore waste give way, destroying the downstream area and killing 270 people.

“Knowing that more can be done, and that

there’s a lack of knowledge and experience in this area, particularly on the establishing governance and management systems for these critical facilities, is what brought me back to this space to help address these needs,” she said.

Naturally, these incidents gained plenty of media attention and sparked concerns about rules for the building and inspection of such facilities, as well as their resulting lifespan. As facilities age, the required level of attention for management diminishes. However, if modifications are not made for this inactive state, they can become unstable under changing field conditions. In this case, unfortunately, the company faced significant backlash because this was seen as a risk that could have been mitigated.

As a result, standards of practice came quickly under review by industry owners and professionals alike. And, in 2019, the International Council of Mining and Metals (ICMM), an international cohort of investors (members of the Principles for Responsible Investment), and the United Nations Environment Programme, came together to create new global standards.

Since being published in 2020, the Global Industry Standard on Tailings Management (GISTM) has stirred plenty of activity in the mining space with corporations working to align with and meet these new standards.

Through EIS, Chovan and her team provide clients with support in this area, having laid out risk mitigation strategies and sustainability frameworks over the years, and for what has now evolved into a software development. “Some of the work we’re doing now started as far back as 2016, but now that a lot more attention is being given to the industry about these problems best practices are becoming more defined,” she explained.

“The software that we created was done in collaboration with Agnico Eagle Mines, to meet their needs for better risk profiling, prioritizing necessary work to reduce risks, and to communicate more clearly. The evaluation tool additionally aligns with these new standards because we’ve been developing it alongside their introduction,” she said.

The software simplifies auditing and training, enables information sharing and transfer, and facilitates the development of risk mitigation action plans to directly address existing gaps.

Although EIS only recently joined STEP, Chovan said she has already accessed market intelligence to increase awareness of the services her business provides. Since the program is applicable for any mining company, it is available to clients around the world.

As a member of esteemed groups such as the Global Mineral Professionals Alliance and the Environmental and Social Responsibility Society, Chovan actively drives her passion forward. Through the promotion of social and environmental responsibility, EIS ultimately hopes to improve the performance of the global mining industry in what is becoming a more environmentally conscious world.

“There has been a broader shift in the global perspective around circularity and social value and I think there are a lot of ways we can contribute,” Chovan said, “So I’m glad interest in this space is finally happening because introducing sustainability to mining began with a long uphill battle. In my view, we’ve finally hit that tipping point of change.”

She added that after spending her entire career working in and around this industry, she looks forward to moving these initiatives forward to help other businesses and their surrounding environments last for years to come. For more information about Enviro Integration Strategies, visit envirointegration.com. 



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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.

Enterprise Machine Intelligence and Learning Initiative Forms PARTNERSHIP WITH FCC

Enterprise Machine Intelligence and Learning Initiative (EMILI) recently announced a partnership with Farm Credit Canada (FCC) along with the renaming of its innovation farm facility now known as Innovation Farms powered by AgExpert.



“Leveraging the tools AgExpert offers will help us deliver data to the industry and producers who are invested in applying best practices and new technology to support their operations,” said Ray Bouchard, EMILI’s board chairperson. The farm management software will be used to assist in testing, research, and technology development for FCC.

EMILI is an industry-led non-profit organization that was established to accelerate the growth of the agricultural-food industry in the province, by promoting the use of digital agriculture technologies. Some key projects on Innovation Farms powered by AgExpert will include the mitigation of climate change, disease and pest control and water usage for agricultural purposes.

VIDO Opens New Facility in Saskatoon

The Vaccine and Infectious Disease Organization’s (VIDO) new manufacturing facility recently opened, which provides vaccines created at the University of Saskatchewan campus.



Canada’s federal government put \$46 million towards this facility while the province of Saskatchewan provided \$15 million and Saskatoon city council contributed \$250,000. VIDO raised more than \$6 million in private donations. The project was also given \$6 million from the Coalition for Epidemic Prepared-

ness Innovations which will only increase the level of infectious disease control in the country.

Researchers work with some of the most dangerous pathogens to challenge the adverse effects of viruses and diseases. “This facility alone doubles Canada’s capacity level for research and helps the country to be better prepared for any future emerging disease,” said VIDO’s CEO Volker Gerdt.

NEW REGINA FACILITY Supplying Flax Pellets to Growing Biomass Market

Regina-based Prairie Clean Energy (PCE)



recently announced the opening of a new production plant in the city, turning flax straw into pellets for markets overseas.

Pellets are to be shipped to Japan and Europe to be burned as a source of biomass energy. The product is considered carbon neutral, which is a valuable characteristic for any type of fuel these days. Before they are burned as energy, flowering flax plants also remove carbon from the atmosphere through photosynthesis.

During the announcement at Canada’s Farm Show, PCE signed its first multi-year purchase agreement with a nearby farmer who has lived and worked in the Regina area for years.

The facility, which is set to open by the end of this year, should produce 60,000 tonnes of pellets per year and employ 24 people, according to the company’s president and CEO Mark Cooper.

SREDA Appoints First Ever CERO



Given the importance of economic reconciliation with Indigenous Peoples in Canada, SREDA recently appointed its first-ever Chief Economic Reconciliation Officer (CERO), Milton Tootoosis. This is a promotion from Tootoosis’ role as Director of Indigenous Eco-

nomics Development, a position he has filled since joining SREDA in 2021.

SREDA said the need for a CERO is strong, particularly in Saskatchewan. This is because the Indigenous population make up approximately 15% of the province’s population, which means that businesses hoping to increase or even maintain their customer base should be prepared with an economic reconciliation strategy.

SREDA is one of the first organizations to appoint a Chief Economic Reconciliation Officer, and Tootoosis’ has brought an Indigenous perspective to all areas of SREDA’s work, which ultimately helps the organization grow and evolve in this time of transition.

“For me, as a leader and CEO in today’s business world in Saskatchewan, it’s clear that having a CERO as part of our leadership team is a competitive advantage,” said SREDA CEO Alex Fallon, “I encourage you all to consider how this type of role can support your organization’s growth as well.”

SRC Hopes to Expand Province’s Mining Clients with New Facility



Following the effects of factors like the pandemic and Russia’s invasion of Ukraine, the global supply chain is still seeing delays in shipments. This led the Government of Saskatchewan to invest in a new mining and minerals facility for the Saskatchewan Research Council (SRC), consolidating both operations under one roof.

The Honourable Jeremy Harrison, the Minister responsible for the SRC, said, “There is a very high degree of interest around the world in securing commodity supplies from reliable, long-term and stable partners.”

SRC CEO, Mike Crabtree, said a lot of the products the council works with are in high demand at this time. “Everything from diamonds through potash, gold-based metals, uranium, all of these are ... in much greater demand than they were even a few months ago,” he said.

“These critical minerals are as important to the economy as oil and gas was in the 19th and 20th centuries,” he added, “Saskatchewan is going to be very, very well-placed to be able to supply a significant proportion of world demand.”

As the second-largest research and technology organization in the country, the SRC provides products and services to more than 1,700 clients in 27 countries around the world. The new facility should employ around 90 people and expects to bring in an average annual revenue of approximately \$137 million.

FEDERAL FUNDING to Help Saskatchewan Businesses

Daniel Vandal, Minister for PrairiesCan, recently announced a federal investment of almost \$26 million to help 11 innovative businesses across Saskatchewan gain access to the resources they need to expand, improve operations, and create more jobs.

These organizations impact many industries in Saskatchewan, including advanced manufacturing, digital technology, agriculture and agri-food production, and health and safety. Projects funded today are supported under the Business Scale-up and Productivity (BSP) stream of the Regional Economic Growth through Innovation (REGI) program, and the Jobs and Growth Fund (JGF).

The total federal investment of \$25,933,033 supports the Saskatchewan economy and is

expected to create over 500 jobs. This work is expected to result in over \$470 million in revenue growth, including over \$290 million in export sales.

WORLD-CLASS RODEO Performances, Cabarets, and Agri-education Returning to Agribition this Fall

After a successful fiftieth show celebration, Canadian Western Agribition (CWA) looks forward to putting on another must-attend show from November 28 to December 3 at the REAL District in Regina.

CWA will kick off on Monday, November 28, with all-day free gate admission, courtesy of CN Rail, and the Burning of the Brand ceremony at 10 a.m. to officially open the show. The Maple Leaf Finals Rodeo will also return to the rodeo arena, November 30 to December 3, featuring top tier rodeo athletes, the best rodeo stock in Canada, and a new theme every night.

Admission for Wednesday night’s rodeo performance is free and will highlight Saskatchewan’s Indigenous culture and heritage. Thursday night’s rodeo (presented by Co-op Refinery Complex) will be dedicated to Saskatchewan’s first responders, and Friday’s performance (presented by Ritchie Bros. Auctioneers) will celebrate all the hardworking individuals of Saskatchewan’s energy sector.

The final night of rodeo, Championship Saturday (presented by Co-op Refinery Complex), will wrap up the Maple Leaf Finals Rodeo circuit, crowning the circuit’s rodeo stars. As it always has, the CWA is sure to bring great things to the province again this year.

CANADIAN WESTERN AGRIBITION Welcomes Shaun Kindopp as New CEO



Canadian Western Agribition (CWA) recently appointed Shaun Kindopp as its new CEO, an appointment that comes after a comprehensive recruitment process by CWA’s Board of Directors.

Kindopp joined CWA after spending 10 years in the event and entertainment industry, most recently serving as Director of Corporate Partnerships and Sales at one of CWA’s long-standing community partners, Regina Exhibition Association Limited (REAL).

“On behalf of CWA’s Board of Directors, we are excited to welcome Shaun to the team,” said CWA President, Kim Hextall. “Shaun’s time in the events industry, corporate sales experience, and passion for the community makes him a great fit for Agribition.”

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UPCOMING TRADE EVENTS

OCTOBER 2022

INCOMING BUYER CONFERENCE: Asia Trade Conference

Date: October 3-5, 2022

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 Southeast Asia Countries.

The conference program will include presentations to international buyers, introducing Saskatchewan agriculture sectors and opportunities as well as a keynote address from the industry or Saskatchewan Government. The presentations will be followed by a tabletop display event which will include business to business (B2B) matching meetings with international buyers.

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

VIRTUAL TRADE MISSION: 2022 Canada Food Expo

Date: October 5-14, 2022

Location: Virtual

Due to the Covid-19 border control requirements and travel restrictions, the trade mission to 2022 Canada Food Expo in Japan has been changed to a virtual event. The Canadian Embassy will set up online B2B meetings for selected good fit Canadian companies to meet with local Japanese food and beverage buyers over the event dates.

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

TRADE MISSION: National Beer Wholesalers Association National Convention 2022

Date: October 9-12, 2022

Location: Chicago, Illinois

Saskatchewan Trade and Export Partnership (STEP) is pleased to invite you to participate in an alcohol trade mission to NBWA Annual Convention being held October 9-12, 2022 in Chicago, Illinois. With

more than 1,800 attendees, 150+ exhibitors of breweries and vendors from across the US and 19 education seminars, the NBWA Convention provides valuable insights into the beer industry, engaging speakers and introduces distributors to new products, technologies, and vendors. This event includes a trade show, educational seminars, networking/sampling session, B2B meetings, site visits to relators/distributors, and access to NBWA's membership directory.

Contact: Katie Janhunen,
Trade Specialist, Agri-Value
Tel: 306 270 1920
kjanhunen@sasktrade.sk.ca

SEMINAR: Export Insights Series

Date: October 12, 2022

Location: Regina, Saskatchewan

Join Saskatchewan Trade and Export Partnership (STEP) for the 7th edition of our exciting Export Insights series. This event is an informal and engaging networking opportunity where attendees can gain market expansion insight from experienced exporters. The October event will feature Darrin Craig, CEO, DynalIndustrial LP., who will provide unique perspectives on building his business and what he has learned through both successes and challenges.

Contact: Brittany Giesbrecht,
Senior Administrative Coordinator
Tel: 306 933 6551
bgiesbrecht@sasktrade.sk.ca

TRADE MISSION: SIAL Paris and Spain

Date: October 15-21, 2022

Location: Paris, France & Madrid, Spain

Saskatchewan Trade & Export Partnership (STEP) is pleased to invite you to participate in a trade mission to SIAL Paris being held October 15-19 in Paris, France followed by a mission to Madrid, Spain being held October 20-21. This mission will include a badge to walk SIAL Paris, a show that attracts approximately 310,000 qualified buyers from 119 countries, and an opportunity to participate in all the activities planned around the event. Following SIAL, STEP is organizing a B2B program in Madrid, Spain. Spain is the third largest buyer of pulses and legumes in the EU and the largest consumer per capita.

Contact: Jay Albers,
Trade Specialist, Agriculture
Tel: 306 229 1232
jalbers@sasktrade.sk.ca

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

TRADE MISSION: Grocery Innovations Canada 2022

Date: October 25-26, 2022

Location: Toronto, Ontario

Saskatchewan Trade and Export Partnership (STEP) is pleased to invite you to participate in a trade mission to Grocery Innovations Canada (GIC) 2022 being held October 25-26, 2022, in Toronto, Ontario. GIC attracts about 360 exhibitors, over 5000 attendees, and about 2600 of which are retailers. GIC is the primary means of connecting with grocers nationwide for the purpose of establishing the engagement and relationships necessary to drive growth in the Canadian retail grocery industry. The mission will include exhibitor booth space, access to all events at the convention, and access the Connect B2B program. Saskatchewan companies will be given the opportunity to sell retail products to retailers across Canada.

Contact: Katie Janhunen, Trade Specialist,
Agri-Value
Tel: 306 270 1920
kjanhunen@sasktrade.sk.ca

NOVEMBER 2022

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, Yukon

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 to Latin America

Date: November 22-25, 2022

Location: Bogota, Colombia &
Guayaquil, Ecuador

STEP will organize a special crops trade mission to the South American market. Grain and Pulse exports to Colombia and Ecuador have been steady in the last few years, and South American importers have an increased interest in developing a steady supply of grain. This mission will focus on establishing the current business that the STEP members have in Colombia and Ecuador and offer them the opportunity to increase their sales into this market. STEP will arrange meetings with importers, distributors, millers, as well as visits to local processing plants.

Contact: Jay Albers,
Trade Specialist, Agriculture
Tel: 306 229 1232
jalbers@sasktrade.sk.ca

DECEMBER 2022

TRADE MISSION: 2022 Saskatchewan Showcase in Southeastern Asia

Date: December 1-9, 2022

Location: Ho Chi Minh, Vietnam and
a second South Eastern Asian market

This business development mission to Southeastern Asia will showcase Saskatchewan agriculture, agricultural food, and agricultural technology. This mission is planned to visit Vietnam and another selected markets in the Southeastern Asian regions. Vietnam is a Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP), signatory country so the majority of tariffs will be eliminated or reduced to create great opportunities for the Saskatchewan agriculture and agricultural food sector. Supported by the Saskatchewan Trade and Investment offices in Ho Chi Minh and the Canadian Trade Commissioner Services in the regions, the mission will be a travelling showcase event that will include business to business matching, education seminars, business receptions, tours, and visits.

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

TRADE MISSION: Food Ingredients Europe & Second Market

Date: December 6-8, 2022

Location: Paris, France

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

JANUARY 2023

TRADE MISSION: Energy Mission to New Mexico

Date: January 9-13, 2023

Location: Hobbs, New Mexico

New Mexico is a natural fit for Saskatchewan energy and mining suppliers. They are the largest potash producer in the USA and the 2nd largest oil producer. The primary focus of this mission will be targeted meetings and tours with oil producers in the Hobbs region. A secondary focus of the event will be meetings with potash mines in the state. STEP will arrange the meetings, ground transportation and lodging in New Mexico.

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



For a complete list of STEP Incoming/Outgoing Trade Missions and Seminars, visit www.sasktrade.sk.ca.



The PCE team was honoured to meet with the founding CEO and his team at RENOVA, Inc., Japan's largest publicly-traded renewable energy developer.

Saskatchewan Japan Trade Office Helps Regina-based Bioenergy Company Expand

Saskatchewan's international office in Japan has been actively finding ways to connect a Saskatchewan company, Prairie Clean Energy (PCE), with new opportunities in Japan.

The office acts as a hub for economic development and expansion for Saskatchewan in Japan, which is home to over 125 million people, and the world's third largest economy. In 2021, the province exported nearly \$1.4 billion to Japan.

"Saskatchewan produces safe, clean and sustainable agri-food and energy products, and we deliver these products to our export partners around the world," Japan office Managing Director David Anderson said. "Japan is an excellent location for Saskatchewan to expand its presence. The country needs everything Saskatchewan has to offer."

Prairie Clean Energy is a Regina-based bioenergy company focused on producing sustainable, low carbon pelletized biomass fuel. The company's business model is based on buying unutilized flax straw from local prairie producers (removing the need for producers to burn the straw), densifying it using PCE's proprietary process, and selling it to customers around the world as biomass fuel. With Saskatchewan growing 70 per cent of Canada's flax crop, and Asia increasing its demand for biomass as an energy source, the Asian business connections make sense.

Recently, PCE announced the opening of the first flax straw biomass production facility in the world. The plan is for the Regina-based facility to be operational by the end of 2022. The company is also reaching out to the United Kingdom, European Union, and Asia as they work to tackle the global demand for sustainable alternatives by turning non-utilizable wood (shavings, edgings, and sawdust) and agricultural residue into biomass fuel.

PCE President and CEO, Mark Cooper, recently returned from a successful trade mission to Japan, where he met with Mitsubishi, Mitsui Corp., Sumitomo Corporation, and had several meetings with RENOVA Inc., Japan's largest publicly traded bioenergy company.

"To have boots on the ground in Japan with David Anderson and his team made a world of difference to the success of our trip," Cooper said. "Not only did they help us navigate Japanese business culture, but they also opened new doors for us that would have taken much longer for us to do on our own."

The trip led to important follow-up meetings in Regina with Mitsui & Co., Ltd. (Canada) in August and RENOVA's senior team visiting PCE's head office this fall to further the partnership between the two companies.

The Japan office works to connect Japanese-based companies and investors to opportunities in Saskatchewan's agriculture, mining, and energy sectors, as seen with PCE. Saskatchewan offers the food, fuel, and fertilizer that the world needs, and Japan is ready to do business with our local suppliers. By creating partnerships like this, increased competitive advantages are developed, which then leads to investment.

"Japan is an important market for Saskatchewan's exports," said Anderson. "As the province's third-largest export market, there is untapped potential here for both businesses and government to engage, work with, and grow our respective economies."

In addition to Japan, the Government of Saskatchewan operates an additional seven international offices in China, India, Mexico, Singapore, the United Arab Emirates, the United Kingdom, and Vietnam. This global network is a key part of the province's aggressive international engagement strategy to keep Saskatchewan's economy growing strong and to reach the 2030 Growth Plan targets.

Find more information on Saskatchewan's International Offices at www.saskatchewan.ca/business/investment-and-economic-development/international-offices.



STEP Technology and Services Sector Overview

IN FEBRUARY, I was on a trade mission in Vancouver with mining suppliers looking to build their relationships with mining and engineering companies. More than one BC company mentioned how Saskatchewan will be “the place to be” this year in the energy and resource industries. Since then, food security concerns, geopolitics, energy security and other worldwide factors have only added to the optimism. Uranium, oil and potash prices hit 10-year highs this year.

Potash companies in Saskatchewan are increasing production. The massive BHP Jansen project has been accelerated. Cameco will ramp up production and other uranium projects are on the way. A new copper project is coming. All of this would not be possible without support by the government and a robust supplier base to supply these mines and solve problems to keep them running efficiently.

Saskatchewan mines have seen more than \$40 billion of capital expansions since 2008. New extraction methods, deposit types and different commodities have resulted in the supply chain growing stronger.

The province’s first dedicated lithium well was drilled last year. Prairie Lithium has also used their proprietary technology to extract lithium from subsurface oilfield brine water. DEEP Earth Energy Production Corporation has been test-drilling water wells for geothermal energy. Both companies decided to form a partnership for mineral rights in different zones within a stratigraphic column. This relationship just made sense as each company is looking at a separate zone of the column. This same type of alliance is regularly mirrored at the supplier level in Saskatchewan. Competitors will sometimes work together on a project when it makes sense to utilize each other’s expertise. Suppliers understand that a rising tide lifts all boats.

Without oil and gas, there wouldn’t be the ability to extract lithium from oil brines. There also wouldn’t be the drilling expertise to be utilized in southern Saskatchewan by companies like DEEP Earth Energy. Global demand for lithium is expected to keep increasing and the oil industry will continue to be a mainstay in the province.

Saskatchewan Research Council (SRC) is no stranger to innovation, with their enhanced oil recovery solutions and their sensor-based sorting expertise. SRC is establishing a unique facility in North America to address gaps in the Rare Earth Element supply chain. Their Rare Earth Element Processing Facility will produce rare earth metals, an ingredient used in the manufacturing of permanent magnets. The facility will also have a Monazite Processing Unit that will process ore and produce mixed rare earth. The separation unit will produce individual rare earth oxides.

Rockford Engineering Works created an automation department to solve unique challenges in the mining, tube and pipe, steel and oil & gas industries. Their dedicated automation stream compliments their other services and specializes in industrial control platforms, electrical design, machine safety and interlocks and more.

Team Power Solutions utilized their expertise in digital applications and automation to create a new brand. RAYHAWK was developed to automate the process of loading bulk commodities into railcars. They have recently made their first sale of this safe and cost-effective innovation. These are just a few recent examples of the depth and expertise of the Saskatchewan energy and resource supplier base.

By Ryan Niemela



5thru
Regina, Saskatchewan
www.5thru.com



Products and services include building customer profiles across all locations. Push notifications alert staff when a customer arrives to speed up service. Identifies new and returning customers at all locations meal matching- Provides exact location of customer in drive-thru line, works 24/7 and in the harshest environments rain, snow, or sun. Simple implementation- invisible to the customer, does not disrupt service or require complicated onboarding.

7shifts Inc.
Saskatoon, Saskatchewan
www.7shifts.com



Products and services include restaurant scheduling software to make scheduling, time-clocking, and team communications quick and easy. 7shifts’ solution streamlines operations and reduces labor costs to help restaurants grow. The company also offers advanced workforce management & labor optimization tools for multi-unit restaurant groups.

Agrimatics
Saskatoon, Saskatchewan
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.

Allstar Tech
Regina, Saskatchewan
www.allstartech.com



Products and services include the GetInSync Platform, a platform that strengthens Business-IT relationships and delivers business innovation. Using real data the company’s SaaS based platform empowers the team to – align business strategy with IT priorities – takes the guesswork out of building an IT strategic plan – unite teams to work toward a common goal - aligns IT investments to the corporate strategic plan – measures the data, removes obstacles, and creates innovation.

Andgo Systems Inc.
Saskatoon, Saskatchewan
www.andgosystems.com



Products and services include the Andgo Systems Inc. automated online communication for employee leave requests and shift replacements.

ATL Heritage Services Corp.
Saskatoon, Saskatchewan
www.atlheritage.ca



Products and services include heritage and archaeological services, heritage resources impact assessments, mitigation, heritage resource reviews/referrals to Regulatory Agencies, historical/archival research, cemetery mapping and management, traditional land use studies, stakeholder engagement and communication services, communication strategies, partnership building, project and event management, facilitation, corporate social responsibility, environmental impact assessments, climate change action, media & public relations, ground penetrating radar and mapping services, GPR surveys for unmarked graves, void detection buried utilities/tanks, detailed mapping services for communities, rural municipalities and campgrounds, geographic information services (GIS) and tourism initiatives offered through 3 divisions that are branded as their own individual companies.

Axiom Exploration Group Ltd.
Saskatoon, Saskatchewan
www.axiomex.com



Products and services include the ability to confidently facilitate the completion of any project (e.g., geological, environmental, and engineering) for clients in Saskatchewan, across western and northern Canada, and internationally. The company has an experienced team of consultants globally with working Visas and permits already in place in multiple countries. Axiom routinely works in logistically challenging and remote areas, and have experience adapting and succeeding in challenging geographic, environmental, and geopolitical circumstances.

Barbershop Films
Regina, Saskatchewan
www.barbershopfilms.ca



Products and services include high quality video productions that help Saskatchewan companies market their services and products.

Brew Ninja Software
Saskatoon, Saskatchewan
www.get.brewninja.net



Products and services include Brew Ninja, a Software-as-a-Service (SaaS) product which comes in four tiers: Pico, Nano, Micro, Kilo. All four tiers include all functionality. Pico is limited to breweries producing up to 1,000bbl/year, a brew system of 10bbl, and 3 users. Nano is limited to 2,000bbl/year, 20bbl brew system, and 7 users, but adds training. Micro is limited to 7,000bbl/year, 50bbl brew system, and 20 users. It adds 2 custom reports and onsite training. Kilo removes limits, and adds 3 day of onsite training.

Board Checkup, Self-Assessment Software Services Inc.
Regina, Saskatchewan
www.boardcheckup.com



Products and services include technical assessment services to increase evaluation capacity and performance of non-profit corporations. Board Checkup’s plan is to adapt their model and services to other corporate and organizational contexts. This includes for profit and public agencies boards and commissions. Board Effectiveness Self-Assessment Services (found online at boardcheckup.com), Issue Oriented Governance Process Effectiveness Assessment Services, Board Director Effectiveness Assessment Services, and Leadership/Management Effectiveness Assessment Services.

BudSense
Regina, Saskatchewan
www.mybudsense.com



Products and services include a wide variety of merchandising solutions including digital menus, paper menus, printed product cards, web menus, marketing menus, and more. In addition, BudSense fully integrates with Greenline, Cova, and LeafLogix POS systems to update product, pricing, and inventory information quickly and accurately.

Cadence Final Document Services Ltd.
Saskatoon, Saskatchewan
www.cadencecares.ca



Products and services include a digital after-care concierge built to empower bereaved families by organizing, streamlining and automating estate settlement tasks so families can grieve.

Cameco Corporation
Saskatoon, Saskatchewan
www.cameco.com



Products and services include uranium mining, refining and conversion services.

Canada North Environmental Services Limited Partnership (CanNorth)
Saskatoon, Saskatchewan
www.cannorth.com



Products and services include environmental impact assessment, environmental effects monitoring, regulatory and licensing issues, human health and ecological risk assessments, environmental site assessments, aquatic toxicology, aquatic and fish studies, water quality investigations, hydrological assessments, wildlife investigations, wildlife and vegetation assessments, contaminant investigations, data management and analyses, habitat evaluation and restoration, archaeology/heritage resources, and forestry.

Canada Training Group
Turtleford, Saskatchewan
www.canada-training-group.ca



Products and services include extensive training in a broad range of leadership, engineering and technical disciplines and 5 highway trailer vans that they have customized as mobile electrical training laboratories. These unique units enable them to come to a client’s site and provide critical skills training in advanced safety practices and procedures; substation apparatus testing and maintenance; and motor control and VFD troubleshooting. They are ISO 9001 certified and accredited to provide CEUs. All courses are customized to the needs of each facility.

Canadian Electronic Health Information Systems Ltd.

Coronach, Saskatchewan

www.guardianemr.ca



Products and services include Guardian EMR, a cloud-based practice management system capable of supporting the whole health care team from any location. Guardian EMR conforms to the processes and forms of an existing clinic with the template builder and program logic that allows work from multiple points in the system. Users are not forced into any specific working order for the system to process their needs. Guardian Clinic Manager allows clinics to monitor and track equipment and clinician certifications. The company also provides online resources from consent forms and intake forms all the way to various standardized assessments.

Canpotex Limited

Saskatoon, Saskatchewan

www.canpotex.com



Products and services include the marketing and delivery of potash to approximately 40 overseas countries, with the majority of potash heading to Brazil, China, India, Indonesia and Malaysia.

D

Dias Geophysical Limited

Saskatoon, Saskatchewan

www.diasgeo.com



Products and services include next-generation 3D DCIP resistivity and IP surveys using the proprietary DIAS32 system, ground MT/CSAMT/AMT surveys using the DIASMT system, full-tensor airborne magnetic gradiometry surveys using the QMAGT system, and airborne passive EM (AFMAG) surveys with the QAMT system. Both airborne systems deliver unparalleled data in the industry due to highly sensitive low-temperature SQUID sensors.

DynalIndustrial LP

Regina, Saskatchewan

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).



E

Emerald Seed Products Ltd.

Avonlea, Saskatchewan

www.emeraldseedproducts.com

Products and services include Nutrifen as a feed additive for use in pig, chicken and cattle feed, FenGum for use in the mining or oil industry, and Canafen used in the food and natural health industries.



ENGCOMP Engineering & Computing Professionals Inc.

Saskatoon, Saskatchewan

www.engcomp.ca



Products and services include catering to the heavy industrial market; Engcomp provides professional services to the potash, uranium, oil and gas, pulp and paper, chemical processing, and food processing industries. Disciplines in which Engcomp can provide engineering services include mining, process, mechanical, structural and electrical. Engcomp executes both greenfield and brownfield projects varying in size and complexity, and are well positioned to lead the execution of small to medium scale projects from concept to completion. In addition to engineering projects, Engcomp has led or been part of procurement support teams, construction management support teams, and owners' teams. Engcomp is proficient in overseeing and completing projects, from conceptual design and feasibility studies through to detailed design engineering and construction completion. The company's success is largely based on close interaction with clients to ensure an effective and efficient process.

Enviro Integration Strategies Inc.

Saskatoon, Saskatchewan

www.envirointegration.com



Products and services CI-RiskDB Software. Our risk evaluation software provides governance assurance, giving you a proactive look at the quality of past work done, to know if the site is well understood, the design and analysis were rigorous enough, and if the facilities were built and are being operated according to design. Having this information in one place is critical to diagnosing gaps and developing remedial plans, to lower the potential of a facility failure.

Environmental Instruments Canada Inc.

Saskatoon, Saskatchewan

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.

Environmental Material Science Inc. (EMS)

Saskatoon, Saskatchewan

www.ems-inc.ca



Products and services include two major products – Soil Sense and Distributor. The Soil Sense is an autonomous, self-powered soil sensor that measures hydrocarbons, carbon movement and greenhouse gases every 30 minutes. The accompanying software allows for companies and organizations across all levels of sophistication to optimize their ESG performance. The Distributor is a solar-powered, unit that reduces hydrocarbon and saline pollution in soil.

F

Furman IP Law & Strategy PC

Regina, Saskatchewan

www.furmanip.com



Products and services include intellectual property services, patents, trademarks, copyright, trade secrets, designs, strategic advising, contracting services for Canada and around the world.

G

Glendyn Consulting Inc. o/a MuniSoft

Regina, Saskatchewan

www.munisoft.ca



Products and services include software solutions for tax and assessment, cashing, utility billing, public works, financial, cemetery administration, mapping and GIS.

Global Ag Risk Solutions

Moose Jaw, Saskatchewan

www.agrisolutions.ca



Products and services include a multi peril product that insures your input costs plus revenue and it's designed with every farmer in mind. The plan is simple: Your three major inputs – fertilizer, seed and chemicals – are covered, plus a specific amount of revenue per acre. As your input costs increase over the year, so does your coverage. There is no ceiling, and no effect on your premium – meaning you can do what your farm needs, whenever it needs it. Payouts happen quickly. So, if something happens, you won't have to wait for your money. You can use this insurance as collateral with major banks, and borrow against it.

Graham Group

Saskatoon, Saskatchewan

www.graham.ca



Products and services include construction services across three different sectors including commercial, infrastructure, and industrial. Projects include educational facilities, hospitals and healthcare institutions, office buildings, warehousing and distribution facilities, retail outlets and complexes, recreational facilities, hotels and casinos, multi-unit residential housing developments, roadways, bridges and interchanges, public transit, airports and seaports, water and wastewater treatment facilities, water management and storage structures, conventional and alternative power generation and distribution, including wind farms and district energy plants, oil, natural gas and petrochemicals, power generation, refining and upgrading, mining and forestry, potash, gold and uranium, site preparation, including excavating and grading, underground pipe installation, mass excavating and heavy construction, haul road construction and operation, piling- driven, drilled, CFA and more.

GreenStem Technology Corp

Saskatoon, Saskatchewan

www.greenstem.ca



Products and services include providing custom solutions to the petroleum and gas industries, as well as agriculture. The company uses non-GMO microbes to provide solutions. GreenStem Technology also provides research for hire to find solutions to environmental problems.

H

HCC Mining and Demolition Inc.

Saskatoon, Saskatchewan

www.hcc.ca



Products and services include a variety of underground mining services including development, construction, blasting and demolition, rehabilitation, production and operations support, utilities installation, steel installation, and shaft repairs. HCC's employees include a cross-section of experience and new-to-industry miners and tradespeople (heavy duty mechanics, millwrights, and electricians).

Hyon Software Inc.

Saskatoon, Saskatchewan

www.hyon.ca



Products & Services include software to allow organizations to participate in the circular economy.

IDS Infrastructure Data Solutions, Inc.

Regina, Saskatchewan

www.ids.consulting



Products and services include software guaranteed to generate truly optimal long term system-level renewal plans and long term solutions and services around four main product lines including Bridge Optimizer, Roads Optimizer, WaterNet Optimizer, and SewerNet Optimizer.

Information Services Corporation

Regina, Saskatchewan

www.isc.ca



Products and services include registry and information services and software solutions to governments and private sector organizations. ISC's Services segment delivers industry-leading solutions uniting public record data, customer authentication, corporate legal services and collateral management to support optimal lending practices with business across Canada. The company's Technology Solutions segment provides the development, delivery and support of registry (and related) technology solutions; their suite of registry software solutions currently serves over 30 register types and supports 20 registries in Europe, North America and Asia.

Innocorps Research Corporation

Saskatoon, Saskatchewan

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.

IntraGrain Technologies Inc.

RM of Sherwood, Saskatchewan

www.intragrain.com



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

J

K

Karri Howlett Consulting Inc.

Saskatoon, Saskatchewan



Products and services include providing advisement to organizations for the following: – Business strategy development including goal setting at various levels within the organization – Advisement on mergers, acquisitions, divestitures, financing, privatization, recapitalizations – Implementation and enhancement of governance structures – Implementation and enhancement of enterprise risk management framework – Financial forecasting and financial risk management planning – Cash flow forecasting and analysis – Post-merger integration synergy creation – Strategy and team development facilitation

KeyLeaf

Saskatoon, Saskatchewan
www.keyleaf.ca

Products and services include research and development, nutraceuticals, concept to commercialization, ingredients, food, pharmaceuticals, cosmetics, research, development, commercialization, piloting, processing, biology, cannabis, and hemp.



Kinemek Design Works Inc.

Saskatoon, Saskatchewan
www.kinemek.ca

Products and services include repaid design, prototyping, 3D printing and testing services. Provision of reversing engineering, sourcing mass manufacturing and product production, and GPR equipment and potash laboratory testing equipment.



Koenders Water Solutions Inc.

Regina, Saskatchewan
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.



LightLeaf Solar

Saskatoon, Saskatchewan
www.lightleafsolar.com

Products and services include dropLeaf – store it in sight and charge as you drive; uLeaf – easy handling at only 5 pounds; gLeaf – rigid, light and tough ultra light solar panel for all our fixed mount needs; and custom panels – offering many different custom solutions.



Limbus AI Inc.

Regina, Saskatchewan
www.limbus.ai

Products and services include Limbus Contour, the company's first commercial product, which utilizes machine learning models to perform accurate and fast segmentation of organs at risk – a critical component of radiotherapy treatment planning. The quality of the contours produced is expert level and the significant time savings allows clinicians to spend more time on patient care. Compared to existing atlas-based automatic segmentation software, this product is much faster, simple to use, integrates with any platform, and produces accurate contours on a large library of normal organs. The product is approved for use in Canada and the US and will soon be available internationally.



Major Reclaim Corp.

Prince Albert, Saskatchewan
www.majorreclaim.com

Products and services include using a proprietary approach to recover precious metals from the mills system.



Maven Water & Environment

Saskatoon, Saskatchewan
www.mavenwe.com

Products and services include assessing site-specific needs, and recommend the best combination of treatment technologies, management strategies, and source control opportunities. Their experts offer passive and semi-passive and biological water treatment technologies such as treatment wetlands (CWTS), gravel bed reactors, bioreactors (BCRs), etc. Through strategic collaborations with experts in active treatment, our toolbox spans a wide range of active technologies (e.g., reverse osmosis, ultrafiltration, lime precipitation, ion exchange, etc).



MERA

Regina, Saskatchewan
www.meragroup.net

Products and services include engineering services, technology transfer, training, data acquisition and control.



Morris Interactive

Saskatoon, Saskatchewan
www.morrisinteractive.ca

Products and services include leadership development, strategic planning, customer service, sales training, governance and board training, team building, communication, employee engagement, everything DISC programs, five behaviors of a cohesive Team, certified change management, respectful workplace, staff retreats, HR consulting, feasibility studies, health evaluations, employee engagement surveys, pre-hire assessments, organizational data diagnostic programs, and LINK market services.



Mosaic Company, The

Regina, Saskatchewan
www.mosaicincanada.com

Products & Services include mining and processing of phosphate and potash minerals into crop nutrients, and then shipping via rail, barge and ocean-going vessel to their customers in the major agricultural centers of the world. The work of mining and processing potash and phosphate minerals is an energy- and water-intensive endeavor. They work carefully to maximize efficiencies and minimize their use of energy and natural resources, and have made significant progress in reducing Mosaic's environmental footprint. Mosaic is an important driver of economic activity in each of their operating communities. They strive to be a thoughtful and engaged neighbor, using their financial resources, expertise and innovative spirit to demonstrate their shared commitment to good corporate citizenship.



myComply

Saskatoon, Saskatchewan
www.mycomply.net

Products and services include myComply, a training network for the construction industry. Contractors use myComply to manage employee training, find and schedule training with local trainers or take online training and also verify that all workers on job sites are properly trained.



Norseman Structures

Saskatoon, Saskatchewan
www.norsemanstructures.com

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



North Star Systems Inc

Saskatoon, Saskatchewan
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.



Northern Strands

Saskatoon, Saskatchewan
www.northernstrands.com

Products and services include underground mining wire rope, attachments and equipment and general rigging, crane ropes and material handling.



Nutrien Ltd.

Saskatoon, Saskatchewan
www.nutrien.com

Products and services include potash, phosphate, and nitrogen.



Peter Lucas Project Management

Saskatoon, Saskatchewan
www.peterlucas.ca

Products and services include providing project resources to owners. Peter Lucas Project Management provides remote and on-site project services to industrial, mining and technological sectors. By providing more cost-effective service than engineering firms and more personalized service than a staffing agency, they champion the interests of their clients while supporting the growth of their people. Peter Lucas Project Management's full suite of project services includes (but is not limited to); Project Management, Project Engineering, Administration, Scheduling, Cost Control, Construction Management, Safety Management, Drafting Services and Operations Support.



PIC Investment Group Inc.

Saskatoon, Saskatchewan
www.picgroup.ca

Products 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.



PINTER & Associates Ltd.

Saskatoon, Saskatchewan
www.pinter.ca

Products and services include environmental, geotechnical, mining, and municipal engineering consulting.



Pioneer Performance Inc. – IMSM Canada Ltd.

Saskatoon, Saskatchewan
www.pioneerperformance.ca

Products and services include consulting and training for ISO 9001 Quality, ISO 14001 Environmental, OHSAS 18001 and other ISO standards, regulations consulting, training, and auditing.



Prairie Clean Energy

Regina, Saskatchewan
www.prairiecleanenergy.com

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



Prairie Robotics

Regina, Saskatchewan
www.praierobotics.com

Products and services include AI technology to automatically identify contamination at the household level and provides an automated education platform to reduce recycling contamination.



Refresh Enterprises Inc.

Saskatoon, Saskatchewan
www.refresh.ca

Products and services include developing innovative technology-based platforms designed to bring value added wellness solutions to the marketplace.



RESPEC Consulting Inc.

Saskatoon, Saskatchewan
www.respec.com

Products and services include mineral resource estimations; subsurface geology; examination of well logs, cores, geophysical data; mining engineering and materials testing; drilling services; and design and drill disposal and geothermal wells.



Rivercity Innovations Ltd.

Saskatoon, Saskatchewan
www.rivercityinnovations.ca

Products and services include our rugged BeeSecure GPS trackers using LoRa or cellular - used for bikes, pets, sport vehicles, trailers, and corporate asset tracking, our temperature monitoring cold-chain solution for pharmacy and grocery stores, hydrocarbon monitoring for oil and gas industry soil contamination remediation, and property monitoring for seasonal problems such as water line freezing, water leaks, or other common problems. Our latest product is an Indoor Air Quality Monitor which reports on CO2, volatile organic compounds, and other ambient air issues - perfect for post-covid room control. RCI designs smart city solutions using LORA, and operates a private LoRa network for its clients worldwide.



Rockford Engineering Works Ltd.

Regina, Saskatchewan
www.rockfordworks.com

Products and services include equipment supply, automation, structural, mechanical, and industrial engineering. The company's professional engineers are certified to seal/stamp designs in Alberta, Saskatchewan, and Manitoba and provide equipment for all industrial applications.



S**Saskatchewan Polytechnic**

Saskatoon, Saskatchewan
www.saskpolytech.ca



Product and services include international development, education, skills training consultancy, training and project management. International student recruitment and the delivery of Saskatchewan Polytechnic certificate and diploma programs overseas, English language and technical skills evaluation for Canadian employers of potential temporary foreign workers and new immigrants through the Skills Passport (www.skills-passport.ca) program.

Saskatchewan Research Council (SRC)

Saskatoon, Saskatchewan
www.src.sk.ca



Products and services include reliable, professional commercial laboratory services. The company also has dedicated labs that focus on contract research and development, as well as pilot plants that offer clients the opportunity to test technologies. By investing in new technologies and world-class researchers, SRC continues to expand their capabilities, moving SRC to the forefront of R & D and meeting the growing needs of industry.

SaskTel International

Regina, Saskatchewan
www.sasktelinternational.com



Products and services include integrated, end-to-end Operational Support Systems (OSS) and Business Support Systems (BSS) software solutions covering and automating all key functions of the 'order-to-cash' process for communication service providers. Software products include order management, plant inventory and assignment, auto provisioning/activation, trouble ticketing, billing and revenue management, workforce management, Customer Relationship Management (CRM), strategic consulting, network consulting, operational effectiveness consulting and managed services where resources are leveraged with decades of experience from parent company, SaskTel.

ServiceBox

Regina, Saskatchewan
www.getservicebox.com



Products and services include ServiceBox, a platform to manage workflows of a service company featuring customer management, job site tracking, quotes, work orders, time and materials, job notes, pictures, history, signatures, drag and drop scheduling, maintenance management checklists, recurring work orders, recurring contracts, contract expiration updates, and time-sheets invoicing

SkillShark Athlete Evaluations

Saskatoon, Saskatchewan
www.skillshark.com



Products and services include a completely customizable software for coaches to set up their evaluations, and invite evaluators to collect scores. Athletes are scored using the device of the evaluators choosing, with data being instantly uploaded. Hours of time are saved by eliminating data entry, and reports are instantly generated. Coaches can begin sorting teams or even communicate results with athletes and parents with the click of a button. By simplifying the process, increasing communication, and aiding in player development SkillShark will revolutionize the athlete assessment process.

SolusGuard

Saskatoon, Saskatchewan
www.solusguard.com



Products and services include a suite of hardware and software safety solutions that is customizable for each organization. This includes a wearable panic button; lone worker safety app with check in/out services; safety monitoring platform (mobile and desktop); a satellite extender for remote workers; and a web-based monitoring and alert management platform for dedicated safety and security teams.

StoreToDoor Technology Inc.

Regina, Saskatchewan
www.storetodoorcanada.com



Products and services include StoreToDoor, a white labelled platform that allows retailers the ability to offer a cost-effective same-day delivery to their customers while using our network of delivery drivers to fulfill the deliveries. StoreToDoor is an extension of the client's brand and lets the retailers own their clients through process by white labeling all communications to the retailers clients. StoreToDoor integrates with numerous E-Commerce platforms such as SHOPIFY, SQUARE and also have native integrations with clients proprietary software. They give retailers and their clients the ability to track their deliveries in real time and also provide their network of delivery drivers to fulfill the tasks and the technology to improve the client communication in real time. Recently the company added a manual client portal for non-E-Commerce clients.

TAM International LP

Saskatoon, Saskatchewan
www.tamintl.ca



Products and services include trade consulting, supply chain solutions, agency setup, and transportation services to Canadian importers and exporters of goods and services from and to markets in Asia, Europe, South America, and Australia.

Team Power Solutions

Saskatoon, Saskatchewan
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.

Terra Modelling Services Inc.

Saskatoon, Saskatchewan
www.terramodellingservices.ca



Products and services include mineral resource exploration and project management, resource estimation, geological and economic modelling, commodity price forecasting, stakeholder engagement and reporting (due diligence, NI43-101, JORC).

Titan Clean Energy Projects Corporation

Craik, Saskatchewan
www.titan-projects.com



Products and services include:
 1) Bio-based plastic additives: These carbon-based additives can replace traditional fossil-based additives such as polypropylene, polyethylene, and carbon black in any plastic products that are manufactured worldwide.
 2) Compostable bioplastic masterbatches: These masterbatches are particularly suitable for single-use plastics formed by injection or rotational molding. Our formula meets the ASTM requirements for compostability.
 3) Bio-based, renewable activated carbon for odour control.

Twisted Pair Productions Ltd.

Regina, Saskatchewan
www.twistedpairproductions.com



Products and services include video production for corporate videos and television commercials and a 5.1 surround sound mix room for radio and audio post production services. Through the company's interactive division White Rabbit VR, they offer full interactive development for virtual and augmented reality applications specializing in industrial training and simulations. As well, they offer extensive interactive development for museum and interpretive center clients across Western Canada.

U**University of Regina**

Regina, Saskatchewan
www.uregina.ca/international



Products and services include educational services, research services, human resource development, science and technology, social and public policy, research and development.

V**Vendasta Technologies, Inc.**

Saskatoon, Saskatchewan
www.vendasta.com



Products and services include marketing automation, CRM, order and billing management, payments and collections, fulfillment management, a client-facing business app, and more. The platform also features access to a marketplace of ready-to-sell products and services for SMBs in categories such as marketing & advertising, CRM & customer success, productivity & collaboration, connectivity & security, ecommerce & inventory, booking & scheduling, billing & payments, legal & insurance, and accounting & finance.

VeriGrain

Saskatoon, Saskatchewan
www.verigrain.com



Products and services for growers, processors and buyers include one of two versions of the VeriGrain app—the Grower Series or the Enterprise Series. The Grower Series app allows growers to create a digital record for tracking quality and quantity when grain is loaded into or out of storage. It ensures samples are representative, streamlines interaction with testing labs and gives the grower more detailed knowledge they can easily share digitally with buyers. This results in enhanced revenue for the grower, traceability and reduces rejections and downgrades. Buyers receive what they purchased and operate more efficiently, reducing costs.

W**Wave9 Technology Inc.**

Kipling, Saskatchewan
www.wave9.co



Products and services include a monitoring system that provides oil-field maintenance staff with a workflow dashboard that prioritizes interventions and feeds the 'right info at the right time' to the operator. The solution consists of a camera that provides visual access to the wellhead, sensors tracking key operating parameters, and analytics software that processes and filters this info, then alerts the operator to certain conditions. The combination of these features and abilities allows a significant reduction in human cost of operation as well as operational risks. The package is designed to use a solar panel and batteries instead of power to eliminate the need of an electrician and operational shut down during package installation.

Westcap Mgt. Ltd.

Saskatoon, Saskatchewan
www.westcapmgt.ca



Products and services include venture capital and private equity fund management.

Western Heritage

Saskatoon, Saskatchewan
www.westernheritage.ca



Products and services include satellite imagery, opusTrack and opusSchedule software, EFMP software, Archaeology and Cultural Heritage management, GPR Services, image interpretation services GIS mapping services, and UAV mapping and inspection services.

X**Xtended Hydraulics & Machine Inc.**

Emerald Park, Saskatchewan
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 new RFID asset management tracking tags that are more durable and withstand dust.

Y**Z**



FLYING HIGH TO GET YOUR DATA

Saskatoon Company Using Innovative Technology to Turn Data into Insights and Actions

THERE IS A WIDE VARIETY of ways to gather data that can help your business make decisions and move forward. Some of the most effective methods use some of the latest technology.

Axiom Exploration Group is a Canadian leader in survey and data-gathering and analysis technology, helping all types of land-based industries make the best decisions for continued success.

Technology keeps changing, so it makes sense to work with an organization that keeps innovation at the forefront. "We work with industry and academic partners to develop our own services in house," says Doug Engdahl, P.GEO. and Axiom Group President and CEO. "We've seen so much change in our 11 years in business — we know the best way to deliver what our clients need is to provide solutions they don't even know are possible."

Traditionally, surveys gathered information at ground level using physical measuring devices. Now, more and more data is gathered using satellites and other airborne technology.

"Data collection is much more efficient and complete when we're up in the air," says Engdahl. "We're especially proud to introduce Xcite™, a new generation of helicopter-borne time-domain electromagnetic (TDEM) systems."

The Xcite™ system literally suspends high-speed electronics and sophisticated aeronautical engineering equipment 30m below a helicopter and detects, locates, and maps

conductive mineral deposits, aquifers, soil contamination, aggregates, fractures and faults, landfills, water features, and oil and gas for more detailed site characterization, landslide investigations, pre-construction planning and more.

This new and innovative approach to geophysical surveying can also co-collect time domain EM (TDEM), total field magnetics, LiDAR, orthophoto and/or radiometric data — technology Engdahl is excited about. "The TDEM is a Canadian first-to-market configuration that Axiom is operating, which was developed by New Resolution Geophysics [NRG™] in South Africa," he explains. "Co-collecting data reduces exploration expenses and can dramatically improve results. Having more information means we can do more for our clients!"

Costs are rising, new technologies are being introduced every day; ongoing regulations, land stewardship practices and supply chain constraints are only a few of the major factors that producers must navigate.

Axiom has a broad portfolio of proprietary innovations and services that are powered by a unique combination of artificial intelligence, big data analytics and geological expertise. It gives Axiom increased ability to turn data into actions and intelligent insights and deliver exceptional results and value.

As a local enterprise, Axiom is especially committed to serving Saskatchewan industries.

Another new service — Axiom XAct™ Agriculture — is a solution developed locally that takes big data gathered by remote sensing, high-resolution satellite imagery, soil test information, and analytics to help give farmers in Saskatchewan and across Western Canada greater insights to improve yield forecast accuracy, generate value, and increase both farm production and profitability. The volume spectral and radar data is staggering and requires our strong artificial intelligence and machine learning algorithms to truly utilize the full value of this product.

Engdahl wants to continue to help Saskatchewan build on its competitive advantage. XAct™ Agriculture can track crop yield as well as the environmental, and plant biological conditions that contribute to a good or bad yield: irrigation management, pest and disease risk analysis, and cohort analysis can be used to compare similar subsets of fields. And the result can offer more than just productive farms. Axiom XAct™ Agriculture could help a livestock company optimize feed practices or help identify the best crop irrigation practices for farmers in drought-stricken areas.

"We see an amazing opportunity to apply artificial intelligence and machine learning technologies to the local agriculture industry," explains Engdahl. "Quite simply, we want to focus the technology for the producer's benefit, make this data more accessible to farmers and put the province of Saskatchewan at the forefront of technology and innovation."

Axiom Group also has roots in the Saskatchewan mining, environment, and geophysics industry. AI and machine learning is also being leveraged by mining, energy and utility companies, airlines, retailers, and many others to make informed business decisions.

As Saskatchewan's mining industry eyes global expansion, Axiom's experts can provide accurate structural and lithological models that lead to successful drill-hole target generation, mine development and mineralization emplacement definition. Electromagnetic surveys, specifically heli-based ones, are a key exploration technique for uranium and base metal exploration. The Axiom team uses advanced geostatistical methods and software combined with collective decades of geological understanding to ensure the accuracy of their resource models and estimations.

Axiom started operations in 2011 and is now a complete consulting firm providing a diverse set of technical services within, and integrated across four main divisions: Exploration, Geophysics & Geomatics, Environment, and Energy Services.

Axiom Exploration's team of geoscientists employs their combined 100+ years of experience to provide exceptional geological expertise. They are equipped with the latest industry knowledge and tools to provide clients with reliable and accurate data. Axiom Geophysics and Remote Sensing specializes in unmanned aerial vehicle (UAV) and helicopter-based geophysics and geomatics. Utilizing services



developed in-house and with industry and academic partners, Axiom can rapidly develop and deploy innovative solutions. The Axiom Environment team provides baseline inventories, environmental assessments, mitigation design, permitting and approvals, monitoring, reclamation and restoration, contaminated sites assessment and management, as well as human, ecological and risk assessments.

Axiom Energy Services specializes in focused and dependable geological supervision of diverse drilling activities across the Western Canadian Sedimentary Basin. Axiom teams have successfully consulted on projects across a wide variety of geological formations spanning Canada and the globe.

But Engdahl says Axiom is more than a service group. "We're proud of our client relationships and level of service," he says. "When we meet with a new client or consult on projects, we consider our contribution to be transformational rather than transactional — we're committed to delivering outcomes that ensure the continued success of our clients."

Encouraging collaboration is another way Axiom improves results for Western Canadian clients. "We can work better — and smarter — together," he says. "We partner with other companies that have relationships with local producers to expand our capabilities and create a better ROI for ALL our clients."

Getting up in the air with Xcite™ is one of the newest ways Axiom Group serves their clients. But the team also works on the ground, in the lab and in the office to deliver exceptional advice and results.

Anyone interested in hearing more about Axiom's services and expertise or looking to become an industry partner to further Axiom XAct™ Agriculture's reach in Saskatchewan, can visit axiomex.com and use the Contact link to connect with us.

BOLDLY DISCOVER

Introducing Xcite™

AXIOM GROUP presents Xcite™, a new generation of helicopter-borne time-domain electromagnetic (HTDEM) systems. AXIOM is proud to now exclusively offer this service in North America.

Xcite™ has already successfully flown over 200,000 line km on several continents. Co-collect your data quickly!

- Incredibly high-quality data.
- Survey using up to four systems at the same time: LiDAR, Radiometrics, Magnetics, plus TDEM.

This state-of-the-art technology developed by New Resolution Geophysics (NRG™) provides an efficient alternative to all prior HTDEM technologies for the minerals exploration and geoscience mapping community—helping you **boldly discover**.

Find out more and book your survey now: axiomgeophysics.com





FORTIS: Mining, Engineering & Manufacturing

BY MEGHAN HAUKAAS



Delivering Turn-Key Solutions to Mines Worldwide

THE MINING INDUSTRY and associated trades are a crucial component of the global supply chain. Mineral resources found below the surface require extreme caution and preparation to extract. Mine-shafts carry equipment, goods, and the most precious cargo of all – personnel.

One Saskatchewan company has made manufacturing, installing, and maintaining mining equipment the core of its existence. Fortis Mining, Engineering, and Manufacturing is a privately-owned company based out of Saskatoon. Although local to Saskatchewan, they provide services to mining and construction companies worldwide. Fortis is one of three companies that are part of the Northern Strands Group of Companies. Northern Strands Group of Companies has been supplying the mining industry since 1970 and is a leader in the Saskatchewan mining and construction supply industry.

Northern Strands initially outsourced manufacturing and installation, but as the demand for mining solutions grew, it became evident that they had both the assets and experience to perform the work internally. “We realized the added value that we could provide by being able to consult, engineer, manufacture, supply and install” said Garry Clarke, President of Fortis and owner of the Northern Strands Group of Companies. “We can provide a comprehensive yet cost-effective solution to the customer.”

“High standards associated with the Fortis name have created strong ties in the Canadian mining industry.”

As a result, Fortis has grown into an integral component of the Group of Companies. Through innovative technologies and practices, Fortis has assisted mines worldwide to overcome obstacles in operation, increase productivity, and reduce risk by supplying them with reliable equipment and professional support.

Fortis provides ropes, attachments, rigging and lifting products, and engineered lift plans along with other custom equipment and training to support best practices in mining in every project they work on. With the experienced and diverse workforce Fortis employs, they have the versatility to mobilize a single crew for multiple facets of work.

From exploration drilling, mine development, steel erection, piling, concrete work, and decommissioning, Fortis offers a wide range of services to both the mining and construction industries. Personnel perform on-site assessments to create safer work environments, either through custom procedures or the production of custom equipment.

Fortis staff perform regular mine maintenance and have extensive experience with various types of mining. This diverse experience provides the advantage of seeing a project from various angles. Fortis works hard to find a solution for their customers in a timely, and safe manner.

Fortis maintains certification from the International Organization for Standardization (ISO) in Quality Management, Environmental Manage-

ment and Health and Safety Management as well as a certificate from the Canadian Welding Bureau (CWB) with Level I weld inspectors available on site. These qualifications ensure clients receive top-tier service backed by extensive formal training and quality workmanship.

High standards associated with the Fortis name have created strong ties in the Canadian mining industry. The Company has completed projects in various types of mining operations including underground and open pit. Locally, Fortis maintains close relationships with the province’s potash mines by performing maintenance, manufacturing, and installation services and is well known for the ability to immediately mobilize to sites to support customers experiencing critical events. As Fortis continues to grow, it has been able to further expand nationally as well as internationally.

As a STEP member, Clarke said that they have been awarded numerous research benefits through the organization while pursuing these endeavours. In a search for more international clientele, Fortis has also made use of the STEP Market Access Program to help amplify the company’s voice and make its presence known in new geographies.

Currently, Fortis is providing mining solutions to various countries including the USA, Mexico, Australia, Indonesia, Africa, and Mongolia. “We’re contracted worldwide right now,” Clarke said. “We currently have a project with a company in Mongolia where we are sending employees as consultants to train local workers to complete the work themselves.” Clarke explained that STEP helped them through the process of international work by providing letters of invitation, important tax and trade information and connecting them with the Mongolian embassy.

“Fortis works hard to find a solution for their customers in a timely, and safe manner.”

On another project in the Democratic Republic of Congo, Fortis completed a full assessment and walkthrough at the Kibali Gold mine. After providing a detailed rope replacement procedure guide that included equipment requirements, procedure steps, sequence sketches, and safe work procedures, they were able to support the Kibali Gold Mine through the various stages of development.

Fortis’s experience is an asset where they can share expertise to influence safe mining practices worldwide. While currently focussing on strategic marketing efforts in South America and Africa, Fortis is motivated to provide high-quality work for international and local customers. Expansion into these worldwide markets is only possible through a good reputation and superior quality work.

With new projects filling the schedule, Fortis continues to improve and expand with every new opportunity. For more information on their products and services, visit www.fortiscorporation.com.



Three Companies, One Solution

www.thenorthernstrandsgroupofcompanies.com



- Project assessment & management
- Rope up & rope change specialists
 - Accident remediation
- Consulting & procedure development
 - Custom fabrication & machining
- Supply of mining ropes & attachments
 - Engineered lift plans
 - Conveyance installation & removal
 - Training
- Rigging and lifting products & solutions
 - Equipment rental
 - Engineered fall protection
 - Suspended access

NORTHERN STRANDS

www.northernstrands.com



ISO 9001, 14001, 45001 Certified Company

www.fortiscorporation.com



www.certifiedsalesandrentals.com



Proudly Saskatchewan
owned and operated since 1970

5 THRU

REVOLUTIONIZING THE DRIVE-THRU EXPERIENCE

5Thru Inc. is Transforming the Experience One Car at a Time



BY MEGHAN HAUKAAS

ABOUT FOUR YEARS AGO Dan McCann headed to Tim Hortons to get his morning coffee and was met with an excessively long line of traffic (as usual). Rather than getting frustrated, he thought to himself, “there has to be a better way.” These pain points in the not-so fast-food industry are what inspired him to create 5thru Inc.

McCann, who has a lengthy resume of accomplishments in the IT sector including the current CEO of Precision Ag – which provides precision spraying technology, set about creating a new platform to decrease waiting times, decrease order errors, and provide more personalized recommendations for customers.

The end-result is 5thru, a Regina-based technology company, that is now marketing this technology around the world. When a user pulls up to the drive-thru, a camera (which is usually already in operation at most drive-thrus) scans the license plate, which is connected to a customer profile that the user has opted in. A user’s payment information and order history are already

stored on the system and can be automatically processed so they don’t need to waste time finding their wallet.

Inside the restaurant the system processes the order and displays a recommendation for the worker to offer the customer. For example, if the customer occasionally orders a chocolate chip muffin with their coffee, the worker can suggest they order one with their next order.

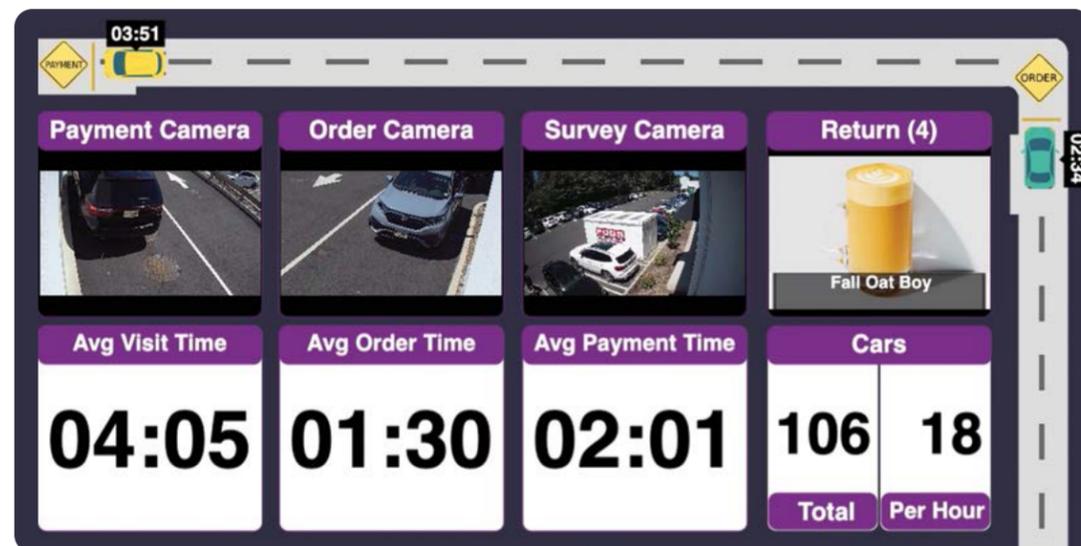
Today 5thru is led by CEO James Clifford who said the company is “all about creating

a better, more personal service experience.” The benefits flow to both the customer and the restaurant.

Meal matching ensures orders are accurate every time. Customers who ordered ahead are recognized quickly and easily, providing the location of each customer at each drive-thru interaction. This then allows the system to find correlations between order history and products more likely

to convert, create a “feature product” for each dietary profile and offer better menus that fit customer profiles.

“It’s all about creating a better, more personal service experience.”



Faster lines increases the ability to serve more customers, which can lead up to a 55 per cent increase in throughput. Knowing the customers as they pull up also allows staff to personalize every interaction which often encourages people to return.

Clifford said that although many big brands have been excited to work with them, the focus remains on small-to-medium size businesses to build mutually beneficial relationships and grow alongside one another.

5Thru joined the Saskatchewan Trade and Export Partnership (STEP) for some logistic support, resulting in a strong partnership that has only strengthened over the years. “They have opened doors to share our Saskatchewan made products with the world, while keeping us updated on opportunities for future growth,” Clifford said, “STEP continues to provide value at each level our company grows.”

“5thru can offer simple solutions and help other businesses keep up with the times and expand their drive-thru capabilities.”

One challenge the business has had to address was regarding privacy concerns with the application. These days, privacy is starting

to seem like a thing of the past. With our super-intelligent smart phones tracking our every move, paranoia is a natural side effect. 5thru, however, has managed to keep the app simple to avoid problems regarding personal information.

The technology does not profile each individual, but simply associates a vehicle with their favourite food and drinks. Clifford gestured towards smart phone applications that are constantly mining data, which made him feel the need to ensure safety behind the application and allows him to reassure his customers.

There are still opportunities for program development and diversification. Clifford said they are working towards adding vehicle recognition to the technology, which can help with identifying the type of order that might come in. For example, a mini van recognized on the scanner might signal towards a full family’s order.

Clifford added that this technology can be useful in several other fields. A landfill that functions similarly to a drive-thru could input

a “Pay by Plate” feature to automate the process of weighing and paying for each load. Paid parking lots and parking garages might

“Faster lines increases the ability to serve more customers, which can lead up to a 55 per cent increase in throughput.”

also find this application useful in offering instant and remote payment methods.

“We live in an age of convenience, where we expect our needs to be met at the push of a button,” said Clifford. “5thru can offer these simple solutions and can even help other businesses keep up with the times and expand their drive-thru capabilities.”

5thru offers a range of different businesses a deeper way to engage, automate and expedite their processes allowing retailers to shift their focus back to what matters most – customer care and service. For more information visit www.5thru.com.


TIMETODIGDEEPER


Did you know

95% of Canadian potash is exported every year?

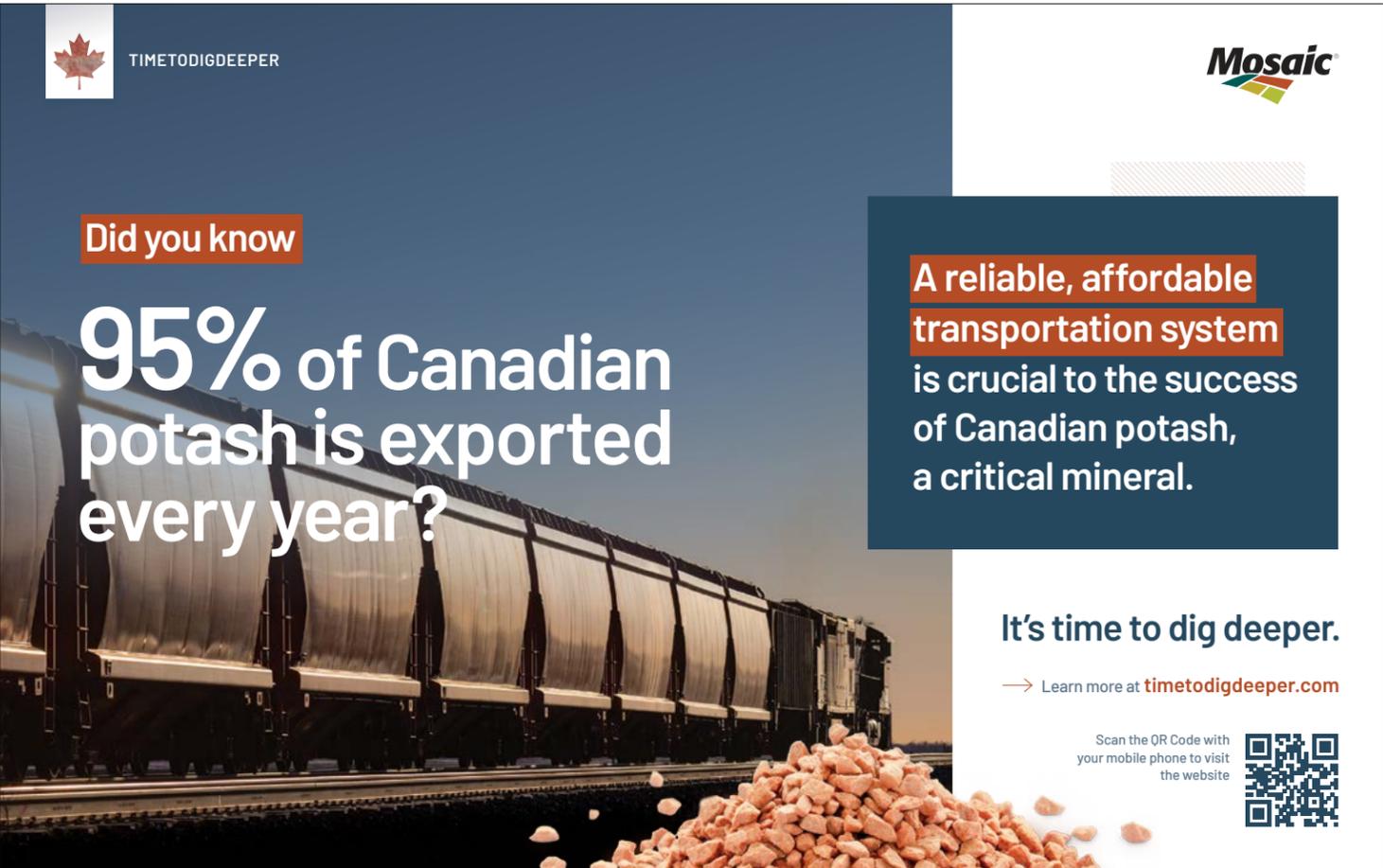
A reliable, affordable transportation system is crucial to the success of Canadian potash, a critical mineral.

It’s time to dig deeper.

→ Learn more at timetodigdeeper.com

Scan the QR Code with your mobile phone to visit the website







Reducing Emissions, Reusing Biomass, and Recycling Old Ways

Titan Clean Energy Projects Corp. is Leading the Way to a Carbon-Smart Future

AS THE WORLD shifts towards clean energy, many have attempted to make their mark in history by providing new, earth-friendly innovations. One Saskatchewan-based company is doing just that, by using activated charcoal products to replace harmful wastes with renewable solutions.

Jamie Bakos, President and CEO at Titan Clean Energy Projects Corp. said the company saw a need to divert a massive amount of waste that was going to landfills. Many companies perform work related to plastic recycling and metal recycling, but there is often no consideration given to biomass – organic matter that is used as a feedstock to produce valuable products.

“We had to initially identify the problem that needed to be solved, which is biomass waste,” Bakos said. After identifying what technology was needed to process biomass, he realized there really wasn’t much available to address this issue. Titan developed its own technology

to process biomass into products that were in high demand, and good for the environment.

Since he and his business partner Michele Kiss created the company back in 2008, they have since grown to a 20-person operation. “We are now one of the largest dedicated bio-mass recycling processors in Canada,” said Bakos.

The company has grown incrementally, adding more equipment over the years including excavators, loaders, and biomass grinders to scale up the business. They even built their own research and development lab on site in Craik. Bakos said they process more than 10 million kilograms of waste biomass into activated carbon and other advanced biomaterials.

Titan has created several activated charcoal-based products across a variety of markets including odour adsorption, water

purification, soil amendments, veterinarian products, and health and beauty ingredients. “We use certified feedstock sources with no herbicides and pesticides applied to them, and also produce the organic certified bio-charcoal for agriculture,” Bakos said.

Titan’s activated charcoal has been approved for organic input by the Centre for Systems Integration (CSI), which was a difficult undertaking. “It was very challenging to go through and get all the

approvals through Health Canada and the Canadian Food and Inspection Agency and we were met with a very extensive process and we’re very proud that we went through that process to get to where we are today,” he said.

During their start-up phase, the company reached out to potential customers to find out what their product needs were, and how they

could recycle biomass to meet them. “It was a very complex process to work with customers very early on, in hopes of tailoring products to their specific needs,” Bakos explained.

He added that the company initially began by converting biomass waste to more simple household products like colored mulch, or industrial absorbents for the oil and gas industry. The question he faced was: How can we take these waste solutions to the marketplace, and see our products realized in the real world?

One of the first clear applications for Titan’s activated charcoal products was for veterinary use. “The activated carbon itself absorbs odors and pollutants,” Bakos said. “So, when using antibiotics and other things within an animal, the charcoal product absorbs things that are damaging to the gut health of the animal. There might be some toxins in the animal or maybe some infection. The charcoal can absorb those toxins and then travel through the animal and ultimately end up as nutrient-enhanced fertilizer for the soil.”

The ability of these activated charcoal products to absorb and eliminate contaminants is not its only attribute. It can also be used to create plastics and other fibres. “We are solving pretty big problems because there’s so much plastic waste, but so little is able to be recycled, reused, or regenerated,” he added.

Titan is developing answers to these growing problems. About two and a half years ago, the organization was awarded a project through Innovative Solutions Canada (ISC) to develop what is ultimately one of the first biodegradable plastics designed for single use

that also has a negative carbon footprint.

“We worked on a project with Next Generation Manufacturing Canada (NGEN) and Refined Manufacturing Acceleration Process (ReMap) to develop facemasks from biodegradable plastics, and then that extended to other filtration materials and just a wide range of materials in general,” Bakos said.

Titan is currently focused on expanding their facility, with about 25 acres left to go. “We want to expand until we reach about \$50 million in annual revenue,” Bakos said. “We want to use our proprietary technology and business model to build at new locations, both nationally and internationally.”

The company has identified more than 100 different sites in North America that could use access to a waste processing site, rather than transporting it to another location at an added cost.

“There’s a huge network in the clean technology, biomaterial, and carbon sequestration markets. So, we’re part of a very large community, and we have many research collaborations not only in Canada, but also around the world. We see the need to install our technology globally.”

Titan has been increasing marketing efforts to reach a larger audience. From participating in trade-shows to speaking at global conferences, networking is an important part of the process. This past June, Bakos presented Carbon-Negative Plastics using Bio-based

Carbon in a Circular Economy at the Plastic Waste Free World Conference in Atlanta.

Bakos said STEP conducted an initial market assessment for the business that was very valuable and provided great geographic and marketing information. “We also just did

“Titan intends to divert as much biomass as possible and create valuable new products from organic matter.”

a global export training program with Export Development Canada (EDC), Royal Bank and other partners. STEP was a big part of that program as well. It’s been a great relationship over the years,” he said.

With the amount of positive feedback, they have been receiving, along with the level of interest being generated in carbon sequestration technology, it seems Titan has ensured a strong position in the global market for years to come.

“This project has really validated the fact that it’s possible to do good things for the environment and still generate revenue,” Bakos said. The Titan team features some of the nation’s most talented people who are passionate about the environment and dedicated to providing carbon-smart solutions to everyday problems. For more information, visit www.titan-projects.com. 



BY MEGHAN HAUKAAS

“Our team is tenacious and dedicated.”

“Committed to the Environment. Committed to you.”



Limbus AI

Limbus is Improving Cancer Treatment through Artificial Intelligence

New Software Creates Contours for Faster Planning

BY MEGHAN HAUKAAS

WITH ALL THE LATEST advancements in modern medicine, it can be a challenge to recognize where there is room for improvement. Limbus AI started as a solution to a problem that co-founder Dr. Joshua Giambattista encountered as a radiation oncologist-in-training.

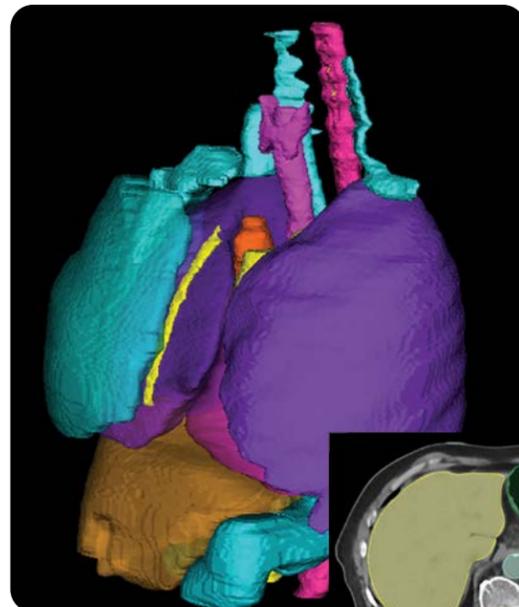
An important step of the planning process for patients requiring radiation therapy is the depiction of the patient's anatomy on a CT scan. This is typically a manual and time-consuming process for clinicians. Changes in tumor size, shape, and location, or in the position of organs and other healthy tissue (often due to weight gain or loss during radiation therapy) may require changes to the treatment plan. This ensures the radiation dose remains targeted on the tumor while avoiding nearby organs.

Modifications to plans is not an easy process. Contouring, or defining the border of the tumor and organs at risk, is one of the most critical steps in the planning process and accounts for a significant portion of the work involved in changing the plan.

With the goal to automate this process, Giambattista enlisted the help of his brother, Jon, and childhood friend, Carter Kolbeck, to help create an artificial intelligence (AI)-based solution to perform these tasks. Jon had an extensive background in software develop-

ment while Kolbeck received his master's degree in computational neuroscience.

Together, three of the four founders had the makings of what would eventually become Limbus AI. Rather than having a patient's scan sent to a clinician to be manually contoured, their system implements full automation by



detecting and applying the correct clinical template. After the contours have been created, they are sent for review by an oncologist.

Shortly after proof of concept, the team pitched the technology to Dr. Karl Otto, an experienced medical physicist and inventor whose solutions have been used to treat millions of cancer patients worldwide. He was impressed by the technology and became the fourth founder of the company. After his assessment, they launched their first product, the Limbus Contour, across North America in 2020.

The company's AI-driven automatic contouring algorithms continue to automate the contouring process and help streamline the treatment planning process, ultimately helping patients get the treatment they require sooner. With an extensive library of clinically validated AI structures for the immediate contouring of over 115 organs, and with multiple image models, the program can significantly reduce the time it takes to plan a patient treatment.

"We are continu-

ously improving the software to sell directly to clinics in need, as well as partner with other companies to co-develop exciting new applications for our technology," explains Giambattista.

Since the initial product launch, the company has received U.S. Federal Drug and Administration (FDA) clearance and CE Mark certification (which signifies any products sold in the European Economic Area have been assessed to meet high safety, health, and environmental protection requirements). These achievements allow them to market and sell in the U.S., Europe, and other countries.

The Limbus AI team continues to expand, more than tripling in size in the last year. To date, over 100 clinics around the world in over 10 different countries are using Limbus Contour. As a result, over 100,000 patients have had their CT images created using the software, saving clinicians thousands of hours.

Limbus AI is based in Regina and

employ staff throughout Canada and the US. In addition to being STEP members, they have also benefited from various partnerships and programs within the province. They are part of the Conexus Cultivator – a high-tech incubator – and they have received support from the National Research Council of Canada Industrial Research Assistance Program (NRC IRAP) and Can-Export.

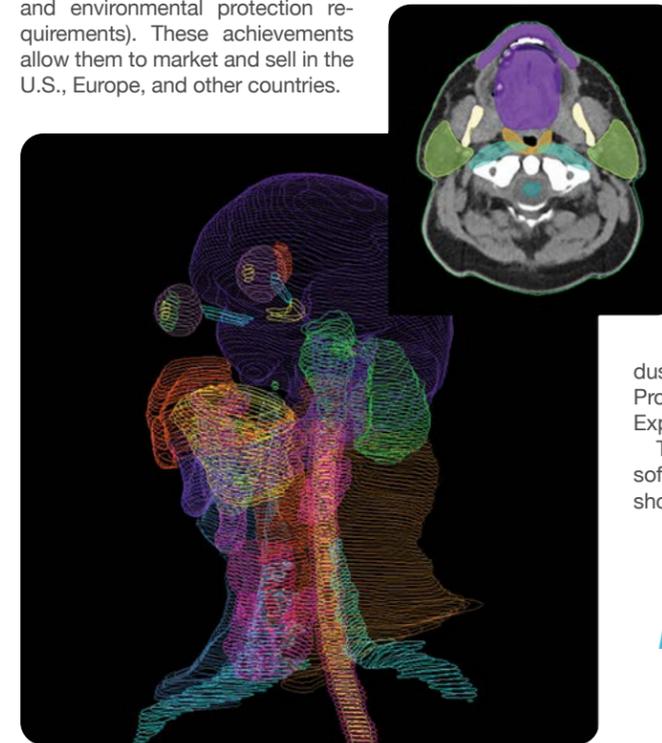
The team has marketed the software at international trade shows, grown sales through

"Their system implements full automation by detecting and applying the correct clinical template."

direct channels, and distributed the software via a growing network of international partners. One of the biggest marketing sources is through word-of-mouth advertising as clinics share stories about the speed, accuracy, and simplicity of the product.

Limbus AI continues to advance the field through various international research and industry collaborations. For example, the company has recently partnered with Accuray, one of the largest manufacturers of radiation treatment machines to provide contours in their new advanced treatment product.

Giambattista is confident the company's research efforts will continue to lead to new developments – "Limbus AI will continue to prioritize the clinical applicability of our software to realize our mission of improving cancer treatment with artificial intelligence." For more information visit www.limbus.ai.



"We are continuously improving the software to sell directly to clinics in need."

FULLY AUTOMATED

CT images are processed immediately after each scan and contours are then sent to the treatment planning system for manual review.



SaskTel International

In 1984, SaskTel designed and constructed the world's longest fiber optic network, considered a pioneering innovation at that time. Other telecoms took notice and in 1986 SaskTel International (SI) was formed to partner with clients throughout the world to design, build, and construct fiber networks. SI also evolved to develop specialized software to inventory, provision and automate these networks.

Experts And Pioneers In Fiber Networks

With several world-firsts in the telecom industry, one of SI's most notable global projects includes the English Channel Tunnel, the largest construction project of the 20th century. We completed a four-year commitment to lead the design, system, and management audit, as well as the installation and commissioning of telecommunications and control systems for the tunnel project.

Bridging the Digital Divide

The **CommunityNet** initiative launched in 2001 in Saskatchewan, was the first of its kind in the region aimed at providing province-wide network connectivity to hospitals, schools, libraries, and administration buildings in over 250 locations. We provided engineering, design, project and construction management for the creation of this specialized private network. It also enabled us to leverage the core network to extend broadband services to rural consumer and business customers.

Caribbean Wireless Network

A client in the Caribbean was faced with the challenge of having to launch its cellular network within three months. As a long-time partner in this region, we provided professional services with engineering, project management, and construction. Our client was able to successfully meet their obligations and quickly capture market share and begin generating revenue.

SaskTel Fiber Program and Broadband Expansion in Our Own Province

SaskTel's Fiber To The Premise (FTTP) program is to deploy fiber optics directly into homes and businesses to upgrade the broadband network in urban and rural centers in the province of Saskatchewan. This is part of a larger commitment to invest over \$1.5 billion of capital throughout Saskatchewan over the next five years. SaskTel has completed over 360,000 homes/businesses passed. Our construction has included all aspects of the physical plant, including aerial and underground installation.

Professional Services For Telecoms, Government and Enterprise

SaskTel International is an innovative software development and professional services company providing solutions to telecoms, governments, and private enterprise. As an operating telecom, we provide a portfolio of telecom-based expertise to help other service providers with their own digital transformation journey. We have become a prominent advisor and resource partner around the world with professional services engagements in over 40 Countries and 6 Continents.

Whether you are building a fiber network from start-up or extending an existing network to serve urban or rural areas, SI is able to provide the expertise as your partner with over 30 years of fiber network experience.

For more information on how SaskTel International can help your business achieve its strategic network goals, visit us at sasktelinternational.com.

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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.

STEP 2022 Export Award Nominees

Each year, STEP selects a few esteemed members to be considered for the Export Award. This year's finalists include Algorithm Ingredients, Hydraulitechs, SkillShark Software Inc., and Wilger Industries, which are all based in Saskatoon.

Since 1999, the Export Award has recognized the exporting achievements of members which have introduced new products or services, or introduced new markets to our province, creating a significant increase in sales and ultimately stimulating the economy.

The winner will be unveiled at the STEP Annual General Meeting and Member Reception on September 29 in Saskatoon. The award is sponsored by Export Development Canada (EDC), a Crown corporation dedicated to helping Canadian companies of all sizes succeed on the world stage.

Algorithm Ingredients has recently gained momentum as personal health is prioritized among consumers. Algorithm produces plant-based and ocean-friendly Omega-3 ingredients that are naturally derived from micro-algae and provide a convenient form of nutrition to clients near and far.

SkillShark Software Inc. is getting attention for their automated player evaluation software. This technology can be used for tryouts, camps, and player development by providing a complete athletic evaluation experience in the form of a mobile app.

As its name describes, Hydraulitechs is an innovative design and assembly business specializing in the production of hydraulic systems. Employing engineers with backgrounds in machine design, the company caters to customer needs and provides personalized hydro-products to clients around the world for a variety of applications.

Wilger Industries is a leading manufacturer of sprayer and liquid application equipment parts, which have become a major factor in agricultural processes around the world. Improving these procedures not only increases business for Wilger, but also for their clients in Canada, the US and even Argentina.

As a member-driven, non-profit corporation, STEP is dedicated to increasing Saskatchewan's export activities while raising awareness of our province's distinct products and services. President and CEO, Chris Dekker, said, "in these turbulent days of the worldwide pandemic, regional conflict and growing protectionism, it is more important than ever to honour and empower businesses that have faced the risk and worked tirelessly for their export success."

Jeremy Harrison, Minister of Trade and Export Development, added "the women and men who own or run companies that sell goods and services outside our borders, like these finalists, are the backbone of our country. It follows that any award recognizing the excellence in exporting would be among our most important."

The award is sponsored by



TAP Winter 2023 Cohort – Apply Now

Details are being finalized for the Trade Accelerator Program (TAP) Winter 2023 Cohort planned to start in January



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 or contact Angela Krauss, Vice President, Marketing and Membership Development at 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

7SHIFTS INC.

"Our team at 7 shifts was very impressed with the research work provided by STEP's Market Intelligence Team. The information we received and the valued content will have a very high impact for our business."

Allison McMillan, CFO



Engineers Giving Back

PINTER & Associates Ltd. Providing over 24 Years of Engineering Excellence

BY MEGHAN HAUKAAS

SINCE 1987, Lawrence Pinter has worked in the field of geo-environmental engineering in different capacities throughout Western Canada. By 1998, he had decided to make his own impact on the industry. After combining his engineering expertise with his wife's accounting experience, PINTER & Associates Ltd. was born.

After their simple beginnings as an environmental consultation company, PINTER quickly grew and expanded its services into new engineering and consulting fields. Today, the company offers full service environmental, municipal, infrastructure, geotechnical, and waste management engineering along with in-depth safety consultation.

As professional engineering and safety consultants, PINTER serves a variety of private and public sector clients including individuals, private corporations, government agencies, and First Nations communities. "We listen to our clients, never assuming we know all the answers, and ultimately incorporate their needs into an engineered solution," Lawrence said.

"As professional consultants we serve private and public sector clients through extraordinary service, innovation, responsiveness, safety and outstanding quality."

Staff specialize in providing assessment, investigation, design, and project management services in many fields, making PINTER a one-stop shop for consultation. With additional experience in on site assessment and remediation, waterworks system assessments, wastewater treatment, solid waste management, building foundations, slope stability and more, the opportunities to collaborate with PINTER are endless.

Taking a practical approach to environmental issues, PINTER provides cost-effective solutions to communities and job sites of all kinds. The company offers a variety of services including Phase I and II Environmental Site Assessments (ESA), Phase III Environmental Site

Remediation solutions, Building Material Surveys and Hazardous Material Assessments, Environmental and Groundwater Monitoring, and Electro Magnetic (EM) Surveys.



One major project the company recently took on was the closure of the City of Moose Jaw's landfill. As an example of the extent to which their scope of work can reach – PINTER was hired to initially complete a decommissioning and reclamation plan, followed by a feasibility assessment of alternative waste technologies for the existing landfill site, and then apply to Investing in Canada Infrastructure Program (ICIP) for a grant.

PINTER also provides municipal and infrastructure engineering services including planning, assessment, design and construction management, helping create plans to build water and waste treatment facilities, campgrounds, pools, arenas, high-

ways, subdivisions, and so much more. "What makes us stand out is not only our innovations but our approachability," Lawrence said.

PINTER is known for its innovative and practical solutions and has been recognized with 10 industry awards on both the provincial and national stage.

With personal experience in work-related incidents, Lawrence Pinter is also very passionate about safety - both environmental and operational. PINTER is Certificate of Recognition (COR) certified, maintains ISNetworld compliance, and performs audits on their own internal safety program on an annual basis to consistently improve safe work practices and procedures being relayed to other organizations.

Lawrence added that company's recognition has increased through tradeshows, presentations at conferences, and other networking events. "The most important thing is





“When you think engineering, think PINTER!”



making sure we're available to hear the customer's challenges," he said, "our staff take it from there."

Lawrence and Gail Pinter started the company as a two-person operation, and now share their passion with an experienced 30-member team. The company has always embraced Equity, Diversity, and Inclusion (EDI), but Lawrence himself said they do not accept it as a mere 'policy.' "It has been formed in the inherent foundation of our company's culture," he said.

The PINTER Team members come from all over the world including Mongolia, Nigeria, Egypt, China, Iraq, Hungary, and Ghana with colleagues situated around the globe. Having such a diverse team

“We incorporate customers' needs into an engineering solution.”

means they lead very different lives and have differing perspectives but come together to accomplish a common goal. "If you can do the job and fit the PINTER culture, we don't care about anything else," Lawrence said regarding the company's welcoming approach to staff members.

This sense of inclusion is one of many admirable business traits that have been highlight-

ed by community recognition. In November of 2021, the Association of Consulting Engineering Companies (ACEC-SK) held their annual Awards of Distinction Gala where PINTER was the recipient of the Community Initiative Award.

This award was received in recognition of PINTER's relief efforts for the Hatchet Lake and Fond Du Lac communities that were so harshly affected by the COVID-19 pandemic. Due to the regions' adverse weather paired with the pandemic, these communities faced many obstacles in providing their residents with essential needs.

Two shipments were coordinated with community leaders filled with the materials that were most needed including, diapers, formula, water, disinfectant, and non-perishable foods. Not only did they make financial and volunteer donations themselves but also encouraged other engineering associations to contribute, with donations totalling nearly \$15,000.

Relief efforts, environmental cleanup, and infrastructure projects not only illustrate PINTER's experience in the evaluation, remediation, design, and management processes, but also the company's core values shining through in each challenge taken on by their caring and committed staff.

As the company continues to grow and evolve, Lawrence said they are always keeping an eye out for new contracts and acquisitions, while surveying other facets of engineering and new markets they might venture into. In a world that is quickly realizing the importance of clean energy and environmentally friendly business practises, PINTER's experience and extensive skillset are in high demand.

For more information, visit www.pinter.ca 

ADVERTISING IN GLOBAL VENTURES

Special rates and opportunities



For more than a decade, **GLOBAL VENTURES** has introduced Saskatchewan to the world, profiling STEP members' innovative products, services and achievements, along with the latest policy and trade news and information. GV will continue to serve the province and its members as we enter a new decade of success with the magazine.

2022



Each issue of **GLOBAL VENTURES** magazine reaches **5,000 international, national and provincial exporters, contacts and businesses** (3,500 electronic international business contacts).

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Business Features are an excellent opportunity to market your product, service or company to those that are either engaged in or entering the international trade sector. They are also available in one and two page formats that include an article and full-colour advertisement.

Business Advisors deliver an effective, targeted advertising message, focusing on issues such as the legal, accounting, financial, administration and other items related to the international trade industry. They are available in one and two page formats that include an article and full-colour advertisement.



NOTE: all Business Features and Advisor Columns are also promoted on STEP's Twitter, Facebook and LinkedIn social media pages during the month of publication.



For more information contact
info@benchmarkpr.ca
(306) 522-9326

www.sasktrade.sk.ca

TAP Trade Accelerator Program

AN INNOVATIVE, HANDS-ON FOUR-DAY WORKSHOP HELD VIRTUALLY AND IN-PERSON DESIGNED TO ACCELERATE THE STRATEGIC DEVELOPMENT OF SMALL TO MEDIUM-SIZED BUSINESSES, PROVIDING ESSENTIAL KNOWLEDGE, RESOURCES AND COACHING TO SCALE UP, DEVELOP AND EXECUTE AN EXPORT PLAN TO PREPARE THEM FOR EXPANSION INTO INTERNATIONAL MARKETS



Average Growth
of 21% on total sales
after one year of program
completion



69% of participants
are now exporting in markets
like China, India, Mexico, Italy
and Japan



96% of graduating companies
felt better prepared for
international business

HOW TO PARTICIPATE

Companies can participate in TAP via partner nomination or direct application. All applications are reviewed by the TAP team to ensure the program is a good fit and allow participants to maximize its benefits.

FULL 2023 PROGRAM DATES ARE:

- Days 1&2: January 31 - February 1
(Saskatoon)
- Day 3: February 7 (Virtual)
- Day 4: March 9 (Virtual)

The TAP Advantage

TAP offers a range of skills, experience and individual mentoring and coaching across a broad spectrum of fields including legal, finance, global sales & marketing, taxation, logistics and more.

33%

Percentage of companies that start exporting, or enter a new market after participating in TAP

"As a recent graduate of TAP Canada, the program definitely allowed us to refine our business focus...Our participation in the program is going to pay dividends as we expand our business reach into European markets."

Wilger Industries Ltd.

To learn more or apply now for the Saskatchewan Winter TAP 2023 Cohort visit:
www.sasktrade.com/tap

Contact **Angela Krauss**, VP, Marketing & Membership Development
Saskatchewan Trade and Export Partnership
306.787.9210 | tapsask@sasktrade.sk.ca

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