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VOLUME SEVEN ISSUE FOUR • WINTER ISSUE 2015

GLOBAL VENTURES

SASKATCHEWAN'S EXPORT RESOURCE



On the Cover:
CELEBRITY CHEF MICHAEL SMITH
PROMOTES INTERNATIONAL
YEAR OF PULSES

RADOUGA DISTILLERIES
AS SASKATCHEWAN AS APPLE PIE

HOME IS WHERE THE HEMP HEART IS
FRESH AIR FARMS
EMBRACES ORGANIC SUPERFOOD

VALUE ADDED INNOVATION
SK FOOD CENTRE

SK PULSE GROWERS
KEEPING ITS FINGER ON THE PULSE

SPOTLIGHT ON:
AG WEST BIO

2016 **AG ECONOMIC OUTLOOK**

SPREADING THE FLAVOUR
HANES HUMMUS

SPECIAL REPORT:
SK AGRI-VALUE/BIOTECH DIRECTORY



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"It would be very beneficial for anyone within manufacturing operations, or finance, to pursue belt certification training. It's a great opportunity to network with other individuals motivated around continuous improvement, as well as to further your knowledge around the principles of lean and how to apply them best in your organization."

John Povhe
Chief Financial Officer
Superior Cabinets (Saskatoon, SK)

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Tuition: \$8,864 (or \$1,108 per module)

"The MMC almost feels like mentorship. You can bounce ideas off other people in industry, and the academic coaches are irreplaceable. Never having that formal education in management, this course has just opened my eyes."

Chad Fenrick
Assistant Branch Manager
Ardel Steel (Regina, SK)

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**For more information, or to register, visit
saskmanufacturing.ca or call (306) 713-3765.**

Please note that many of CME's training programs are eligible under the Canada-Saskatchewan Job Grant, which provides reimbursement equivalent to two-thirds tuition upon program completion. For more information about eligibility or your application, contact CME's Director of Workforce Development, Rodelle Genoway, at rodelle.genoway@cme-mec.ca.

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SPRING 2016



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GLOBALVENTURES

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STEP
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Message from the President & CEO

2015 turned out to be another remarkable year for Saskatchewan exports. In spite of the significant decrease in the value of our massive oil exports to the United States, Saskatchewan turned in the second best export year on record shipping \$32.6B in products around the world. As Premier Brad Wall noted “These results demonstrate the strength and resiliency of our economy and highlight the ability of our exporters to compete and succeed around the world.”

In spite of international conflicts, fluctuating exchange rates and roller coaster economies, there is reason for optimism in 2016. Based on the responses from our recent survey, 74 per cent of our membership anticipate an increase in their export activities. In order to meet this demand,

projections for increased staffing levels were noted by 45 per cent of respondents.

I am also pleased to report that 80 per cent of respondents indicated that they garner “high value” from their STEP membership. As a strong measure of endorsement, 100 per cent of respondents indicated they would recommend a STEP membership to other exporters. STEP members have successfully shaped this organization into the dynamic trade promotion organization it is today, and this feedback is integral in allowing us to continue to grow and improve.

With this level of optimism and endorsement, the timing has been ideal to introduce a new service in the form of our Premium Membership option. STEP staff are now in contact with Regular Members to discuss this new service, which will be available at an additional fee to a current membership investment. The new and expanded export services include a top up to customized market research reports

and enhanced qualification of primary prospect leads, increased Market Access Program (MAP) funding, corporate advertising options, dedicated account managers offering expert advice and guidance, and enhanced mission and event benefits. The Premium Membership option will be available April 1, 2016, and members will have the option to either revise a membership investment status now or at the time of their renewal date.

As the year ahead unfolds, we will continue to be member-responsive and deliver current and enhanced programs to our valued members. I look forward to working with you in this 20th anniversary year as we recognize our founding and current members, staff, key stakeholders and all who have shaped STEP to be the dynamic trade promotion organization it is today.

Chris Dekker, President & CEO, STEP

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Doug Moen, Deputy Minister to the Premier,
Executive Council and Office of the Premier, Regina

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Saskatchewan Ministry of Economy, Regina

Vision

Prosperity through trade.



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Saskatchewan Canada

CONNECTING SASKATCHEWAN
BUSINESS WITH THE WORLD

Agriculture remains a Key Component of the Economy



Saskatchewan is home to over 300 food processing companies that generated around \$4.5 billion in 2014.

Agriculture, an important element of life for Saskatchewan residents is home to over 36,000 farms and has proven to be a crucial contributor to Saskatchewan's economy. With oil prices lingering around \$30 a barrel, this is an important time to demonstrate the value of agriculture in our life. It is also of paramount importance that we add value to our agriculture industry by taking them from one level to the next.

How do we do that? We process the primary agricultural products by increasing the value of the primary products. We produce more organic products, extract new products out of the raw commodity and change the packaging; thereby, adding value to the raw commodities. The result is that we increase the economic value of the products which entail higher returns to our companies.


Total revenue from value-added products was around \$4.5 billion in 2014 (Saskatchewan Ministry of Agriculture). This

represents only a quarter of primary agriculture's total revenue. This also demonstrates that our strength in agriculture production has not been matched with an equal strength in value-added processing. As per *Saskatchewan's Agriculture Value-Added Strategy*, we are leaving opportunities on the table by not processing our commodities into high-value ingredients, such as proteins, oils, starches and health or specialty products. Yet, a diverse agriculture sector, which includes processed goods, would create more domestic markets for Saskatchewan's agricultural commodities and help reduce the price volatility that producers face and the constraints that we have noticed in the transportation of these products.

Saskatchewan is home to more than 300 food processing companies with over 1000 certified organic producers. The world class Food Industry Development Center Inc. (Food Centre) is located in Saskatoon. The Food Centre is a non-profit

organization offering full service assistance to food processors wanting to add value to their products for domestic and/or international markets. Their services include food processing, innovative food development, extrusion technology, industry training and pathfinding resources. The center also plays a key role in food development, technology transfer and process technology. The center continues to play a strong role in the development of Saskatchewan's value-added sector.

Currently, around 20 per cent of STEP's members represent the value-added agriculture sector and include members in a cross section of products, including flour, protein, starches, nutraceuticals, functional foods, organic cereals, meat, fruit and fruit based products and specialty foods. STEP is working with these members to help grow their international markets.

Mortoza Tarafder,
Director - Agri-value, STEP 

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For details or to book an ad, contact Don Shalley at (306) 545-6606 or dshalley@benchmarkpr.ca.

BIZ Notes

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 Heather Swan, Manager - Corporate Services at 306-787-7942 or hswan@sasktrade.sk.ca.

AGT to add about one million tonnes of capacity with railroad purchase

Regina-based **AGT Food and Ingredients Inc.**, the world's largest exporter of peas and other pulses, purchased a series of short-line railroads in 2015, which will help the company add about 1 million tonnes of capacity, cut grain-handling costs and speed up delivery to booming markets in India, Turkey and North Africa.



AGT, which buys peas, lentils, beans, chick peas, durum wheat and rice from producers and processes them for export, spent nearly \$80 million to acquire over 550 km of rail track to move its crops. "Short-line rail, in my opinion, is going to become a very important element of the future grain transportation system in Canada," said AGT's president and CEO Murad Al-Katib. "We own the track, we own the locomotive, and we have a fleet of around 483 of our grain cars."

AGT is expanding its ability to move its own produce after as much as \$20 billion worth of grain was held on farms in 2013 due, in part, to a shortage of rail cars amid record wheat and canola crops. The government is reviewing its transportation system after it ordered Canadian National Railway and Canadian Pacific Railway to move the grain to alleviate the backlog.

Hanfood Sweetens International Food Markets

When people think of Nipawin in the spring, the first thing that typically comes to their mind is ice fishing on the frozen northern waters of Tobin Lake not White Honey!



"It is sweet, it is healthy, it is a real cool food product graded number one that is made and packaged in Nipawin," says Andy Hu, President and CEO of the **Hanfood International Trading Group Inc.** The first containers of Ice Honey recently left Saskatchewan for Asia to be introduced to middle-class consumers who are searching for a healthy, high-quality safe food product that can be traced to its place of origin.

Hanfood, based in Regina, has been working to increase the amount of honey exported from the Nipawin area to Asia. It is in discussions with CP Rail to ensure timely delivery of rail

cars in the region, and the company recently started their new trading arm for this venture. Nipawin also exports over 5 million pounds of honey annually valued at approximately \$11 million.

Morris Interactive to Acquire LPC Consulting

Morris Interactive recently announced the acquisition of



LPC Consulting. This new venture stems from the synergies that exist between the two companies. LPC Consulting has been an influential player in Saskatchewan, connecting suppliers to markets through strategic business development planning and supply change consulting since May 2010.

The move strengthens the Morris Interactive team in serving markets with an increased demand for consulting services to support people and organizational opportunities within companies. LPC Consulting brings expertise in the contracted business development services for companies within the industrial market wishing to expand their reach. With trusted relationships fostered over several years, LPC Consulting has provided resources and expertise to help clients bid on and win contracts.

Nine Canadian companies among world's most sustainable

Nine Canadian companies are on this year's list of the 100 most sustainable companies in the world. The top Canadian company is uranium producer **Cameco Corp.**, which finished at No. 32. It was followed by Teck Resources Ltd. at No. 37, Enbridge Inc. at 46, Telus Corp. at 53 and five others.



The list, compiled by Toronto-based media and research company Corporate Knights, was released at the World Financial Forum in Davos, Switzerland. It ranks major corporations on more than a dozen factors, including relative energy and water consumption, greenhouse gas emissions, waste production, the strength of the company pension plan, chief executive officer-to-worker pay ratios, and board and management diversity.

NORAC Ultrasonic Sensor now available

NORAC Systems International, a pioneer in ultrasonic sensors for agricultural applications, has announced the availability of the NORAC Ultrasonic Sensor as a stand-alone product. This release is in response to market demand for a sensor that has sufficient clarity to accurately measure crop height and other agronomic data for a variety of applications.


The NORAC Ultrasonic Sensor is a sensor designed specifically for the agricultural industry. The initial concept was conceived more than 15 years ago and has developed into a leading high precision technology.

“Independent reports have shown a strong correlation between crop height and biomass, which makes NORAC’s Ultrasonic Sensor suitable for a variety of applications including mapping crop growth stages, real-time variable rate, and real-time crop biomass detection,” said Danae Armstrong, NORAC president. “Reporting plant height is step one of a strategy towards using NORAC sensors for in-crop application and analysis. In the future customers will see additional plant profiling and biomass capabilities.”

The NORAC Ultrasonic Sensor is capable of reporting the top of the crop, soil, and multiple levels in between simultaneously. One unique feature is the ability to reliably see through the

plant matter to the ground. Each NORAC Ultrasonic Sensor contains its own processor capable of performing all computations onboard and outputting a final value to an external device for use in applications requiring distance measurements. It supports the ISO 11783 protocol and data is transmitted in the proprietary range of this specification. The development platform ensures that all settings are easy to configure and verify.

Securing New Retail Space

Several STEP members in the agri-value sector are in the final stages of securing an opportunity to supply products to Save-On-Foods, Canada’s largest western-based grocery retailer. The company will open its first store in Regina on April 2, 2016 and has expansion plans for up to 40 additional stores across Saskatchewan and Manitoba over the next five years. With a strong component of retail-ready members, STEP recently hosted presentation sessions with Save-On-Foods representatives with positive results for both the retailer and STEP members in this sector. Expect to see a wide variety of products sourced from STEP members that will be available locally to consumers as well as the potential to be included in the company’s Canada-wide operations. 



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STEP Premium Membership

Enhanced and Customized Service Delivery
STEP Regular Members

Effective April 1, 2016




STEP Premium Membership Offers . . .

- Enhanced and customized services designed for STEP Regular Members
- New services tailored to Regular Members who are currently involved in export, have the product or service offerings, resources, and commitment to pursue international markets
- Service offering is ideal for medium to large exporters who are aggressively seeking new business
- Suite of customized premium membership services available at an additional fee to current annual sales membership service level offering

Visit www.sasktrade.sk.ca for additional Premium Membership benefits and information.

CONNECTING SASKATCHEWAN BUSINESS WITH THE WORLD

Saskatchewan  Canada

upcoming

Trade Mission – Alberta Association of Municipal Districts and Counties (AAMDC) Spring Trade Show

Date: March 14, 2016

Location: Edmonton, Alberta

AAMDC is an independent association that empowers its 69 counties and municipal districts through business services and strategic partnerships. Trade show delegates will include public works managers and chief administrative officers from member municipalities. There will also be a three day convention including speakers and breakout sessions. Attending STEP members will have the opportunity to showcase their products and services to more than 700 delegates and have the opportunity to build relationships and sell to communities across the border.

Contact: Ryan Niemela, Trade Specialist - Technology, Services & Resources
Telephone: 306 933 6558

Trade Mission – Saskatchewan Asia Trade Forum

Date: March 14-15, 2016

Location: Vancouver, British Columbia

STEP members will network with Asian business communities in Canada to cultivate opportunities with a group of potential buyers of Saskatchewan agricultural and food products. With the largest population in the world, Asia is a promising potential market for agricultural and food products. STEP will also plan networking opportunities, business-to-business meetings, and company tours.

Contact: Jingjing Xu,
Trade Specialist - Asia
Telephone: 306 798 4651

Trade Mission – Food Ingredient Mission – AAHAR Show

Date: March 15-25, 2016

Locations: India and Sri Lanka

STEP will participate in the AAHAR International Food & Hospitality Fair 2016 in Delhi March 15-19, 2016.

India has the world's second largest population with 1.2 billion people and one of the world's fastest growing economies with increasing levels of individual wealth.

India has the potential to be a priority market for many Saskatchewan agricultural products, including commodities, pulses, processed foods, oilseeds and animal genetics. For the Indian market, STEP will organize a briefing session on opportunities in the agriculture and food sectors, business-to-business meetings, retail tours and networking opportunities with key food industry leaders.

Sri Lanka continues to experience strong economic growth and has emerged as a growing market for imported consumer food products. Their tourism and hospitality sectors, new restaurants and upscale food retailers are creating avenues for high-end and imported products. Business-to-business meetings and a reception with local importers/traders will be organized as part of the visit to Sri Lanka.

Contact: Mortoza Tarafder,
Director - Agri-Value
Telephone: 306 787 9687

IFI Trade Mission – Asian Development Bank – Business Opportunities Fair

Date: March 16-25, 2016

Location: Manilla, Philippines

Join STEP and the Western Canadian Private Sector Liaison Officers (PSLO) network, in collaboration with the Office of Liaison with International Financial Institutions (OLIFI) Embassy of Canada in the Philippines for an initiative with the Asian Development Bank. Participants for the ADB Business Opportunities Fair will benefit from presentations on the fundamentals of the procurement process for goods/consulting services; keys to responsive bids; bid evaluations; contract awards and redress procedures.

Contact: Jordan Gaw, Director,
International Finance & Logistics
Telephone: 306 787 7940

Seminar – Preventing Issues When Expanding to the US – Tax, Immigration, Competition & Corruption

Date: March 22, 2016

Location: Saskatoon, Saskatchewan

STEP will offer a seminar focused on doing business in the United States. Speakers from MLT Law will provide advice of interest to Saskatchewan exporters, including an overview of immigration options available, taxation issues and a summary of competition and corruption legal issues including best practices to mitigate risks.

Contact: Ryan Niemela, Trade Specialist - Technology, Services & Resources
Telephone: 306 933 6558

TRADE EVENTS

Market Identification Mission – Australia Oil & Gas and Mining

Date: April 7-16, 2016

Location: Brisbane, Queensland and Perth, Western Australia

STEP is recruiting members to participate in a business development and market identification trip with the Trade Commissioner Service where several onshore and offshore oil and gas producers are located. The mission will include the LNG 18 Conference on April 11-13, 2016 in Perth with group procurement meetings, one-on-one business meetings, industry briefing sessions and networking events. After the conference, STEP will explore the mining sector in Australia to determine the demand for a future delegation from Saskatchewan. This portion will include meetings with mining and engineering companies, industry associations and mine equipment distributors/wholesalers.

Contact: Ryan Niemela, Trade Specialist - Technology, Services & Resources
Telephone: 306 933 6558

Trade Mission – Food and Hotel Asia 2016 Singapore – Market Development Mission Hong Kong/ASEAN Region

Date: April 12-15, 2016

Locations: Singapore, Hong Kong/ASEAN Region

Food and Hotel Asia 2016 (FHA2016) is widely regarded as Asia's most established trade exhibition of its kind. Featuring leading brands from all around the world, the 2016 edition will integrate a broad array of international food service and hospitality equipment, machines and accessories which will make it a well-positioned one-stop business platform for buyers in Asia and beyond. The event is

an excellent marketplace with plenty of networking and business prospecting opportunities for STEP members in the food and hospitality industry.

Contact: Yi Zeng, Senior Director - Asia
Telephone: 306 787 2194

Seminar – Saskatchewan Asia Trade Forum

Date: April 12, 2016

Location: Montreal, Quebec

STEP will organize a forum one day prior to the SIAL Canada Trade Mission and offer an opportunity to meet companies operating an agriculture and agri-food business, including those established by Asians and companies that export food products to Asian markets. The forum will also include business-to-business meetings for STEP members to meet with potential new buyers from Asian markets.

Contact: Jingjing Xu,
Trade Specialist - Asia
Telephone: 306 798 4651

Trade Mission – SIAL Canada

Date: April 13-15, 2016

Location: Montreal, Quebec

STEP is recruiting companies to exhibit at SIAL Canada as an opportunity to present fine food and beverage products, food ingredients, and organics sectors to the Canadian market. This event is key to the Canadian agri-food industry as well as an entryway to the United States and international markets. SIAL Canada offers a full range of food products under one roof to meet the needs of exhibitors and attendees. More than 850 national and international exhibitors from 45 countries, and 15,000 plus buyers from Canada, United States and 64 other countries are expected to attend.

Contact: Jeff Cooper,
Trade Specialist - Agri-Value
Telephone: 306 933 6512

Trade Mission – AMC Engineering Conference & Trade Show

Date: April 19-21, 2016

Location: Waterloo, Iowa

STEP is organizing a group exhibit at the AMC Engineering Conference located in the heart of US agriculture with more than 220 agricultural machinery manufacturers who are based in Iowa and surrounding states. The event, formerly known as the Agricultural Machinery Conference, is a conference/tradeshow organized for design engineers from agricultural and off-highway equipment OEM's. The mission will include a group exhibit at the AMC Engineering Conference and extended business programming, including group tours, industry/market information sessions and networking events. The show is an excellent opportunity to showcase products, systems and components as well as develop relationships with engineers and designers from OEM's.

Contact: Stacey Sauer, Trade Specialist - Manufacturing
Telephone: 306 933 5239

Trade Mission – Expomin

Date: April 25-29, 2016

Location: Santiago, Chile

Building on business development in South America, STEP will lead a mine service/supply mission to Expomin. As the largest mining exhibition in Latin America and a main event worldwide, the show has committed the presence of companies from five continents. The event also aims to exceed the successful version in 2014, which was attended by 1,600 plus exhibiting companies from 36 countries, 80,000 plus trade visitors and a business conference with more than 1,200 business meetings.

Contact: Holly Kelleher, Director - Technology, Services & Resources
Telephone: 306 933 6531

Trade Mission – Canadian Institute of Mining Conference and Trade Show

Date: May 1-4, 2016

Location: Vancouver, British Columbia
Building upon a successful 2015 show, STEP is recruiting members in the service and supply sector to participate and be involved in business consulting and networking initiatives. The event showcases technologies and allows attendees to share how they are being applied in the most successful mines around the world. The exhibition also provides a forum to exhibit a broad spectrum of equipment/services, including exploration and development, construction, extraction, reclamation, engineering, safety and productivity.

**Contact: Holly Kelleher, Director -
Technology, Services & Resources**
Telephone: 306 933 6531

Seminar – EDC's Let's Talk Exports

Date: May 4, 2016

Location: Saskatoon, Saskatchewan
Let's Talk Exports is your chance to get the most up-to-date information on what the global economy has in store for exporting businesses of all sizes and in all sectors.

**Contact: Jordan Gaw, Director,
International Finance & Logistics**
Telephone: 306 787 7940

Trade Mission – Pulse and Special Crops Mission to South Korea and Seoul Food and Hotel Show 2016

Date: May 10-13, 2016

Location: Seoul, South Korea

To seize trade opportunities emerging in South Korea after the signing of the Canada-South Korea Free Trade Agreement (CKFTA), STEP is organizing a trade mission to South Korea and an opportunity to exhibit at Seoul Food & Hotel 2016.

As one of the world's largest economies and a rise in imports of agricultural prod-

ucts, the event will offer a tremendous opportunity for members to showcase their products and services. In a market dependent upon food imports to keep up with increasing demands, South Korea offers the perfect market for Saskatchewan exporters. STEP members will exhibit at the show and meet with relevant contacts and buyers.

**Contact: Jingjing Xu,
Trade Specialist - Asia**
Telephone: 306 798 4651

Trade Mission – Canadian Health Food Association Expo West

Date: May 15-16, 2016

Location: Vancouver, British Columbia
Building on the success of the previous mission in 2015, this show provides an opportunity for STEP members to increase relationships with distributors on the West Coast. STEP will identify key distributors in the foodservice industry and retailers to set up business-to-business meetings, organize a visit to an order fulfillment warehouse and a retail store. The show is one of the largest industry focused trade shows for the natural, healthy and organic food sectors.

**Contact: Andrew Braun,
Trade Officer - Agri-Value**
Telephone: 306 933 6559

Trade Mission – Williston Basin Petroleum Conference

Date: May 24-26, 2016

Location: Bismarck, North Dakota
STEP will exhibit at the Williston Basin Petroleum Conference and invites members with an interest in the oil and gas business to attend. Conference topics will include North American/world energy supply and demand, a Bakken Basics information session and managing community impacts.

**Contact: Holly Kelleher, Director -
Technology, Services & Resources**
Telephone: 306 933 6531

Trade Mission – Centrallia

Date: May 25-27, 2016

Location: Winnipeg, Manitoba

STEP is recruiting members to participate at a multi-sector event organized by the World Trade Centre. Over 700 businesses from across Canada and 30 plus countries, including World Trade Centers, Chambers of Commerce and trade and investment agencies, will attend making this an excellent opportunity to do business and learn about many aspects of trade.

The event is ideal for members looking for opportunities in manufacturing, energy, resources, transportation, mining, logistics, construction, infrastructure, agribusiness, information and communications technologies, environmental industries, and innovation and research. STEP is a Delegate Leader and will assist members in registration as well as setting up meetings with potential partners.

**Contact: Ryan Niemela, Trade Specialist -
Technology, Services & Resources**
Telephone: 306 933 6558

Trade Mission – Canadian Association of Municipal Administrators' Conference (CAMA)

Date: May 30 - June 1, 2016

Location: Winnipeg, Manitoba

STEP will attend this conference where members will have the opportunity to network with Canadian municipal administrators. Participating attendees have spending power in industries such as human resources, engineering services, road maintenance, building alternatives and advanced technologies. CAMA members represent over 70 per cent of Canada's population with local governments under their administration spending over \$40 billion each year.

**Contact: Ryan Niemela, Trade Specialist -
Technology, Services & Resources**
Telephone: 306 933 6558



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For a complete list of upcoming trade events,
visit www.sasktrade.sk.ca.

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Meb Gilani, President, Gilani Group
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STEP Premium Membership Summary of Services


Effective April 1, 2016



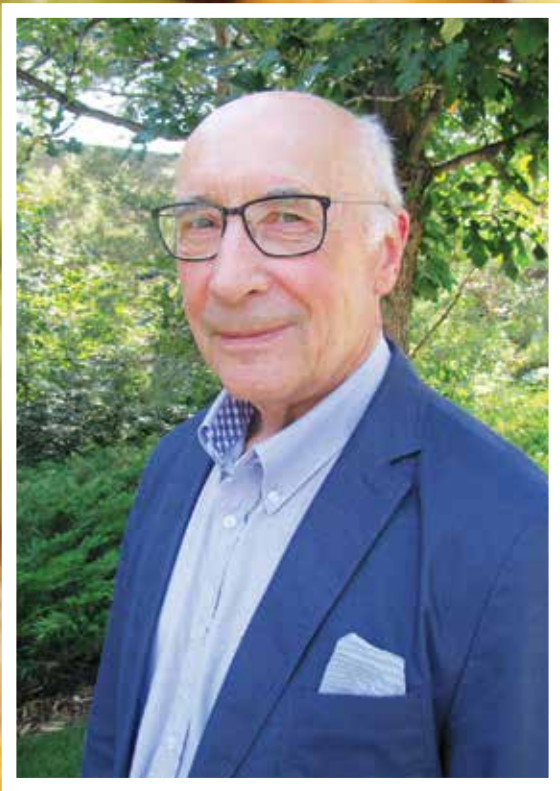
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- Enhanced Qualification of Primary Prospect Leads - Market Research Reports*
- Enhanced Strategy Assessment - Market Research Reports
- Annual Account Statement of STEP Services
- Dedicated Senior Sector Account Manager - Expert Advice and Guidance with Senior Staff
- Expanded Market Access Program (MAP) - Includes member's new business development in current/prospective markets outside of trade shows. Increased to up to three (3) applications for a total maximum of \$6000/year*
- Expanded Incoming Buyer Funding Program - Includes one (1) application per year to a maximum of \$1000 to offset travel costs of bringing a buyer in to meet with a STEP member
- Priority Invitations to STEP Missions and Events
- One (1) Complimentary Registration - Biennial STEP Trade Conference
- One (1) Complimentary Registration - STEP's CEO Exporting Roundtable Annual Event
- Two (2) Complimentary Registrations/Reserved Seating - STEP's Annual Global Economy Forecast
- Pro-active Market Representation - STEP Business Development Missions
- "STEP'ing Out" Service - International Business Trip Itinerary Planning
- Corporate Advertising Opportunity - *Global Ventures* - STEP's Premier Exporting Magazine - Minimum of a ¼ Page advertisement - 1x placement - valued at \$905.00 with the option to purchase increased advertising coverage at agreed upon additional rates

* Subject to availability.

CONNECTING SASKATCHEWAN BUSINESS WITH THE WORLD

Saskatchewan  Canada

spotlight on: Ag-West Bio



Innovation fuels Sask's Agricultural Biotechnology Industry

BY JONATHAN HAMELIN

Wilf Keller says the advancements in agricultural biotechnology have enabled Canadian farmers to produce the highest quality, world-renowned commodities. Agricultural biotechnology (sometimes known as agritech) is an area of science that uses living organisms (plants, animals and microorganisms) to solve problems in agricultural production and processing.

Keller is president and CEO of Ag-West Bio, Saskatchewan's bioscience industry association. He says it's a "tremendously exciting" time to be in the industry. Technology is helping scientists develop crops that are tailor-made for specific growing conditions. Imaging technologies, for example, can help researchers better understand

how plants are affected by environmental stressors, such as climate and pests.

"Drones are being used to collect images from plants in the field. Now, using sophisticated imaging such as synchrotrons and neutron-beam imaging, you can peer right into the roots while a plant is growing in the soil," said Keller.

Keller says the information obtained will lead to more intelligent agricultural machinery. Farmers will ultimately be able to direct a seeder to seed different types of genetic varieties into various parts of the field. For example, if your land is on top of a hill or in a low fertility area, you'll be able to determine how much fertilizer you'll need to use in those areas.

"Saskatchewan is home to one of the most vibrant bioscience clusters in Canada and the heart of the country's agricultural biotechnology sector," he says. "Agriculture has traditionally dealt with developing commodity crops and products, but as we move forward, there's a lot more interest in value-added technologies. There's a desire to use more pulses, for example, which are very high in protein and increase nitrogen in the soil where they are planted."

"When it comes to the environment, we want to see the industry in Saskatchewan positioned as a solution provider to some of the issues behind climate change and greenhouse gas production. An example would be the way we manage our soils.

Thanks to agricultural technology, which has enabled zero-till agriculture, we've been able to sequester millions of tons of carbon into Western Canadian soils."

He says there's world-leading work going on in the province when it comes to using genomics to reveal the genetic blueprints of a variety of crops, such as wheat and lentils. This information can be used to develop strategies for improving crop varieties. It can also help target specific pathogens and pests without affecting beneficial organisms.

Keller points to the University of Saskatchewan (U of S) as a major force behind the growth in the biotechnology sector. In 2012, the Global Institute for Food Security (GIFS) was established at the U of S, a research institute led by Dr. Maurice Moloney that aims to use science to create solutions to deliver sustainable food security for the world. GIFS focuses its research on a number of areas, including developing new technologies to enhance the quality of seeds and make them more robust. An

area of special interest is the interaction between roots, soil and micro-organisms.

Last year, GIFS received a \$37.2 million investment, the largest in U of S history, to advance its research and innovation program, Designing Crops for Global Food Security. In June, GIFS will host a conference in Saskatoon, with support from Ag-West Bio and the ABIC Foundation, called Emerging Technologies for Global Food Security: Mobilization to the Developing World. For more information, visit conference.gifs.ca.


A recent development is the concept of the "protein highway." The protein highway refers to an area extending from the Canadian prairies down to South Dakota, where there is a large supply of crops, including pulses and canola, and the potential to become a hub for processing and innovation in plant-based, food-quality protein.

As Keller explains, the highway could provide more plant-based protein to parts of the world where a shortage of protein is a growing nutritional problem.

"The protein highway has the supplies and the innovation behind it to help prevent a worldwide protein deficit," he says. "AGT Foods, operating in both Saskatchewan and North Dakota, for example, has a brand of flour called PulsePlus™, which is made from the de-hulled seeds of pulse crops. In a place like Asia, this flour can be incorporated into noodle dishes to provide an excellent source of protein and fibre."

Moving forward, Keller feels that Saskatchewan's agritech industry has the potential to become an even more significant player.

"As we think of ways to invigorate the economy, we can't simply rely on the energy sector. We need to think of ways to generate more wealth. This requires innovation. It could include high-quality, value-added food products. We should not only be exporting boatloads of seeds," he says.

"There's definitely a societal interest in quality of food, health and nutrition values across the world. Food is innovation and we should push it." 



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BY JONATHAN HAMELIN

As Saskatchewan as apple pie RADOUGA DISTILLERIES

Offers a unique brand of handmade spirits and liqueurs

“Who doesn’t like to have pie after a meal?”

For Paul Riben, owner and CEO of Radouga Distilleries, it’s a thought that inspires him in creating uniquely flavoured spirits and liqueurs. Even more than this is pro-

ducing an award-winning Saskatchewan product that is ready for export to the world stage.

Radouga Distilleries is located south of Blaine Lake near Saskatoon. Along with Provincial Vodka, the company’s flagship

Premium Spirit, Radouga Distilleries’ products include Provincial Spiced Vodka and the distillery’s signature liqueurs: Apple and Blueberry Pie.

“These aren’t your grandma’s pies,” said Riben. “In a glass, over ice or creatively

mixed in a cocktail or martini, our Apple and Blueberry Pie Liqueurs have a heady aroma of spices, a smooth palate and a subtle bite. You can truly bring pie to your next party.”

With its alcohol boasting a unique flavour and superior taste, Radouga Distilleries is making waves. In the opinion of one commenter on page, Radouga Distilleries boasts “the best vodka this side of Sweden.”

At the 2015 Regina Wine & Spirits Gala, Radouga Distilleries won Best-in-Show for its Provincial Spiced Vodka and Blueberry Pie Liqueur. Last September at the New York World Wine and Spirits competition, Radouga’s Provincial Vodka won a silver medal. Unlike many industry competitions, it was an unbiased blind taste test and did not take into account items such as market share and overall branding.

“Saskatchewan is coming into its own in terms of quality liquor production. One of my goals is to help bring the province into the spotlight,” Riben said. “We believe that enjoying sipping liqueurs and spirits involves all the senses, so from the design of our bottles to the tantalizing smell and unforgettable taste, we aim to elevate the drinker’s experience. When you see Radouga Distilleries on the label, you can be sure that our professionalism, dedication and passion for great products flavours every last drop.”

Riben opened Radouga Distilleries in 2014, but the journey began years before as an idea to bring unique, sensational taste and unmatched quality to the local liquor marketplace. Prior to gaining an operating license, Riben researched the process of marketing alcohol for two years, which is not an easy task, from sourcing supplies all the way to having a product ready for the consumer to enjoy.

“You have only one chance to gain a customer in this industry,” he said. “It takes months to gain a new customer, but it only takes a couple of minutes to lose one with an off-tasting drink. Quality and consistency are the number one focus.”

Riben set out to create a line of original drinks with unmatched quality. In the case

of the Provincial Vodka, he said it’s literally “purity, millions of years in the making.”

“Glaciers formed and shaped Saskatchewan’s landscape over millions of years, scraping hills and valleys flat far down into North America. As they melted and receded, they released the silt and sand of mountains ground down and rivers of pure, mineral-laden glacial water,” said Riben.

“Today, layer upon layer of these mineral deposits cover Saskatchewan, creating the perfect conditions for naturally pure, naturally filtered water from these glacially created aquifers. It’s this pure, filtered water with its balanced and unique mineral content that we use to create every bottle of smooth Provincial Vodka.”

With a unique line of products, the big focus is on marketing the product and getting it onto shelves. Radouga Distilleries is growing its workforce, both in the distillery and in the management team, and three full-time sales positions have come about due to product demand.

“With growth comes support for the product and this is done with sales people who have full knowledge of the product and its characteristics,” said Riben.

“We bring our drinks to numerous events, such as Top of the Hops, Beer Bacon Bands, the Ultimate Woman’s Show, Saskatoon Premiere, and the Regina Gala. We’re also very happy to be a major partner with CanWest Productions out of Calgary with their events, such as Taboo and the Calgary Women’s Shows, which are right across western Canada.”

Radouga Distilleries’ products can be found on shelves in retail locations across Saskatchewan. The company is now engaged in talks with distributors outside the province in places such as Alberta and Quebec. However, Riben noted he doesn’t want to rush an expansion.

“The future of any micro-distillery is hard to gauge because we are such a young company. With the acceptance of many of our products among the public, we are striving to meet demand,” he said. “However, expansion to the distillery is a must at this point. The piles and foundations for the new building were started in 2015, and




“Saskatchewan is coming into its own in terms of quality liquor production. One of my goals is to help bring the province into the spotlight. We believe that enjoying sipping liqueurs and spirits involves all the senses, so from the design of our bottles to the tantalizing smell and unforgettable taste, we aim to elevate the drinker’s experience. When you see Radouga Distilleries on the label, you can be sure that our professionalism, dedication and passion for great products flavours every last drop.”

- Paul Riben,
Owner / CEO,
Radouga Distilleries

we are targeting to be up and running by mid-summer.”

Luckily, Riben has a “great group of people” and STEP to help him manage future growth. Radouga Distilleries has been a member of STEP for less than a year, but the company has benefited from the staff’s overall expertise and friendliness.

“I would say STEP is a part of the company,” he noted. “They are driven to help people like me navigate the sheer magnitude of hurdles which stand in the way of a successful business.” 



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spotlight on:

Value-added innovation

SASKATCHEWAN FOOD CENTRE BY JONATHAN HAMELIN *Helps producers take ideas from benchtop to commercial production*

When it comes to food processing, the Saskatchewan Food Industry Development Centre (Food Centre) sees a lot of value in a good idea. The non-profit organization provides full-service assistance to food processors wanting to add value to their products for domestic and/or international markets.

Since its inception in 1997, the Food Centre has had its hand in the development of over 600 products, with an estimated 50 per cent introduced into the market.

“When producers bring an idea to us, our dedicated staff works closely with the client to fine tune the formulation and fa-

ilitate a smooth transition from benchtop to commercial production in our federally inspected Pilot Plant,” said Food Centre President Dan Prefontaine.

The Food Centre has members, rather than shareholders, including the Province of Saskatchewan (as represented by Ministry of Agriculture), the University of Saskatchewan and the Saskatchewan Food Processors Association. The thought-process in creating the Food Centre was that the industry could advance itself in value-added processing if it had access to a facility that helped develop new food products and explore export opportunities.

With a staff boasting an impressive 125-plus years of experience in the food industry, as well as several food scientists, the Food Centre’s processing capabilities are very diverse. It has worked on everything from dried meats and boneless ribs to jams and sauces to sherbet and pasteurized milk.

In fact, there’s a great chance that you’ve tasted the result of the Food Centre’s work, which includes a variety of unique Saskatchewan products.

In the past decade, the Food Centre focused heavily on speciality livestock products. Working with the Trails End Bison



SaskCanola invests in food product development

The Saskatchewan Canola Development Commission (SaskCanola) recently committed \$550,000 toward the construction of the new Agri-Food Innovation Centre. The centre, to be built in Saskatoon, will play an essential role in the growth of Saskatchewan's agri-food industry with direct impact to Saskatchewan's agriculture, economy and labour force.

"Canola oil has a unique blend of fats that offer nutritional benefits for everyday consumers, as well as people at risk of heart disease, diabetes and other chronic diseases," says Janice Tranberg, SaskCanola's Executive Director. "We are confident that our investment. . . will continue to support and elevate canola oil utilization in food product development."

The new 35,000 square foot facility will advance Saskatchewan's food ingredient processing sector through new food development and analytical laboratories, innovation suite for piloting and prototyping new technologies, increased interim processing capacity for pulse and cereals and more.

"SaskCanola's contribution will expand the Food Centre's capabilities to utilize canola in a variety of innovative food products and ingredient applications for local and export markets," says Dan Prefontaine, President of the Food Centre. "Their support will strengthen our resources and support commercialization of new agricultural products for both food and non-food usage."

Ranch, the Food Centre helped produce the Cranberry Craze Buffalo Stix, a hickory-smoked treat made from cuts of Western Canadian Bison combined with succulent cranberries. The Food Centre also teamed up with Manitou Pemmican Co. to create a unique jerky made with bison meat and 20 per cent Saskatoon berries.

Over the last five years, the Food Centre has also delved heavily into looking for ways to incorporate many of the crops grown in Saskatchewan, such as pulses and cereals, in different food applications. One of the biggest success stories in this area for the Food Centre has been teaming up with Saskatoon-based company OATDEAL The Healthy Choice to create a line of wheat free, oat-based smoothies made with 100 per cent Canadian grown oats. Several pulse-related products are also in the works and will be ready to launch soon.

Beyond food processing, the Food Centre also focuses heavily on industry training.

"With the food industry's outbreaks of E.coli, salmonella, etc., this has raised the profile of food safety for not only consumers but also manufacturers," said Prefontaine. "The Food Centre has put in place various training options to equip processors with the tools to produce a safe and quality product. We offer several seminars and workshops throughout the year that not only addresses food safety issues but other industry needs as well."

When HACCP (Hazard Analysis Critical Control Point) became mandatory in Canada, the Food Centre increased its food safety training by adding its HACCP online training, making it more accessible to companies in rural Saskatchewan. HACCP is an internationally recognized set of food safety principles and enhances the marketability of food products.

Today, Prefontaine said the centre is focused on training the industry in new techniques and technologies. For example, the Food Centre recently held a fruit and vegetable processing workshop where it provided demonstrations on cutting, juicing and packaging, talked about value-added opportunities and challeng-

es, and explained food safety requirements.

The Food Centre also focuses on path-finding, connecting processors to industry members who may support either their project development or business requirements.

"Whether people need further research conduct, are looking for a supplier to provide a unique ingredient, or require a great looking label for their product, we can point them in the right direction," said Prefontaine. "We also provide assistance to agribusinesses to access funding through different government programs to assist in development activities, marketing, labelling, etc."

The Food Centre is a long-time member of STEP. In many ways, Prefontaine said the Food Centre's work is complementary to STEP.

"We fit in well with what STEP does," he said. "They're trying to find new market opportunities for companies, and we're trying to prepare companies to be ready for those opportunities. A lot of smaller companies come to us with an idea, but a lot of questions. They don't understand what all the other players in the food industry are doing. At the Food Centre, we try to make sure they're aware of the services available."

Last year was an important one for the future expansion of Saskatchewan's food ingredient and processing sector. In February 2015, the Food Centre announced over \$13 million in funding from the governments of Saskatchewan and Canada towards a new Agri-Food Innovation Centre. The centre will house new analytical labs, a mini pilot plant for product and process development, new commercial kitchen, multi-tenant incubation suites, and a commercial incubator for pulse and cereal processing.

"The new centre will help us expand and drive innovation in the agri-food industry, support entrepreneurship, support the commercialization of new technology, research and development and provide market access and proof of concept through incubation and pilot processing," said Prefontaine.



STEP

SASKATCHEWAN TRADE
& EXPORT PARTNERSHIP



2016

Agriculture Food Value Added & Biotechnology

Saskatchewan

DIRECTORY

Hitting its Stride

BY NICOLE WILLIAMS

SK's Thriving Agri-Food, Value Added & Biotech Industries



Article sources: the Government of Saskatchewan and Statistics Canada. Directory photo credits: N. Williams (cover), SK Food Industry Development Centre (above).

Records continue to be broken in Saskatchewan's agri-food industry, with exports reaching \$15.1 billion in 2015, achieving the Government of Saskatchewan's Growth Plan Target of \$15 billion worth of annual agri-food exports five years earlier than expected.

According to Statistics Canada, our province's agri-food exports have increased 82 per cent since 2010, and the province has achieved record export sales levels in each of the past five years.

One of the greatest levels of growth has come from our exports to India, with the provincial government announcing that Saskatchewan exported a record setting \$1.5 billion worth of pulses to India in 2015. This is particularly significant as Saskatchewan exported a mere \$404 million worth of pulses to the country in 2010.

Across Canada, Saskatchewan was responsible for producing 100 per cent of the country's total lentil exports and 95 per cent of pea exports to India last year. Saskatchewan producers account for 45 per cent of total canola production in Canada and 10 per cent of the world's wheat production. Saskatchewan is also the second highest producer of beef in Canada (worth \$1 billion per year) and the largest exporter of canary and mustard seed in the world.

Our value-added industry is also thriving, with annual revenues of roughly \$4.3 billion and more than 5,000 people employed by over 300 companies. Foods produced by this sector include: barley mixes; chicken, pork and beef products; flours; specialty foods; snacks; certified organic meats and cereals; confections; preserves, jams and jellies; and nutraceuticals.

Of course, agri-food and value-added industries do not succeed on their own. They require infrastructure supports (such as easy access to ports and high quality, locally supplied, cost effective raw materials, crops and livestock) as well as a strong biotechnology research sector in order to thrive in the international marketplace.

According to the provincial government, nearly a third of Canada's agriculture biotechnology sector is located in Saskatchewan, which is home to more than 30 public, private and academic research facilities, employing over 700 scientists. Facilities of particular note include the National Centre Plant Biotechnology Institute, Crop Development Centre, Saskatchewan Research Council, the Canadian Light Source, the Saskatchewan Food Industry Development Centre, and the Agri-Food Canada Saskatoon Research Centre.

Last year, the province dedicated \$26.7 million to research in the agriculture bio-

technology sector, and in January 2016, they announced an additional \$78 million for 26 forage and livestock research initiatives (including long-term core funding for the Vaccine and Infectious Disease Organization and the Prairie Swine Centre).

"In Saskatchewan, [biotechnology] is revolutionizing agriculture," said Saskatchewan Agriculture Minister Lyle Stewart. "The Government of Saskatchewan is proud to work with public and private biotech institutions and academia to develop Saskatchewan's bioscience capacity. Our farmers and ranchers deserve the latest in scientific innovation as they work to feed the world."

SK Agri-Food, Value Added and Biotechnology Highlights

- \$1.5 billion worth of pulses exported to India in 2015, including:
 - \$961 million worth of lentils, and
 - \$522 million worth of peas.
- SK producers harvested 2.23 million metric tonnes of lentils in 2015.
- Over 1,000 people are employed in the pulse crop sector alone.
- SK's food and beverage industry accounts for 22 per cent of the province's total processing and manufacturing production levels.
- The province has invested \$23.4 million into wheat research since 2007. 

STEP MEMBER DIRECTORY

Agri-Can International Inc.

Regina, SK
306-205-6755
www.agri-can.ca



Agri-Can International Inc. is a special crop exporting company with direct relations to primary producers across Canada. They have the ability to provide conventional and organic lentils, peas, chickpeas, oats, milling barley, durum and spring wheat to consumers around the world at reasonably lower prices. Their specialty is to supply Canadian ingredients used for hummus and falafel to be used in Mediterranean style food. Agri-Can also offers health food such as roasted flakes breakfast blend and ready mixes for muffins, cookies and pancakes. All these items are made of flakes and oats and are cholesterol free. They are good products for weight watchers and health conscious people.

Agrocorp Processing Ltd.

Moose Jaw, SK
306-693-8887
www.agrocorp.com.sg



Agrocorp Processing Ltd. is a high-speed loading and cleaning facility in Moose Jaw, SK for the handling of peas, lentils, oilseeds and grains. Built along a Canadian National Railway site capable of loading 100 cars, the facility will ultimately have the capacity to handle 250,000 metric tonnes of diverse products ranging from specialty crops to canola and wheat, as well as a processing capacity in excess of 100 metric tonnes per hour and loading capacity of 400 metric tonnes per hour. Agrocorp Processing Ltd. is a subsidiary of Agrocorp International Pte. Ltd., an international trading and supply chain management company based in Singapore.

AGT Foods

Regina, SK
306-525-4490
www.agtfoods.com



AGT Food and Ingredients (TSX:AGT), listed on the Toronto Stock Exchange in Canada, is a global leader in value added processing of pulses, staple foods and ingredients for export and domestic markets. AGT Foods buys pulses and specialty crops from farmers around its facilities in Canada, United States, Turkey, Australia, China and South Africa. They process and export its non-GMO, gluten free and non-allergenic products to over one hundred countries around the world. AGT Foods (formerly Saskcan Pulse Trading) has production facilities across Western Canada through its Saskcan brand that features cleaning, calibration, peeling, splitting, colour sorting and bulk loading on a full line of pulses, staple foods, ingredients and retail canned

and dry-pack products including lentils, chickpeas, peas, beans and other specialty crops. AGT Foods products are available in canned and dry small pack form at retailers across Canada and in many parts of the United States through its AGT Foods Retail Division.

Avena Foods Ltd.

Regina, SK
306-757-3663
www.avenafoods.com



Avena Foods operates a dedicated gluten free oat plant and is an ingredient supplier of gluten free oat and organic gluten free oat products to the food industry and a manufacturer of prepackaged gluten free oat products and mixes marketed under the brand name Only Oats™. Avena Foods has a commitment to pure oats, free from wheat, barley and rye, beginning in the heart of the Canadian Prairies with select growers who follow stringent production protocols. The company is dedicated to purity, and they offer guaranteed allergen free products. Product is available in bulk totes, 22.7 kilogram and 1 kilogram bags. Whole grain conventional gluten free and organic gluten free wholesale products include rolled oats, quick oat flakes, oat flour, steel cut oat pearls and oat bran. Private label packaging is available. Gluten free consumer ready products and baking mixes including grandma's oatmeal cookies, cinnamon spice muffins, decadent chocolate muffins and whole oat pancake mixes under the Only Oats™ brand are available.

Best Cooking Pulses, Inc.

Rowatt, SK
306-586-7111
www.bestcookingpulses.com



Best Cooking Pulses, Inc. (BCP) is a Canadian, family-owned agri-food business that has been active in the international pulse trade since 1936. 'BEST' products are non-GMO and include naturally polished green and yellow split peas, whole peas, chickpeas, lentils, pulse flours (pea, chickpea, lentil and bean), pea fibers, and pulse inclusions. BCP's pulse-dedicated facilities are located on the Canadian prairies. At Portage la Prairie, MB they use proprietary milling methods to create 'BEST' gluten-free (ELISA tested) pulse flours and pea fibers for food and pet food markets. At Rowatt, SK they source, clean and bag whole peas, lentils and chickpeas, and de-hull, split and polish peas for sale throughout the world. 'BEST' pulse products are gluten-free (ELISA tested <5ppm), free of all major allergens, kosher, halal, vegan/vegetarian, non-GMO, and available as natural (conventional) or certified organic (Canada, EU, US). BCP pulses, pulse flours, pea fibers and pulse inclusions enable food companies to enhance the nutrition of gluten-free prod-

SASKATCHEWAN Agriculture Food & Beverage

ucts, create a complete protein in cereal products, and achieve improved functionality while maintaining maximum respect for the sustainable needs of the planet. BCP is the premier supplier of pea fiber, pea bran meal, pea flour and other pulse flours to the pet food industry, with particular value to the grain-free market.

BioPure Oil Corp.

Fort Qu'Appelle, SK
306-332-3094



BioPure Oil is a cooperative venture between a seed grower/exporter and a traditional mixed grain and livestock farm operation on the Canadian Prairies. BioPure is searching for opportunities to sell product to export markets and is interested in inquiries from camelina growers. BioPure is particularly interested in markets in China, Japan and Taiwan.

Bioriginal Food & Science Corp.

Saskatoon, SK
306-975-1166
www.bioriginal.com



Bioriginal is a global leader in delivering complete omega solutions to the food and nutraceutical industries. With over 20 years of global expertise in plant and marine-based omegas, Bioriginal has carved out a niche by scientifically combining ingredients from all over the world, directly from the source, to create unique and efficacious solutions. Bioriginal has developed proprietary methods and systems to provide customized turnkey solutions for their customers that help them compete and win in a highly competitive space. Bioriginal is headquartered in Saskatoon, Canada with facilities in Europe, Asia and North America, and it is a subsidiary of Omega Protein.

Blair's

Nokomis, SK
306-528-3150
www.blairs.ag / www.blairslivestocknutrition.ag

Blair's is a third generation family business that is focused on the business of agriculture in crop and livestock production. Blair's has been delivering innovative crop management solutions to producers in central Saskatchewan for over 60 years. Their business has grown in scope and locations and now includes crop protection, crop nutrition, animal nutrition, wild-life nutrition and livestock genetics. Since 2007, Blair's business has grown to include livestock nutrition, with the goal of providing innovative animal nutrition and land management solutions to help livestock producers be more profitable. Blair's currently has five full service locations in Saskatchewan located at Lanigan, Nokomis, Watrous, Liberty and McLean. Two new

locations are being built at Strongfield and Lipton. Currently this company exports live animals, embryos and semen.

Blairs.Ag Cattle Company (Division of Blair's)

Nokomis, SK
306-528-3150
www.blairscattleco.com



Blairs.Ag Cattle Company is owned by Kevin and Noreen Blair and Darren and Deb Blair of Lanigan, SK. With over 35 years of experience raising quality seedstock, the family is no stranger to the cattle business as both Kevin and Darren grew up raising Simmental cattle, and then Kevin spent considerable time developing a herd of high quality Maine Anjou cattle. Since 2006, Kevin and Darren have built the Blair.Ag Cattle Co. herd to a group of 250 purebred Red Angus and Black Angus cows, 50 purebred Horned Hereford cows, and over 200 commercial cows. Their mission is to produce predictable offspring with predictable matings. In addition to their ownership of Blairs.Ag Cattle Company, Darren and Kevin are also partners in Blair's Fertilizer Ltd.

Blue Sky Farm

Langham, SK
306-254-4351
www.blueskyberries.com

Blue Sky Farm is a mixed grain and livestock farm operation focused on the propagation of saskatoon plants and rooted cuttings. Their products and services include the production of cloned material of saskatoon cultivars produced by means of rooted cuttings. Specific plants include the JB30, Martin, Thiessen, Northline and Smokey. Blue Sky Farm also produces fresh saskatoon berries in the Martin, Thiessen and JB30 varieties.

Broadgrain Commodities

Wynyard, SK
416-504-0070 Ext: 315
www.broadgrain.com



Broadgrain Commodities is a renowned supplier of pulses and special crops to customers around the world. As an experienced processor, marketer and exporter, Broadgrain Commodities supplies only the best products to their international customers. Licensed and bonded with the Canadian Grain Commission, they have a well deserved reputation for being reliable, trustworthy, prompt and fair with producers and customers. Broadgrain Commodities provides market access and superior value to producers of specialty crops through processing and storage, and provides their customers with high quality product through innovative sourcing, dedicated processing and commitment to quality and food safety. Products and ser-

Value Added & Biotechnology Companies

ices include the sourcing, logistics, processing and shipping of red and green lentils, green and yellow peas, yellow, brown and oriental mustard, brown and yellow flaxseed, canary seed, and coriander.

Can Pro Ingredients Ltd.

Arborfield, SK

306-769-8622

www.canproingredients.ca



Can Pro Ingredients Ltd. is a privately owned company which was formed to operate a bio-refinery with integrated alfalfa and canola processing facilities that produce high valued canola oil, canola protein concentrate and high protein alfalfa. Can Pro commenced operations in 2007 with the acquisition of an alfalfa processing facility. This facility was expanded to include canola processing using state-of-the-art cold pressed canola processing technology. Products include extra virgin canola oil, feed grade canola oil, canola protein concentrate, alfalfa plus pellets, dehydrated alfalfa pellets, and suncured alfalfa pellets.

Canadian Lamb Producers Cooperative

Saskatoon, SK

306-933-7166

www.cdnlamb.com



The Canadian Lamb Producers Cooperative is the only agri-food organization in Canada that is focused on marketing Canadian lamb products from their members and to build a national and international brand that will be owned by lamb producers. Membership in the cooperative is restricted to active Canadian lamb producers, and membership may be acquired by purchasing membership and investment shares. The cooperative will purchase lambs from their members and process them into fresh consumer products in contracted processing facilities. Their value added services involve the marketing of prime fresh lamb products as well as the production of products such as sausage, kebabs, burgers, meatballs, and more.

Canadian Organic Spice & Herb Co. Inc.

Watson, SK

306-287-1980

www.splendorgarden.com



Canadian Organic Spice & Herb Co. Inc. is the manufacturer, wholesaler and distributor of the Splendor Garden retail brand of organic spices, herbs and seasoning blends, supplying an organic, gluten free, nut free, GMO free and non-irradiated retail brand of product for the mass grocery and supermarket stores. The Splendor Garden retail brand consists of 48 stock keeping units of product, including 31 spices and herbs and 24 seasoning

blends. These products are supplied in both their retail brand and in bulk packaging for the restaurant and culinary industry. Also available is a line of Splendor Garden gift packs, with four different gift boxes available. This company has a unique approach to packaging in that they package their retail brand in a zip-lock bag with an adhesive name label, which can be found on the back of each package. This adhesive label can be used to label a refillable spice tin that they also supply, allowing for a smaller carbon footprint.

Canadian Prairie Bison

Canwood, SK

306-468-2316

www.cdnbison.com



Canadian Prairie Bison markets bison primal and sub-primal meat from premium grade, ranch raised buffalo for international export and worldwide shipping. Canadian Prairie Bison is proud to provide customers with a delectable substitute for beef and a natural choice for a healthy diet. Their focus is providing bison meat to restaurants, processors and wholesalers. Their product meets the needs of consumers interested in a high end, high quality product that is lower in fat and higher in iron and Vitamin B-12 than comparable meats. In spite of its lean quality, the meat is tender and very tasty. Ranch raised bison maintain the hardiness of their ancestors, but the flavor of the meat has always been mild and meaty, not gamey. Discriminating pet owners also appreciate the natural pet food products made with the lower priced cuts.

CanMar Grain Products Ltd.

Regina, SK

306-721-1375

www.roastedflax.com



CanMar Grain Products Ltd. is a Saskatchewan company dedicated to processing and roasting flax for human consumption. Marketed under the brand, Flax for Nutrition, Canmar Grain Product's roasted flax seed offers consumers a whole new level of convenience, taste and functionality compared to other flax products on the market. It is produced from identity preserved flax seed grown under strict conditions to ensure the highest quality, safety and nutrition. The unique roasting process maintains high quality Omega-3 fatty acids while reducing the risk of potential pathogens. It is rich in soluble and insoluble dietary fibre and plant lignans. Products include roasted flax seed, pasteurized flax, milled roasted flax seed with blueberry, apple cinnamon, strawberries or pomegranate, and milled flax for breakfast cereals. CanMar also offers products suitable for use as food ingredients, private label programs, a nut free and gluten free facility, organic as well as conventional and kosher.

Canpresso Products/Three Farmers Products

Saskatoon, SK
306-292-1551
www.threefarmers.ca



Three Farmers refers to a trio of Saskatchewan farmers passionate about growing natural, healthy food and dedicated to providing a personal connection between producers, partners and consumers. The core values behind their Three Farmers brand are value added agriculture, natural and sustainable growing, healthy and wholesome foods and traceable products. Three Farmers Products were the first to introduce camelina oil to the Canadian marketplace and are the leading brand and largest distributed brand of cold-pressed camelina oil in Canada. They have now expanded their product line to incorporate more value added Canadian ingredients such as pulses.

Canpulse Foods

Saskatoon, SK
306-463-4410



Canpulse Foods is a special crop processing and export company, with plants located in Kindersley and Zealandia, SK. They have three independent cleaning lines for red and green lentils, canary seed and coriander. They ship bulk and bagged product to international markets.

Century Agro Ltd.

Regina, SK
306-581-1574
www.centuryagro.com



Century Agro is a Canadian exporter of pulses and special crops including lentils, chickpeas, peas, beans, and canary seed. The company aims to offer top quality products and services in the agricultural sector. They have strategic business partners in Turkey, the Middle East and other Arabic countries. Their product is shipped in bulk, and the company offers cleaning services upon request.

Ceres Global Ag Corp.

Oxbow, SK
306-861-5075
www.ceresglobalagcorp.com



Ceres Global Ag Corp. owns 1,300 acres of land at Northgate, SK where The Northgate Commodity Logistics Center (NCLC) has been built to include two high efficiency rail loops, capable of handling unit trains of up to 120 railcars each. To service Saskatchewan producers, the hub offers grain storage, handling and merchandising, as well as a connection to the BNSF Rail-

way network, giving shippers direct access to customers in 28 American states, numerous Pacific and Gulf ports, and Mexico, along BNSF's 32,000 mile network. Access into many other strategic interior locations and Atlantic ports are also available through the BNSF's inter-line rail connections. Ceres Global Ag Corp. sources wheat and grains from farms located throughout Southeastern Saskatchewan for loading and shipment through Northgate. They are an exporter of Saskatchewan grains as well as energy products, including LPG/NGL to the United States and world markets.

Chaplin Grain Corporation

Chaplin, SK
306-395-2522

Chaplin Grain sources organic cereals and pulse crops from Western Canada. They are a processor of pulse crops, including lentils, peas, chickpeas and flax, and they operate as a toll processor for brokers, producers and themselves. Their product is shipped by rail or truck to points in Canada for domestic and overseas shipments. They manage their logistics from farm to port. Products include organic and conventional camelina, chickpeas, yellow peas, green peas, laird lentils, red lentils, french green lentils, flax, hard red spring wheat, soft white wheat, durum, barley, malt barley, and oats.

Dandilee Spice Corp.

Grenfell, SK
306-697-3152



In 1996 Dandilee Spice Corp. was founded by Brian Petracek, a trader (formerly a producer) of specialty crops of caraway, coriander and dill. Since June 1, 2015, Colby Busche, a farm boy from Imperial, SK has stepped in to cover Brian's role as President of Dandilee Spice Corp. Prospective customers who contact Dandilee Spice Corp. can purchase spice seeds or organic grains and specify the quality, grade, packaging preferences and quantity required. They can expect Dandilee Spice Corp. to source, process and arrange delivery at a competitive price. The producers, from whom Dandilee Spice Corp. sources product, are from all areas of Western Canada. They can expect to receive the current market value for their seed and have their production processed at a local cleaning facility. Current products include caraway, coriander, borage seed and brown flax.

Diefenbaker Seed Processors Inc.

Elbow, SK
306-644-4704
www.dspdirect.ca



Diefenbaker Seed Processors (DSP) is a family owned and operated pulse and spice processor, miller and packager. DSP works alongside a related farming operation of about 7,000 acres. DSP

Value Added & Biotechnology Companies

has become excellence leaders in their industry through their customer focus, quality programs and flexibility to deliver on time and exceed customer expectations. In addition to bulk and large bag shipments, DSP offers their branded line of Kashmir Valley™ retail products in 1-8 pound options as well as private label options to their customers. DSP prides itself in providing customers a complete, locally sourced, farm-to-plate solution. DSP sells its products to the high quality requirements of the North American ingredients manufacturing, packaging and canning industries as well as to export markets around the world.

Dutch Potato Farm

Outlook, SK
306-867-8939

Dutch Potato Farm is specialized in growing different varieties of seed potatoes. Packed in Outlook, SK, seed potatoes are shipped within Canada, the United States and Mexico.

ETG Commodities Inc.

Mississauga, ON
416-900-4148
www.etgworld.com



ETG Commodities is an exporter of agricultural commodities, including red and green lentils, yellow and green peas, chick peas and flax seed from their plant in Swift Current, SK. From farm to retail shelves, the company operates a sustainable business model, managing the end-to-end supply chain of the agricultural commodities they export. The company has witnessed success in the Canadian specialty crop industry since its inception. Throughout their global growth today and into the future, the business is committed to maintaining its personalized link with farmers and users of their products on a ground level. ETG commodities is owned and managed by Export Trading Group, a multinational company in the business of exports, imports, distribution and processing of various commodities worldwide.

Fast Genetics

Saskatoon, SK
306-667-1420
www.fastgenetics.com



Fast Genetics is a global leader in the pig genetics business. Fast Genetics has over 3,700 sows in genetic nucleus and multiplication production in Saskatchewan. Fast Genetics provides extremely prolific maternal lines and terminal lines that have unrivalled meat quality and growth characteristics. For over 30 years, Fast Genetics has been at the forefront of innovation in regard to biosecurity, genetics and health. Fast Genetics has vast international experience with sow herds and market hogs throughout North America, Europe and Asia.

GrainEx International Ltd.

Sedley, SK
306-885 2288
mcoupal@sasktel.net
www.grainex.net



GrainEx International is a trading company that specializes in merchandising specialty grains and pulses to foreign and domestic buyers. They work with buyers and packers to meet the specific needs of each customer to export and deliver premium quality product. Their direct farmer relationships and expert crop development knowledge ensures that their delivered products are of the finest quality. Products include beluga lentils, french green lentils, split large green lentils, whole and split peas, flax, organic pulses, and wheat.

Gravelbourg Mustard

Gravelbourg, SK
306 648-7247
www.gravelbourgmustard.ca



Gravelbourg Mustard was established in 2008 as a locally operated business in Gravelbourg, SK to produce fine gourmet mustard products. Gravelbourg Mustard is proud to be a part of the Canada Brand and proud to produce products for the global marketplace. Rich in phyto-nutrients, antioxidants and dietary fiber, mustard seeds can be used as functional food ingredients to enhance health and wellness. Gravelbourg Mustard specializes in European style mustards, including unique popular flavours such as german, french, saskatoon berry, cranberry, garlic, and jalapeno. New flavors are currently under development. Products also include dry mustard, mustard rub, and recipes.

Grenier Organic Farm

Marcelin, SK
306-226-2155

Grenier Organic Farm is a multi-generational farm located in the Parkland region of Saskatchewan. This company is a producer and exporter of products including bulk hard red spring wheat, milling quality barley, feed barley, feed oats, milling quality oats and hemp.



Hanes Hummus

Saskatoon, SK
306-262-1462
www.haneshummus.com



Hanes Hummus was officially established by Yohannes Petros in 2009. It is quickly becoming one of the best gourmet companies in Canada, offering a distinctive product in an otherwise generic and saturated market. Yohannes continues to

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hand select ingredients and make and test his final products to guarantee the highest quality of hummus available in the North American market. Hanes Hummus will continue to cater their products to the consumer that values healthy, delicious and original gourmet food.

Hanfood Group Holding Corp.

Regina, SK
306-584-3640
www.hanfood.ca



Hanfood Holding Group is a processor, exporter and trading firm located in Regina, SK, targeting the Asia Pacific region to export grains, oilseeds, pulses, honey, edible oils, and more. Hanfood has a mission to be a dependable and reliable supplier of safe, healthy food for global consumption. Their vision is to be Canada's leading fully integrated food company with a global reputation as a reliable supplier of high quality food offered from North America to China and the greater Asia Oceania region of the world.

Hawkeye Land & Livestock Ltd.

Hodgeville, SK
306-677-7777

Hawkeye Land & Livestock Ltd. provides livestock export services with a specialty in cattle genetics. They also provide consulting services, management and training for beef production. Products include live cattle, semen and embryos.

ILTA Grain Inc./ ILTA Processing Inc.

Surrey, BC
604-597-5060
www.iltagrains.com



ILTA Grain Inc. and their subsidiary ILTA Processing Inc. are originators, processors and marketers of Canadian pulses, specialty grains and oilseeds, including lentils, field peas, mustard and canary seed. Their field peas are comprised of green, yellow, maple, forage and marrowfat varieties; lentils are comprised of laird, eston, french green and richlea varieties; and their chickpeas are comprised of desi, and kabuli. They have experience in exporting to every destination and welcome enquiries for their products.

InfraReady Products Ltd.

Saskatoon, SK
306-242-4950
www.infrareadyproducts.com



InfraReady's quest as an industrial food ingredient supplier is clear. They enable food manufacturers to profit from whole grain ingredients. As their name suggests, they use their "infra-red" cooking technology to make products "ready." Their technology delivers other benefits, including food safety, shelf stability, improved flavor and texture, higher water absorption and retention, and convenience. As a responsible, reliable and secure supplier, InfraReady has achieved BRC-GFSI accreditation. Their products, whether a cereal, pulse or oilseed, are kosher and halal approved and are available as conventional or organic in a wide variety of pre-cooked formats, including whole, flakes, meals and powders, for application throughout the food industry. Their brand promise is to provide measurably superior, innovative and nutritious whole grain food ingredients that have recognizable consumer benefit, with honest, open and transparent communication with all their clients. Products include precooked cereals, pulses, grains and oilseeds, full processing and packaging services.

J & J Winny Holdings

Rosetown, SK
306-831-7863

J & J Winny Holdings is a processor of grain and pulse crops, offering cleaned bulk red lentils for export.

JGL Grain

Moose Jaw, SK
306-692-4911
www.jglgrain.com

JGL Grain is a division of JGL Livestock and is a full service feed ingredient supplier. Their knowledge about livestock production practices and the risks associated with them gives JGL a keen understanding of livestock production needs. Their services include merchandising, logistics, administration and risk management expertise for various organic grains, feed grains, oilseeds and pulses. Products include barley, canola, canola meal, lentils, peas, heated oil seeds, heated grain, heated legumes, all screening, flax, oats, and mustard.

Value Added & Biotechnology Companies

K2 Honey Company Ltd.

Nipawin, SK
306-862-5657
www.knoxapiaries.com



K2 Honey Company is a family business operating in Nipawin, SK with a focus on honey production. The honey produced is water white in colour, with canola, red clover, alfalfa and borage as the main floral sources. Over the years, K2 Honey Company has grown to where they now operate 2,300 hives. They have shipped honey to several countries worldwide in a variety of packaging options, including 250 milliliter glass jars, 1 kilogram containers and 55 gallon bulk loads.

Lazer Enterprises Inc.

Borden, SK
306-827-7768

Lazer Enterprises Inc. is a rural commercial, farm based company. Incorporated in 2007, Lazer Enterprises looks for ways to add value to their products as well as to diversify and be a leader in sustainable practice and technology. The company is a producer of canola, malt barley, hemp and red lentils. They adapt to the needs and requirements of buyers who purchase their product, including packaging and volumes.

LB Distillers

Saskatoon, SK
306-979-7280
www.luckybastard.ca

LB Distillers has a passion for bottling the finest liqueurs and spirits including whisky, vodka, gin, as well as liqueurs, using local organic fruit. They handcraft their own whisky and bottle this product after it has aged a minimum of three years in charred oak barrels. They produce the smoothest possible vodka as it is distilled in their copper still mellowed with oak, aerated and then passed through 20 million square meters of activated charcoal. Their gin is called a New Western Dry Gin and is produced in small batches using the finest botanicals, including saskatoon berries. Their liqueurs are made from various berries, including black currents, dwarf sour cherries, seabuckthorn berries, and organic saskatoon berries.



Marshall Trading Company Inc.

Saskatoon, SK
306-974-0460
www.glutenfreemilling.com



Marshall Trading Company Inc. specializes in fully integrated product sourcing for the natural and organic food, pet food and feed sectors. They focus on sustainable crop rotations by

giving agronomic advice to their sourced producers about soil fertility and stability to benefit the end user and meet specific requirements. With years of experience and knowledge in procurement, processing and food safety, they are able to align with the needs of their customers. Their execution, secure supply and integrity is in everything they do. Products include organic and conventional flax and pulses, including lentils and chickpeas.

Ming Hai Inc.

Saskatoon, SK
306-668-8887
www.mingintl.com



Ming Hai Inc. is a grain trading corporation, specializing in exporting flaxseed and pulses between Canada and China. The company consists of knowledgeable and motivated grain traders, logistics coordinators and a strong support team. The combined expertise of their team contributes to the company's success and will continue to propel the company into new opportunities in global markets. Products include flaxseed, yellow peas, green peas and maple peas.

Natural Plantation Inc.

Margo, SK
306-338-2629
www.naturalplantation.com



Natural Plantation Inc. processes a weed called purslane/portulaca, a nutraceutical food supplement. The demand has been extraordinary. It is currently marketed through health food stores and numerous private dealers. Studies show purslane is rich in fatty acids, minerals, antioxidants, vitamins, and other nutrients. Products include purslane/portulaca food supplements in 60 capsule bottles, night cream, shampoo, conditioner, deodorant, lip balm, purslane cream, hand sanitizer, and liquid hand soap. New products include a day cream as well as flavoured lip balm in fruit wash, Lyn CLS, and cloves.

Natural Specialty Crops ULC

Tisdale, SK
306-873-4006



Natural Specialty Crops ULC is an experienced international special crops exporting company that originates all of its products directly from farmers in all consuming markets of the world. Their team of experienced grain buyers, traders and contract executors have been in the pulse and legume industry for more than 20 years. Their vast experience and list of contacts will guarantee that their farmers and world buyers will make the right connection selling and buying the best product

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at the best price. Products include green, red and dark speckled lentils, flaxseed, canaryseed, chickpeas, peas and beans.

Naturally Nutritious Foods Inc.

Spalding, SK
306-287-3954



Naturally Nutritious Foods Inc. and Leicht Farms have been certified organic since 1991. Their 3,000 acre farm is located in Northeastern Saskatchewan on the Canadian Prairies where they grow a variety of grains, legumes and oilseeds. Their focus has always been to care for the soil and the soil life. By continuing to find ways to improve their soil, crop quality and nutrition are enhanced. Naturally Nutritious Foods has a goal to provide nutritious high quality products to their customers. Products include french green lentils, otherwise known as dark speckled, red lentils, large green lentils, yellow and green peas, marrowfat peas, split green and yellow peas, oats, wheat, barley, rye, spelt, red clover, flaxseed, and organic grains.

Neptune Seeds Inc.

Radville, SK
306-869-2871



Neptune Seeds is a producer and processor of a variety of conventional cereals, oilseeds and pulses. They have a full service seed cleaning plant with access to rail lines.

North Prairie Family Farms (Division of Virtex Farm Foods Ltd.)

Saskatoon, SK
306-651-4680



www.northprairiefamilyfarms.com

North Prairie Family Farms (NPFF) is a division of Virtex Farm Foods, a farmer owned, value added, non-GMO food processing company. Their certified non-GMO seed is grown in Saskatchewan and most of their farmers are located within a 120 mile radius of their locally owned plant in Saskatoon. When selling, advertising and promoting their food products, NPFF is the marketing company and brand under which the food products are sold. Currently, the company promotes and sells the NPFF Gold Extra Virgin Canola Oil to distribution and retail companies. They are also developing a range of non-GMO canola oil products, as well as hull-less barley flour and fractions.

North West Bio-Energy Ltd. (Division of North West Terminal)

Unity, SK
306-228-3735
www.northwestterminal.com



North West Bio-Energy Ltd. is a wheat based ethanol plant attached to the North West Terminal grain elevator in Unity, SK. This company generates approximately 25,000,000 liters of ethanol per year and 22,000 tonnes per year of high protein feed supplement called dried distillers grain with soluble (DDGS). By utilizing bio-mass for process energy, North West Bio-Energy considers itself a "green" ethanol plant.

North West Terminal Ltd.

Unity, SK
306-228-3735
www.northwestterminal.com



North West Terminal (NWT) is a farmer owned inland grain terminal located one mile east of Unity on Highway 14 and is situated on both the CN and CP Rail mainline. Farmers established NWT in order to bring competition through better prices and service to the grain businesses in Northwest Saskatchewan. NWT has a total storage capacity of 2.3 million bushels, or 63,000 metric tonnes, and is capable of receiving up to 30,000 bushels of grain per hour on two driveways. Products include yellow peas, CWSWS feed and milling quality, CWRS feed and milling quality, canola, wheat distiller grains, and ethanol.

Northern Lights Foods

Air Ronge, SK
306-425-3434
www.northernlightsfoods.com



Based in Northern Saskatchewan, Northern Lights Foods markets premium organic wild rice around the world. Besides covering the Canadian market, their products are exported throughout Europe, the United States, the Pacific Rim and the Middle East. Organic by nature, Northern Lights wild rice is grown by the Indigenous people in fresh and pure northern Canadian waters. It draws the best from its wilderness surroundings during a summer long growing season and is plump and full of nutrients when harvested. The natural quality of this product is ensured as it is carefully cultivated, roasted to taste and prepared for shipping.

Value Added & Biotechnology Companies

Northern Nutraceuticals Inc.

Spalding, SK
306-872-4820
www.northernnutra.ca



Northern Nutraceuticals Inc. is a grower, processor and wholesale distributor of the highest quality plant oils used as ingredients in the functional food market place. The company grows and processes borage seed oil, organic flaxseed oil and organic hempseed oil. They sell their natural oils in bulk drum quantities to health food manufacturers. They also feature a line of natural or organic borage, flax, hemp, canola and sesame oils in 25 and 500 milliliter glass bottles as well as coconut oil in 275 milliliter sizes.

Northern Quinoa Production Corporation

Saskatoon, SK
306-933-9525
www.quinoa.com



Northern Quinoa Production Corporation is a company located in Saskatoon, SK, Canada that processes and distributes organic and conventional quinoa and quinoa products. They are a supplier to both consumers and wholesalers worldwide since 1995. Production contracts are available and production is procured throughout the Canadian Prairie provinces. Products include NorQuin brand Golden Quinoa, washed and ready to use whole seed, NorQuin brand Golden Flour, NorQuin brand Crispy Quinoa and NorQuin brand Quinoa Flakes. Product is offered in individual consumer packages, bulk bagged products or bulk containers.

Nutri Rx Inc.

Norquay, SK
306-852-8833
www.nutri-rx.ca



Nutri Rx Inc. provides specialized micronutrient fertilizer formulations to agriculture retailers and growers in Western Canada. They develop the formulations, complete in field testing and then outsource the manufacturing process. They brand and market seven products currently targeting cereal, oilseed and pulse crops. They have a proprietary formulation that consists of a large amount of micronutrients in a low use formulation. Nutri Rx believes that this segment of the market is in an early stage and poised for strong growth. At Nutri Rx, they distribute all of their products in house and sell direct to retailers and farmers.

O & T Farms Ltd.

Regina, SK
306-543-4777
www.otfarms.ca



O & T Farms Ltd. manufactures highly digestible, palatable Omega-3 animal feed components by blending flax and canola with pulses in their patented dry-extrusion process. Building on the dry-extrusion process, several proprietary specialty feeds have been developed with LinPRO™ being the most notable in North America, for its all-natural land-based Omega-3 delivery. LinPRO™ was developed for layers and has become the leading specialty feed for the production of Omega-3 eggs in North America. Building on this success, LinPRO™ was developed for dairy and beef applications and provides a ruminant-protected supplemental Omega-3 fat source. With their patent extending to over 35 countries worldwide, O & T is well positioned to provide Omega-3 functional foods solutions to both animals and humans globally.

OATDEAL The Healthy Choice

Saskatoon, SK
306-202-7539
www.oatdeal.com



OATDEAL is a Saskatoon based company that produces wheat free oat based smoothies made with 100% Saskatchewan oats and 100% Canadian dry skim milk and natural flavours. The product is a delicious, easy to prepare dry mix with no chemicals, preservatives or modified products added. The company is proud to say that they are the first in Canada producing oat based smoothies and the first company in the world producing a healthy coffee whitener/creamer made out of oats. Smoothie flavors include vanilla, cinnamon and chocolate. The company operates a federally regulated facility for the United States market and maintains a Clean Label Company designation.

Parrheim Foods (A Member of the P & H Milling Group)

Saskatoon, SK
306-931-1655
www.phmilling.com

Parrheim Foods is an industry leader in the fractionation of starch, fiber and protein concentrates from beans, barley and peas. Established in 1989, Parrheim Foods has built their reputation by providing customers with functional and nutritious products from their processing plant in Saskatoon, Canada. Their unique dry milling process ensures that starch, fiber

and protein concentrates remain not only economical and functional but nutritious as well. Parrheim Foods have proven their worth in markets from the most rugged industrial to the wholesome food recipes. They will do what it takes to provide their customers with a product for their application. Products include pea and bean products which are all non-GMO, pea starch, pea fiber and pea protein concentrates, available in organic as well.

Petracek Commodities

Esterhazy, SK
306-745-3829
www.cutarmcreekfarm.com



Petracek Commodities
The only full-scale
flax processor in
Saskatchewan
for 2007-2012
and 2013-2014
awards
for 2013-2014
and 2014-2015
awards

Petracek Commodities Ltd. is a specialty crop processor of conventional and organic whole flaxseed, milled flaxseed and flax flour. The company is experienced with shipping flax products to Western Europe, Australia, USA, Asia and Mexico. Products include organic and conventional flaxseed, milled flax and flax flour.

POS Bio-Sciences

Saskatoon, SK
306-978-2800
www.pos.ca



The POS Bio-Sciences Group has five business lines, including contract research and development, custom processing, award winning and globally recognized analytical lab services, intellectual property including over 35 years of know how and 20 plus patents. POS Bio-Sciences core business line remains as a contract research and development organization, specializing in the extraction, fractionation, purification and modification of bio-based ingredients such as oils, proteins, starches, fibers, and bio-actives. The POS Bio-Sciences Group has served the food, nutraceutical, biofuel and cosmetic industries in a variety of roles. Their scientific expertise helps assist their partners on limiting their investment and getting their product to market quicker. In order to support quality, logistics and scale-up, POS has a fully staffed quality assurance department, engineering department and materials handling department. They have been completing process development for partners for the last 35 years, for start-up companies to multi-nationals, in over 40 different countries.

Prairie Agricultural Machinery Institute (PAMI)

Humboldt, SK
306-682-2555
www.pami.ca



Prairie Agricultural Machinery Institute (PAMI) is an applied research, development and testing organization that delivers innovative solutions to their customers. Under contract, PAMI

also manages the facilities and equipment for WESTEST and the Western Beef Development Centre (WBDC). These related entities work with manufacturers, producer groups and individuals in research, design, fabrication, prototyping and testing. PAMI and WESTEST include industrial testing facilities that provide vehicle machine and equipment manufacturers with comprehensive physical testing services complemented by advanced product engineering and development services for a range of clients in the agricultural, mining, transportation, construction, emergency vehicle, alternative energy, and mechanical equipment manufacturing sectors. WBDC plays a unique and vital role in the development of the western Canadian cattle industry.

Prairie Berries

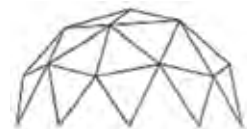
Keeler, SK
306-788-2018
www.prairieberries.com



Prairie Berries is a Canadian ingredient food company dedicated to growing and processing Canada's nutritional super fruit, saskatoon berries. Prairie Berries manages a 130 acre orchard making it the largest saskatoon berry orchard in Canada and operates a federally registered, kosher certified processing plant with a capacity of over 1 million pounds. The characteristics of this unique fruit, makes it the right choice for functional food and beverage applications. Saskatoon berries make a great ingredient for muffins, smoothies, fruit fillings, yogurts, fruit bars, pie fillings, and beverages. The high anti-oxidant properties, high source of fibre, high source of manganese and five essential vitamins make it versatile for a wide range of health benefits. Products include individually quick frozen (IQF) saskatoon berries, purees, sweeten dried berries, single strength juice, concentrate, dried flakes, pie fillings, and fruit toppings. They also supply dried saskatoon berry bits to the pet food manufacturing industry.

Prairie Dome Potatoes

Yorkton, SK
306-782-7297
www.prairiedome.com



Prairie Dome Potatoes, located 10 kilometers south of Yorkton, is a producer of top quality, disease free seed potatoes. The company grows approximately 150 acres (60 hectares) of product, including the E2 and E3 generation of seed potatoes. Varieties include Norland, Viking, AC Peregrine Red, Sangre, Red Pontaic, Caribe, Kennebec, Yukon Gold, AC Ptarmigan, Goldrush and Russet Burbank. All varieties are tested for BRR, PVY and PLRV. Test results and field reports are available upon request.

Value Added & Biotechnology Companies

Prairie Fruit Processors Ltd.

Clavet, SK
306-290-6636
www.everydayfarms.ca



Prairie Fruit Processors Ltd. (PFPL) produces Saskatchewan grown tart cherry products for the retail market under the label of Everyday Farms, as well as bulk cherry products for the ingredient market. Currently, they have two products for the retail market, including Everyday Farms pure tart cherry juice and Everyday Farms frozen pitted cherries. The juice is a hot packed product sold in 375 milliliter glass bottles and does not contain added water, sugar or preservatives. The frozen pitted cherries are individually quick frozen and packed in re-sealable bags to keep the berries separate for ease of use by consumers. PFPL offers bulk frozen cherries and bulk frozen pure juice for sale to the ingredient market. Additionally, they operate one of the only toll services for pitting cherries in Saskatchewan, aimed at servicing the medium sized growers who do not own their own processing equipment.

Prairie Group Exporting Bio Products

Lestock, SK
306-835-2884

Prairie Group Exporting Bio Products is located in Lestock, SK, Canada. This company is an exporter of organic commodities with a focus on Bio-Swiss certified grain. Products include organic grain, oilseeds and pulses that can be shipped in bulk or bags, loaded in 20 foot containers.

Prairie Malt

Biggar, SK
306-948-3500
www.prairiemaltltd.com



Prairie Malt is located in the heart of Canada's vast Prairie region, where some of the best malting barley in the world is grown. The plant is 100% owned by Cargill Inc. Surrounded by pure, fresh, dry air, Prairie Malt Limited utilizes a modern state-of-the-art system. The plant produces annually 220,000 metric tonnes of consistent high quality barley and wheat malt. Prairie Malt converts Saskatchewan barley into barley malt for sale to brewers, distillers and food processors all over the world, particularly in North America and the Asia Pacific Region. The majority of all malt produced by Prairie Malt is exported.

R.W. Organic Ltd.

Mossbank, SK
306-354-2660



Ron Wells founded R.W. Organic Ltd. in the year 2000 to assist farmers in becoming organic producers. This endeavor aided 194 producers in obtaining organic standing. The company is currently focused on finding and maintaining markets, supplying the end user with organic products and making sure the producers receive top dollar for their products. R.W. Organic Ltd. owns elevators in Mossbank and Gravelbourg, and their products include wheat, oats, barley, peas and lentils.

Radouga Distilleries

Blaine Lake, SK
www.radougadistilleries.com

Radouga Distilleries opened its operation near Saskatoon in 2014, but their journey began years ago with an idea to bring unique, sensational taste and unmatched quality to their local liquor marketplace. They believe that enjoying sipping liqueurs and spirits involves all the senses, and they focus on their product from the design of their bottles to the tantalizing smell and unforgettable taste. Radouga Distilleries products, including Apple Pie Liquor and Provincial Vodka, are now available at retail locations in Saskatchewan. The company is interested in growing their sales in new markets in Western Canada, and new products are currently under development.

RedWillow Organics

Carrot River, SK
306-768-3694



RedWillow Organics is a third generation organic family farm producing and processing certified organic cereal grains and oilseeds. They also purchase whole grains, oilseeds and forages in bulk from other organic farmers. They have an on-farm seed cleaning plant that offers custom seed cleaning and packaging services. The farm produces mainly wheat, barley, oats, rye seed, flax seed, clovers, timothy seed and alfalfa seed, which are available in bulk, un-cleaned or cleaned and packaged. Typical sizes of packaging are 1,000 kilogram mini-tote bags and 20-25 kilogram bags. Items can be loaded in containers for shipment via truck to railcar or ship.

Rockwell's Whole Foods

Saskatoon, SK
306-206-1788
www.rockwellswholefoods.com



Rockwell's Whole Foods is a family owned healthy foods company that brings innovative and convenient products to consumers. Their desire to be on the cutting edge of new developments has taken them down a path to the whole foods and supplement industry for more than thirty years. They are well rooted in sourcing, manufacturing, packaging and branding their products. Their opportunity to enter the manufacturing field came along at a time when the demand for the oils from flax and borage came along. Today, three generations work side by side to offer an ever expanding array of product that have provided thousands of families with the essential building blocks for good health. Products from Rockwell's Whole Foods include organic virgin coconut oil, all natural liquid coconut oil that does not turn solid in refrigeration, organic toasted and sweetened coconut chips, organic red palm oil, and organic chia seed.

Saskatchewan Food Industry Development Centre Inc.

Saskatoon, SK
306-933-7555
www.foodcentre.sk.ca



Saskatchewan Food Industry Development Centre Inc. (Food Centre) has the expertise and resources to bring food innovations to commercialization. With a combined total of over 160 years of experience in the food industry, their staff assists entrepreneurs with product development, food development, interim processing, extrusion technology, food safety education and training, quality assurance, technology transfer, packaging and labeling, and pathfinding. The Food Centre's processing facility is Saskatchewan's only commercial incubation centre for food processing. They are fully equipped to process a variety of food products destined for local or world markets. The facility's certifications help with the interim processing of meat, dairy and processed foods, providing clients with new export opportunities. The Food Centre is a not-for-profit organization and operates as a partnership with Saskatchewan Ministry of Agriculture, University of Saskatchewan and Saskatchewan Food Processors Association.

Saskatchewan Research Council (SRC)

Saskatoon, SK
306-933-5400
www.src.sk.ca



Saskatchewan Research Council (SRC) is one of Canada's leading providers of applied research, development and demonstration (RD&D) and technology commercialization. They work with a diverse range of clients, including Canada's leading mining, minerals and oil and gas companies, and a large portion of their work is aimed at addressing issues of environmental safety and sustainability in these sectors. With more than 350 employees, \$73 million in annual revenue and over 68 years of RD&D experience, SRC provides services and products to its 1,500 clients around the world. In 2014-2015, SRC contributed more than \$519 million in direct economic benefit to Saskatchewan and helped create or maintain over \$59 million worth of jobs. SRC undertook more than \$27 million in projects aimed at creating positive environmental and social impacts.

SCCL

Saskatoon, SK
306-242-3185
www.sccl.com



SCCL is a privately held biosciences company that develops and produces innovative products from dairy cow colostrum. Scientists at SCCL have developed methods of accurately measuring key immunological, metabolic and nutritional components found in colostrum. Using these assays in combination with their proprietary processing method that preserves the levels of key components, they produce spray dried natural colostrum with specific levels of important ingredients designed to improve immunity against infectious diseases and provide key growth and metabolic factors that support general health, well being and athletic performance. With their distribution partners throughout the Americas and Asia, they provide innovative products for humans, companion animals, beef and dairy calves, lambs, goats and horses. These products include HEADSTART, Calf's Choice Total, Peterna, Lamb's Choice Total and others. The company is looking for new distributors and private label opportunities in all markets and species to meet the growing global demand for their products.

Scoular Canada Ltd.

Saskatoon, SK
306-986-2200

www.scoularspecialcrops.com



Scoular is a 123 year old employee owned company with nearly \$6 billion in sales. Scoular's 130+ business units provide diverse supply chain solutions for end users and suppliers of grain, feed ingredients, and food ingredients around the globe. From 120 offices and facilities in North America, South America and Asia, their 1,200 employees are engaged in the business of buying, selling, storing, handling and processing grain and ingredients as well as managing transportation and logistics worldwide. Scoular Canada Ltd. – Scoular Special Crops has 14 processing facilities strategically located in key growing regions in the Canadian Prairie provinces, American Midwest, and China. Scoular's Special Crops business encompasses one of the largest processors of pulses and special crops in Canada. Scoular's extensive logistics network and strong relationships with growers and consumptive customers provide a platform that connects local supply to global demand.

Seed Source Inc.

Archerwill, SK
306-323-4912

Seed Source Inc. operates a pedigree seed farm near Archerwill, SK. The farm is committed to environmental stewardship through agriculture. Seed products are conditioned at their seed cleaning facility, which is registered with the Canadian Food Inspection Agency (CFIA). Their company utilizes a quality insurance system to provide a consistent high quality product. Products and services include certified seed oats, peas, canola, wheat, barley, flax, canary seed, grass seed and seed cleaning.

Silver Fern Honey Farms Ltd.

Ridgedale, SK
306-873-1463

www.silverfernhoneyfarms.ca

Silver Fern Honey Farms Ltd. is a producer of raw honey and unfiltered beeswax. Their beeswax division commercially melts crude beeswax into blocks for resale and export.



South West Terminal Ltd. (SWT)

Gull Lake, SK
888-672-4112

www.swt.ca



South West Terminal (SWT) is a farmer owned inland grain terminal near Antelope, SK with a capacity of 52,000 metric tonnes. Located on the CP Rail main line along the Trans Canada Highway, SWT has a location easily accessible to the ports of Thunder Bay, ON and Vancouver, BC. SWT has the capabilities of loading 1 to 134 cars at a time within a time frame of 24 hours, as well as the capabilities of handling many different kinds of grain. SWT is ISO and HACCP certified ensuring their customers that they are handling their products in a world wide accepted process. Products include durum, spring wheat, yellow peas, red lentils, green lentils, rye and malt barley.

Specialty Distributing Ltd.

Saskatoon, SK
306-975-9867

www.specialtydistributing.ca



Specialty Distributing is a family owned and operated company that specializes in purchasing organic and conventional hemp, flax, legumes and grains from Saskatchewan and the Prairies. Their purpose is to add value to Saskatchewan grown crops and focus on co-packaging their customers' name branded products with Canadian grown products. They de-hull hemp seed to make hemp hearts, and they cold press hemp to make oil and a vegetarian protein. They also cold press flax seed to produce oil and flax lignin, flax flour and protein. They import chia seeds, chia oil, chia protein, coconut oils, shredded coconut, coconut sugar, coconut syrups, coconut spreads and coconut powders. The cold pressed oils and dry products are packaged in bulk or into a shelf ready consumer label. They source package containers for dry and liquid products and make their own PET bottles. In addition, they also package Saskatchewan honey and whole or milled grains and legumes.

SASKATCHEWAN Agriculture Food & Beverage

Stokke Seeds

Watrous, SK
306-946-4044

Stokke Seeds is a Saskatchewan exporter of flax, caraway, and coriander. Their product is sourced from producers in Western Canada and then processed at their facility in Watrous. Their product is processed into a food grade standard, with caraway at 9.8% purity, coriander at 99.5% purity, and flax at 99.9% purity. Their product is also suitable for the pet food market. The company is exporting their product by truck and rail containers to many destinations globally. Packaging options include 50 lb bags, 25 kg bags, 1 Tonne minibulk bags, or bulk by railcar.

Stonehenge Organics

Assiniboia, SK
306-642-3487
www.stonehengeorganics.com

Feeding the world with sustainable agriculture, Stonehenge Organics is a four generation farm located in the heart of Southern Saskatchewan. With over 20 years of combined experience of organic farming, they produce pulses, oil seeds and cereals, including large green lentils, french green lentils, black lentils, peas, flax, rye, wheat, durum, barley, oats, buckwheat and organic alfalfa hay. Stonehenge Organics has processing capabilities, including cleaning, color sorting, x-ray, bagging and container loading.

Sun Country Farms

Langham, SK
877-217-7333
www.suncountryfarms.com



Sun Country Farms is a manufacturer and distributor of wild bird seeds, accessories and outdoor wildlife products to independent retailers and distributors across North America. Products include birdseed, suet, nectar, feeders, bird houses, bat houses and wildlife products.

Sun River Honey Inc.

Grandora, SK
306-329-4201
www.sunriverhoney.com



Sun River Honey Inc. is a family owned and operated apiary located near Saskatoon, SK on the Canadian Prairies. Their honey is what is known by some people as raw honey, meaning it is not heat treated, pasteurized or pressure filtered; it comes straight from the hive. They sell only their own honey that is produced by their own operation and by their own bees, into 635lb drums, as well as in 500g and 1kg retail sizes. Since 1997, they have been keeping bees and pride themselves on

the quality of their pure Canadian products. The company is a CFIA registered honey producer/grader, and as such, receive annual inspections from the Canadian Food Inspection Agency in order to maintain their status.

TA Foods Ltd.

Yorkton, SK
306-782-8804
www.tafoods.ca



TA Foods Ltd. is a privately owned company in Yorkton, SK. They process and package organic and conventional flax products for retail and wholesale. Their product is sold under the TA Foods label as well as private labels. Products include whole flax, flax oil, ground flax, organic and conventional. Flax oil is available in 250 milliliter, 500 milliliter, 1 liter, 20 liter, barrels, totes and bulk packaging. Ground flax and whole flax is available in package sizes ranging from 15 gram, 500 gram, 750 gram, 5 kilogram, 20 kilogram, totes and bulk.

Taslar Trading Corp.

Regina, SK
306-700-0564
www.taslar.ca



Taslar Trading Corp. (TTC) is a leading exporter of a variety of pulses and specialty grains. TTC has offices in Turkey and Saskatchewan, Canada where most of their corporate structure is. They have sales associates in Dubai, as well as some other locations that they are currently working towards. Although they specialize in shipping high volumes of pulses from Canada, TTC also trades commodities from Argentina, China, India, Pakistan and Ukraine. They have partnered with many Canadian growers, so that they can provide the highest quality of Canadian grown pulses to international buyers for sale and distribution. Products can be shipped in bulk or bagged volumes.

Terramax Corporation

Qu'Appelle, SK
306-699-7368
www.terramax.sk.ca

Seedtec-Terramax locates and organizes the collection of large shipments of feed peas, chickpeas and yellow and green peas for overseas markets. Feed peas and occasional human consumption peas are moved in full or partial bulk shipload lots delivered to port in hopper rail cars. The majority of human consumption chickpeas and green and yellow peas are moved by 20 ft. containers in bags or bulk. Seedtec-Terramax moves large quantities of feed barley, oats, wheat and flax for the domestic market. The primary goal of the Terramax marketing program is to maximize economic returns to the producers participating in specialty crop farming. Private and public

Value Added & Biotechnology Companies

plant breeding organizations from many countries participate in the Terramax program. Distribution and seed maintenance is achieved through a network of professional pedigreed seed growers. Products include pulses, chickpeas, lupins, soybeans, faba beans, navy beans, camelina, hemp, and other dry beans and grains.

Toepfer International Western Grain & Processing Division

Saskatoon, SK
306-657-3455

www.westerngrain.com



Western Grain & Processing Division is wholly owned by Toepfer International which is headquartered in Hamburg, Germany, with 38 offices worldwide handling more than 42 million tonnes of grains, oilseeds, feedstuff, special crops, fertilizers and bio fuels. Western Grain & Processing Division has two soft handle processing facilities near North Battleford, SK. These facilities have the capability to load railcars, containers, intermodals and trucks, in either bulk, mini bulk or bagged packing. By incorporating the direct contacts they have with producers from seed to production to processing and through their comprehensive logistics chain to virtually any port in the world, they offer a complete package for every customer. Their sales and logistics office is located in Saskatoon, SK where they serve their customers in English, Spanish, Mandarin and Vietnamese. Products and services include lentils, peas, chickpeas, small seeds, bird seeds, popcorn, millet, non-GMO soy beans, peanuts, organic flax oil, wheat, barley, malt barley, durum and canola.

Trade and Export Canada Inc.

Creelman, SK
306-433-4700

Trade and Export Canada produces and exports cleaned, organic grains, oilseeds and pulses. Their product is produced to contain the moisture content, protein content and other specific needs as requested by their buyers. Their product is cleaned and transported in totes or bulk and shipped using their own trucks to meet individual requirements and preferred scheduled times. The company has a 7,000 acre organic farm allowing them to grow according to individual customer requests, and they have also secured a good farmer base to augment their supply. Products and services include cleaned organic barley, flax, oats, peas, wheat and mustard, as well as conventional oats.

Trogi Foods

Regina, SK

306-535-4803

www.trogifoods.com/

www.facebook.com/TrogiFoods/

www.twitter.com/TrogiFoods



Trogi Foods develops, produces and distributes Trogi Salsa. Customers choose Trogi Salsa time and time again for its fresh flavour, great texture and real ingredients. Made in Regina, SK for more than 20 years, Trogi Salsa is now available through independent grocers and at western Canadian craft shows. Trogi Foods produces three varieties of salsa, including original tomato based, hot tomato based, and mango/pineapple fruit salsa. All varieties have no preservatives, no added water, no added sugar and very low sodium.

Vaccine and Infectious Disease Organization (VIDO)

Saskatoon, SK

306-966-7465

www.vido.org



VIDO-InterVac is a world leader in developing vaccines and technologies against infectious diseases. Created in 1975, research collaborations have resulted in 80-plus United States patents and eight commercialized vaccines. Six of these vaccines were world firsts. Their vaccines have saved millions of dollars for the agricultural industry, making Canada more competitive internationally and enhancing global trade. Their research is driving the discovery of new vaccines that are transforming the future of public health. VIDO-InterVac is open to academic teams and researchers from Canadian and international universities, commercial partners, research institutes and governments. Cutting edge technology and facilities provide unparalleled opportunities for research.

Van Burck Seeds Ltd.

Star City, SK

306-863-4377

Van Burck Seeds Ltd. is a Saskatchewan-based, family owned and operated pedigree seed farm. Since 1978, this company has been producing, cleaning and processing cereals, oilseeds and pulses for shipment to all Canadian provinces and the United States. Products include conventional wheat, barley, oats, flax, peas and canola.

SASKATCHEWAN Agriculture Food & Agribusiness

Veikle Grain Ltd.

Cut Knife, SK
306-398-4714
www.veiklegrain.com



Veikle Grain Ltd. was established in 1979 in Cut Knife, SK, Canada. The company is a pulse processor providing cleaning, bagging and export services. They also provide load out services for bulk or bagging and containers, box cars or bulk hoppers. Bagged product is marketed under the Viking Brand. The company currently exports to the Middle East, Asia and South America and is actively marketing pulses, canola, and wheat. Products include whole yellow and green peas, split yellow and green peas, whole red and green lentils, dehusked red lentils (football type), and canola.

Virtex Farm Foods Ltd.

Saskatoon, SK
306-651-4680
www.virtexfoods.com



Virtex Farm Foods is a Saskatchewan farmer owned and controlled company that provides food products to health conscious consumers and wholesale buyers resulting in stable farm income for its quota holders. Virtex is producing nutritious, non-GMO, expeller pressed canola food oil and high energy canola meal. This value added company intends to process hull-less barley into flour and bran food products. Virtex Farm Foods is the first and only closed loop, farm to fork company in North America certified under the Non-GMO Project. Products include cold crushed, expeller, unrefined, solvent free canola oil in bottled form for farmer direct to consumer sales, as well as hot crushed, expeller, unrefined, solvent-free canola oil for bulk sales to refiners and other buyers.

Viterra

Regina, SK
306-569-4411
www.viterra.com



Viterra is a leading grain and oilseeds marketer and handler. They partner with growers in Canada and the United States to help them market and deliver their grains in more ways and to more markets than any other company in the business. They deliver value to growers with their unrivaled marketing reach, competitive pricing and flexibility, and accountability on execution of contracts. For over 100 years, they have earned growers' business with their expertise and commitment to service that is tailored to the needs of each customer. They provide unrivaled global market insight, as well as the practical tools growers need, including Viterra risk management products, market research, live pricing and proprietary technology. Head-

quartered in Regina, SK, Viterra is part of the Agricultural Business Segment of Glencore. Glencore is a producer and marketer of more than 90 commodities, supported by a global network of 90 offices in 50 countries, and employing approximately 190,000 people worldwide.

W.A. Grain & Pulse Solutions

Innisfail, AB
403-227-2774
www.wagrains.ca



Founded in 2007, W.A. Grain & Pulse Solutions processes and exports all types of pulses, as well as cereals and oilseeds. W.A. Grain owns four processing facilities, of which two are in Saskatchewan and two are in Alberta. They also have 20 third party shipping agreements with other private companies in Saskatchewan and Alberta for shipping additional product to export positions. Their pulse cleaning and shipping capacity exceeds 300,000 metric tonnes per year. Processing and cleaning equipment includes air/screen cleaners, indents, gravity tables, destoners and color sorters. They currently ship to 25 countries around the world.

Wendell Estate

MacNutt, SK
306-742-4363
www.prairiebees.ca

Wendell Estate is a large Saskatchewan producer of raw honey and bees. First established in the 1940's, this apiary has grown into producing approximately 1.3 million pounds of honey from 3,000 hives each year. Wendell Estate selects and breeds their own bee stock and intensely manages their hives in an effort to maintain the health of their bees for optimum honey production. They are progressive, willing to experiment with new ideas and always conscious of the importance of timeliness in honey production. Their pure, unpasteurized, raw honey, as well as bee queens, are sold to wholesale and retail markets in domestic and export locations.

Western Alfalfa Milling Co. Ltd. (WAMCO)

Norquay, SK
306-594-2362
www.wamcoltd.ca



Western Alfalfa Milling Co. Ltd. (WAMCO) is a world leader in the production of certified organic alfalfa pellets for organic fertilizer, soil amendments and animal feed. Their fertilizer, Alfalfa Green, will contribute to the lushness of lawns, golf courses, municipal green spaces and landscaping as well as abundance in vegetable gardens, flower beds and indoor plants all

Value-Added & Biotechnology Companies

year round. Their product is used in reclamation projects to increase soil aeration, moisture retention, organic matter and de-compact clay soils to improve re-vegetation success after industrial use. On the remediation side, Alfalfa Green is used to boost microbe levels and facilitate hydrocarbon breakdown through a bioremediation process. Alfalfa Green can also be used for feed for virtually any livestock or poultry ration to enhance yolk coloration. The product is a great source of bypass protein in ruminant diets.

Wylie Farms Ltd.

Biggar, SK
306-948-2807



Wylie Farms Ltd. is a Saskatchewan producer of grains and oil-seeds, pedigreed seed and pulses. Wylie Farms Ltd. has received accreditation as a registered seed establishment through the Canadian Seed Institute. The company also processes wheat for malt as well as peas, lentils and barley.

XPT Grain Inc.

Regina, SK
306-525-0205
www.xptgrain.ca



XPT Grain Inc. is a Saskatchewan based specialty crops exporter. This company is a purchaser of gold and brown flax, maple peas, yellow peas and marrowfats. Their products also include Saskatchewan grown flaxseed, shipped in bulk for the purpose of industrial oil. They have a network of Chinese buyers and established relationships within the Asian market. XPT Grain is establishing relationships with growers and processors, providing another market outlet and source of information for Saskatchewan farmers.



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“Hanes Hummus doesn’t taste like hummus . . . you’ve tasted before.”



BY JONATHAN HAMELIN

Spreading the Flavour

With a unique taste, Hanes Hummus is finding a place on Canadian shelves

Going from a handful of locations around Saskatoon to store shelves across Western Canada in just three years, the success of Hanes Hummus can be traced back to some helpful lessons owner Yohannes Petros learned in mom’s kitchen. “When I was growing up, our parents barely took us to eat out unless we were on a family road trip. Everything we ate at home was cooked from scratch, using non-processed ingredients,” said Petros.

“Of course, as kids we wanted to eat what our friends were eating; we wanted

the white toast and pizza pops. As we started to get a bit older, we recognized the importance of nutrition. It’s not that we didn’t like what our mom was cooking – we loved our mom’s food – but once we grew up, my brothers and I began to realize how lucky we were.”

After studying political science at the University of Saskatchewan, Petros attended the University of British Columbia to become a sign language interpreter. While living on his own, he mimicked his parent’s practices by opting for healthy food over

cafeteria selections. It wasn’t long before he discovered hummus and fell in love, but there was just one problem...

“I liked the taste, but found it a little bit bland in the restaurants I sampled it at. I knew that hummus was a good source of protein and a great way for me to get servings of vegetables, so I decided to try making hummus myself,” Petros explained. “I went to a health food store and bought chickpeas. I soaked them and cooked them myself. I knew what the other base ingredients for hummus were: lemon juice, garlic,



salt, pepper and tahini. I added things to that base recipe that I really liked. I put all the ingredients together and blended it to the consistency I liked.”

The result was hummus that did wonders for Petros’ taste buds, and he wasn’t alone.

“Anybody who tried my hummus loved it,” he said. “People thought it was a family recipe. My family immigrated to Canada from a country in Africa called Eritrea, and hummus is not eaten by Eritreans. I began making hummus by just experimenting.”

People who tried it also suggested that Petros should go into business. While he appreciated the compliments, he didn’t entertain the idea of selling his hummus at first. But when he returned to Saskatchewan in 2009, fate had other ideas.

One day, his cousin “raided his refrigerator” and took some of his hummus to her workplace, which happened to be Flint, a bistro/saloon in Saskatoon.

“Her co-workers tried some and were blown away, saying it was the best hummus ever. I was contacted by the owner about selling my hummus to Flint, and I accepted,” said Petros. “Customers would try the hummus and love it. The restaurant would provide my contact information to these customers, who started calling me about buying some. I began selling hummus to strangers out of my home for a year and a half, not full-time. That helped spread the word naturally and organically. That’s how Hanes Hummus began: no business plan, no idea of wanting to sell hummus.”

As word and demand increased, Petros outgrew the capabilities of his small-home operation and soon transferred operations to a licensed commercial kitchen. Later in

2009, Hanes Hummus was asked to be the official hummus supplier for The Greek Pavilion at FolkFest in Saskatoon.

“My initial response was ‘no’ because I was making it out of my home and wasn’t confident about scaling up. I didn’t have the necessary equipment. A good friend of mine who owns a restaurant in the city said I could use his kitchen, and they would help me make enough for the three-day event. The amount we made sold out on the first night of the three-day event, so we had to hurry and make more.”

Hanes Hummus was also the official supplier for The Greek Pavilion in 2010. These public events helped increase Hanes Hummus’ visibility, and Petros began approaching local businesses. Dad’s Organic Market was the first to stock Hanes Hummus on its shelves, and by 2013, there were around 10 stores in Saskatoon selling the product. Petros noted that a big reason for him making inroads in the marketplace, albeit small ones, was the uniqueness of his flavours.

Petros started with The Original, a name he says doesn’t serve it justice. It’s a blend of seven spices, fresh red peppers, fresh parsley, fresh garlic, lemon and lime juice. The other two flavours are Roasted Garlic & Dill and Hot Date, which combines dates, serrano peppers and six other spices.

“One of the hallmarks of Hanes Hummus is that it doesn’t taste like hummus, at least hummus you’ve tasted before. This is because of what I’ve put into it,” said Petros. “Dill is not a flavour associated with hummus. Dates and hummus have never really gone together until Hanes Hummus.”

In 2014, Petros realized there was potential for Hanes Hummus to be a full-time


commitment, but he needed to expand his market. He began exhibiting his products at various trade shows across Canada, including the Canadian Health Food Association’s tradeshow, the largest in Canada for the natural and organic food industry.

“I was suddenly showcasing my product to decision makers in the industry, everyone from retailers to distributors,” he said. “I had to become a salesperson. Hanes Hummus was a hit and that was the launching point for my business in terms of realizing that there’s a market way bigger than anything I’d imagined.”

Since then, the marketplace for Hanes Hummus has expanded. It is now sold in select stores in Saskatoon and Regina and all Federated Co-ops in Western Canada. For more information on Hanes Hummus, visit www.haneshummus.com.

Despite his success, Petros feels like Hanes Hummus is still small and starting out in many ways. Hanes Hummus has been a member of STEP for a year and a half, and Petros says that as his business grows even further, he feels there will be an opportunity for him to better utilize STEP’s services.

For now, Petros is focused on creating a delicious and healthy spread that even mom would be proud of.

“People really love and appreciate the hummus I make,” he said. “The way they describe it, you would think they are talking about something more life-changing than a food spread. Hanes Hummus is driven to satisfy customers who are driven by health and taste, while truly caring about delicious food.” 

Saskatchewan's NEW Environmental Legislation

BY CHRISTOPHER J. MASICH, Lawyer, McKercher LLP



On June 1, 2015, *The Environmental Management and Protection Act, 2010* (“EMPA 2010”) came into force and fundamentally reformed how Saskatchewan regulates pollution and its clean-up. The coming into force of EMPA 2010, together with the implementation of *The Saskatchewan Environmental Code* (the “Code”), represents a shift in Saskatchewan environmental regulation from prescriptive “command-and-control” regulation to flexible “results-based” regulation. Environment stewardship and sound agricultural practice are intrinsically connected; however, this reform gives rise to changes that the agricultural industry should be alerted to.

Discharges, Discoveries and the Duty to Report

Like its predecessor, EMPA 2010 continues to prohibit a discharge of any substance into the environment in an amount, concentration or level or at a rate of release that may cause or is causing an adverse effect unless expressly authorized. Unlike its predecessor, EMPA 2010 now includes a duty to report a discovery, which consequently requires the reporting of historical contamination, and increases the scope of persons who have a duty to report.

Generally EMPA 2010 requires every person who owns or occupies land on which a substance is discovered that may cause

or is causing an adverse effect to report the discovery to the Saskatchewan Ministry of Environment (the “Ministry”). Similarly, EMPA 2010 requires every person, who while conducting work, discovers a substance that may cause or is causing an adverse effect to report the discovery to the Ministry. *The Environmental Spill Control Regulations* have also been repealed and replaced with a new standard under the Code, *The Discharge and Discovery Reporting Standard*.

For agricultural transactions and agribusiness operations that require environmental due diligence or environmental management, the potential for discovery of

an adverse substance creates increased risk and gives rise to potential liability. Consideration of such risk is now a necessary prerequisite to undertaking any environmental due diligence and should form part of environmental management policies and procedures.

Power of the Ministry to Require Reporting of Environmentally Impacted Sites

New to EMPA 2010, the Ministry has broad power to require either an owner or occupier of land to provide to the Ministry a written report containing (among other things) all sites owned or occupied that contain or main contain a substance that may cause or is causing an adverse effect. The wording of this section of EMPA 2010 is broad and nuanced. While it remains to be seen how the Ministry will exercise this new authority, it is anticipated that this power will be used as a first step to the Ministry determining whether it will exercise its authority requiring the conducting of a site assessment which may, in turn, lead to remediation obligations.


Those who receive a Ministry direction will be burdened with the preparation of a report, but liability will only attach to an owner or occupier if such lands are determined in accordance with EMPA 2010 to be “environmentally impacted sites” and the owner or occupier is determined to be a “person responsible.” Whether in the context of farming or agribusiness, given the potential liabilities following such reporting, owners and occupiers are urged to contact their professional advisors if they receive written direction from the Ministry.

Statutorily Permitted Transfer of Risk

EMPA 2010 now expressly permits the contractual transfer of the responsibilities of a “person responsible” to remediate environmental contamination. Where a site has not yet been determined as an “environmental impacted site,” EMPA 2010 allows parties to contractually transfer the risk underlying the concept of “person responsible.” Where a site has been deemed an “environmental impacted site,” EMPA 2010 allows parties to transfer the respon-

sibility for such environmentally impacted sites, subject to the parties meeting the requirements of the Act, most notably providing the Ministry with financial assurance.

In light of this reform, in both agricultural transactions and agribusiness operations, parties should expressly apportion risk and price the risk accordingly. Failure to contractually agree in clear, express terms leaves all parties at risk of being made a “person responsible” whether or not such intention was present. It is important to note; however, that EMPA 2010 does not expressly provide that the Ministry will not pursue a person who meets the definition of a “person responsible” simply because a contractual transfer of risk has occurred. Contractual indemnities and other traditional risk mitigation steps are still prudent.

Chris Masich is a lawyer in the Saskatoon office of McKercher LLP and maintains a Corporate and Commercial Law practice with particular emphasis in the areas of Corporate Finance, Securities, Environmental Law, Commercial Real Estate, and Agriculture and Agribusiness. 

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“Pulses can play an important role in dealing with some of society’s greatest health concern issues, including the rapid increase of chronic diseases, such as diabetes and heart disease.”

- Carl Potts, SPG Executive Director

Keeping its finger on the pulse

Saskatchewan Pulse Growers BY JONATHAN HAMELIN

Guiding growth in the pulse industry

In Saskatchewan, it’s an industry with a very strong pulse. The province’s pulse industry generates an economic impact of \$2 to \$3 billion annually.

Pulses are annual leguminous crops – used for both food and feed – including lentils, peas and chickpeas, among others. Canada is the largest producer of peas and lentils in the world, and Saskatchewan accounts for 99 per cent of Canada’s chickpea production, 95 per cent of its lentil production and 70 per cent of its pea production. Of these pulses, Saskatchewan exports 85 per cent.

A large force behind this growth has been the Saskatchewan Pulse Growers (SPG), a Pulse Crop Development Board that began in the 1970s as an informal association. In the mid-1980s, the province’s pulse growers wanted to form a more formal organization and established the Saskatchewan Pulse Crop Development Board,

which is currently known as SPG. During this time, producers also voted to provide funding to SPG through a mandatory, non-refundable levy. This levy, worth one per cent of the gross value of sale (plus GST), is deducted at the first point of sale or distribution when a Saskatchewan grower sells a pulse crop.

“Our mission is to provide leadership and create opportunities for profitable growth for the Saskatchewan pulse industry,” said Saskatchewan Pulse Growers Executive Director Carl Potts. “In the early days, we supported production of these crops from Saskatchewan, but over time as production has expanded, we’ve also focused on creating new markets through market development.”

To help move the industry forward and realize its vision, SPG has four key action points. The first involves boosting profitability through increasing yields of established pulse crops by unlocking

yield potential and reducing agronomic constraints.

“Some of our major areas of investment involve pulse crop breeding and genetic improvement,” said Potts. “We have a long-term partnership with the University of Saskatchewan Crop Development Centre, whereby we provide significant funding to their pulse breeding program and are able to commercialize the pulse crop varieties coming out of that program and make them available to growers royalty free.”

In addition to producing more pulse crops, SPG’s focus is also on creating more alternative uses for pulses crops and increase markets in order to have sustainable profitable growth within the industry. This also involves a lot of work to develop pulse ingredients such as flours and fibres.

At the same time, SPG is focused on the development of new pulse crop options with the goal of a viable pulse crop option for every acre of land in Saskatchewan. Potts said there are certain alternative crops, such as soy and faba beans, which are not grown in great quantities in the province. In the northeast part of the province, for example, SPG feels there is potential for some of these alternative crops.

Since Saskatchewan exports a high percentage of its pulse crops, SPG must ensure market access is not an issue.

“We are constantly working to ensure growers have access to a high functioning

transportation system and that trade barriers are resolved,” said Potts. “We want to make sure we don’t run into tariff or non-tariff barriers to get into those markets.”

Based on the high economic impact, it’s clear that the pulse industry in Saskatchewan has plenty to celebrate. Although Potts said that each pulse crop is a success in its own right, one of the areas that has experienced the most growth in the past 10 years is red lentil production. Saskatchewan has been a longstanding producer of high quality green lentils, but the increased focus on red lentils has helped expand the province’s pulse production footprint.

While the SPG deserves a lot of success for the viability of the pulse industry in Saskatchewan, Potts is quick to point out that they benefited from the support of the Government of Saskatchewan and their membership with STEP. Potts said STEP has been “a champion of the pulse industry for many years,” particularly mentioning former STEP Senior Director Tim Marshall.

“He really did a tremendous amount of work in emerging markets such as South Asia and Africa,” said Potts. “As a whole, STEP has a mandate to promote trade from Saskatchewan and around the world. As an industry association, we aren’t selling and exporting directly, but our benefit is we are tied into a key organization helping industry in Saskatchewan expand product sales. We have been involved in STEP missions


around the world where we’ve provided more information about the industry and the production of pulses to buyers.”

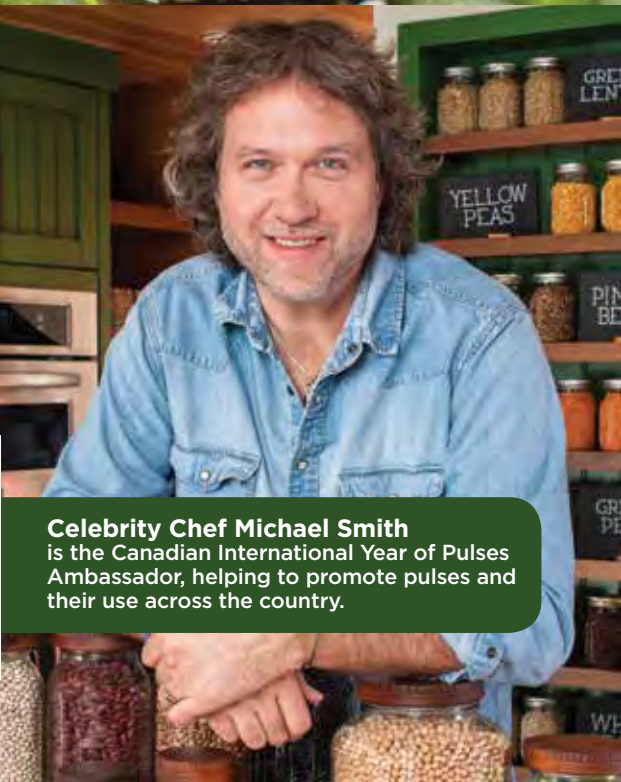
This year is shaping up to be quite busy for the SPG. The 68th United Nations General Assembly declared 2016 as the International Year of Pulses (IYP), designed to heighten public awareness of the nutritional benefits of pulses as part of sustainable food production aimed at food security and nutrition.

SPG views the IYP as a “once in a generation opportunity to shine a light nationally and internationally on pulses.”

“We’re tremendously excited for this upcoming year. We see this as a great opportunity to drive more demand and more consumption,” said Potts. “Pulses can play an important role in dealing with some of society’s greatest health concern issues, including the rapid increase of chronic diseases, such as diabetes and heart disease.”

During IYP, Potts encourages people to visit the Saskatchewan Pulse Growers website (<http://saskpulse.com>) or IYP’s website (www.fao.org/pulses-2016/en) to further educate themselves. He added that SPG has plenty of activities planned for 2016.

“We’re planning to attend fairs and consumer-related shows across the province talking about pulses and the International Year of Pulses, focusing on consumers and how they can incorporate these things into the foods they’re eating,” said Potts. 



Celebrity Chef Michael Smith is the Canadian International Year of Pulses Ambassador, helping to promote pulses and their use across the country.

Upcoming International Year of Pulses Events

Part 1: Practical Use of Pulses In Healthy Foods

April 26-28, 2016; Winnipeg, MB

Hosted by: The Canadian International Grains Institute (Cigi)

Cost: \$549 CDN + GST

- Explore the health and nutritional benefits of pulses as food ingredients
- Learn how pulse ingredients are being used in a variety of food applications such as pasta, Asian noodles and baked goods
- Discover practical solutions to the challenges of using pulses in food applications

Part 2: Processing Pulse Ingredients for Food Applications

September 20-22, 2016; Saskatoon, SK

Hosted by: POS Bio-Sciences and the Saskatchewan Food Industry Development Centre

Registration opens: April 28, 2016

- Further your understanding of the nutritional and functional value of pulse ingredients
- Gain knowledge of pulse fractionation processes and extrusion technologies through pilot scale demonstrations
- Learn about the efficiency of pulse processing technologies using techno-economic analysis

Visit www.cvent.com to register or for more information on these events.

Home is Where the Hemp Heart is

Fresh Air Farms embraces organic superfood



BY JONATHAN HAMELIN

For David Grenier, the decision to grow hemp came about organically. Grenier heads up farming operations at Fresh Air Farms, a certified organic farm in Marcellin. The farm has a rich history dating back three generations to 1911, when it was started by Grenier's grandfather, Wilfrid. Farming operations were mixed at the beginning and eventually shifted to conventional grains.

Grenier began working the land with his father in 1992. As he noticed margins getting smaller and smaller over the years, he began exploring options to making the operation more financially viable. In 2006, Grenier decided that Fresh Air Farms would officially switch to an organic operation, and he concentrated his energy on producing crops for a growing market.

Several years ago, Grenier was encouraged by an organic farm neighbor to grow hemp, a variety of the Cannabis plant which has seeds that are used in health foods and other nutraceuticals, as well as for organic body care. Although Grenier thought growing hemp would be a risky venture, he began researching the subject, and with some agronomic guidance, planted and sold Fresh Air Farms' first organic crop in 2011.

After eating a few handfuls of hempseed while harvesting the first crop, Grenier truly became sold on the idea of packaging and marketing a small volume of his own farm's hemp production.

"I started eating hemp food, and it helped me feel fuller, so I was not as hungry throughout the day. I rubbed hemp seed oil on my skin to help with cuts



or to soothe chapped spots. I began to notice improvements all the time," said Grenier. "I've never been terribly health conscious, but I found this was an easy way to include quality nutrition into my diet."

Through further research, Grenier found that hemp seeds contain easily digestible protein, making them an ideal source of protein for vegans and raw foodies. The essential fatty acids are abundant in hemp seeds and come in a ratio that is highly beneficial to humans. Ultimately, hemp seeds provide balanced protein nutrition with all the essential amino acids in a favorable ratio for digestibility.

With hemp being a product that would provide a health benefit to consumers, and providing the potential for a more steady revenue stream, Grenier pursued the Fresh Air Farms marketing project.

Through a lot of hard work, Fresh Air Farms developed a variety of hemp products that can be easily incorporated into any diet.

Hemp hearts, for example – which Grenier said is their most popular product – are de-hulled hemp seeds with a slight nutty taste. They can be eaten plain or sprinkled on cereal, yogurt or salads. They are the only natural source to claim the ideal ratio of essential fatty acids required by the human body. They contain 35 per cent protein – in which 65 per cent occurs as easily digestible storage protein – all nine essential amino acids and are cholesterol free.

For smoothie lovers, Grenier suggests mixing some of Fresh Air Farms' hemp protein powder into their next fruity creation. He added that the powder can also be mixed into yogurt or baked goods. The powder is a deep green colour, which indicates its high nutrient content. It supplies a vegetarian source of essential fatty acids, antioxidants, vitamins, minerals, fiber, chlorophyll and a balanced source of essential amino acids.

Grenier said that Fresh Air Farms other product, hemp seed oil, is a great way to add an extra healthy kick to any meal. It's tasty in sauces, salad dressings or drizzled on foods. Hemp seed oil is also considered the best nutritional oil for health because the 3:1 Omega 6 to Omega 3 essential fatty acid profile is closest to that which is required by the human body. Essential fatty acids are critical because the body cannot manufacture them and must come from the food we eat.

"Hemp truly is a fascinating plant. Thousands of years ago, people knew of the real nutrition in the seeds and practical applications for the fibre," said Grenier. "On a personal level, it's exciting to eat our own shelled hemp seed every day, hemp protein powder in smoothies and usually two bottles of hemp seed oil – one for cooking and eating and the other to put on our skin."

With an established product, the focus is now on continuing to grow its markets. Fresh Air Farms primarily sells hemp to consumers in Saskatchewan. The operation also sells in other Western Canada provinces in small volumes and is working towards general exports into the U.S. Grenier said the ultimate goal is to set up an online store for Fresh Air Farms to serve Canadians through e-commerce.

In 2009, Fresh Air Farms became a member of STEP. Grenier said he realized the importance of becoming a member and having access to resources that could help him learn more about the healthy lifestyle market.

"STEP has helped me tremendously with their market intelligence reports and day seminars where you can learn about the retail market and building brands," said Grenier. "The membership has been a very good value to me."


Grenier admits that switching to organic farming came with its challenges, including fertility and weed control. Luckily, he has been able to draw on a wealth of experience from his parents and a network of organic farmers when it



came to more traditional farming methods.

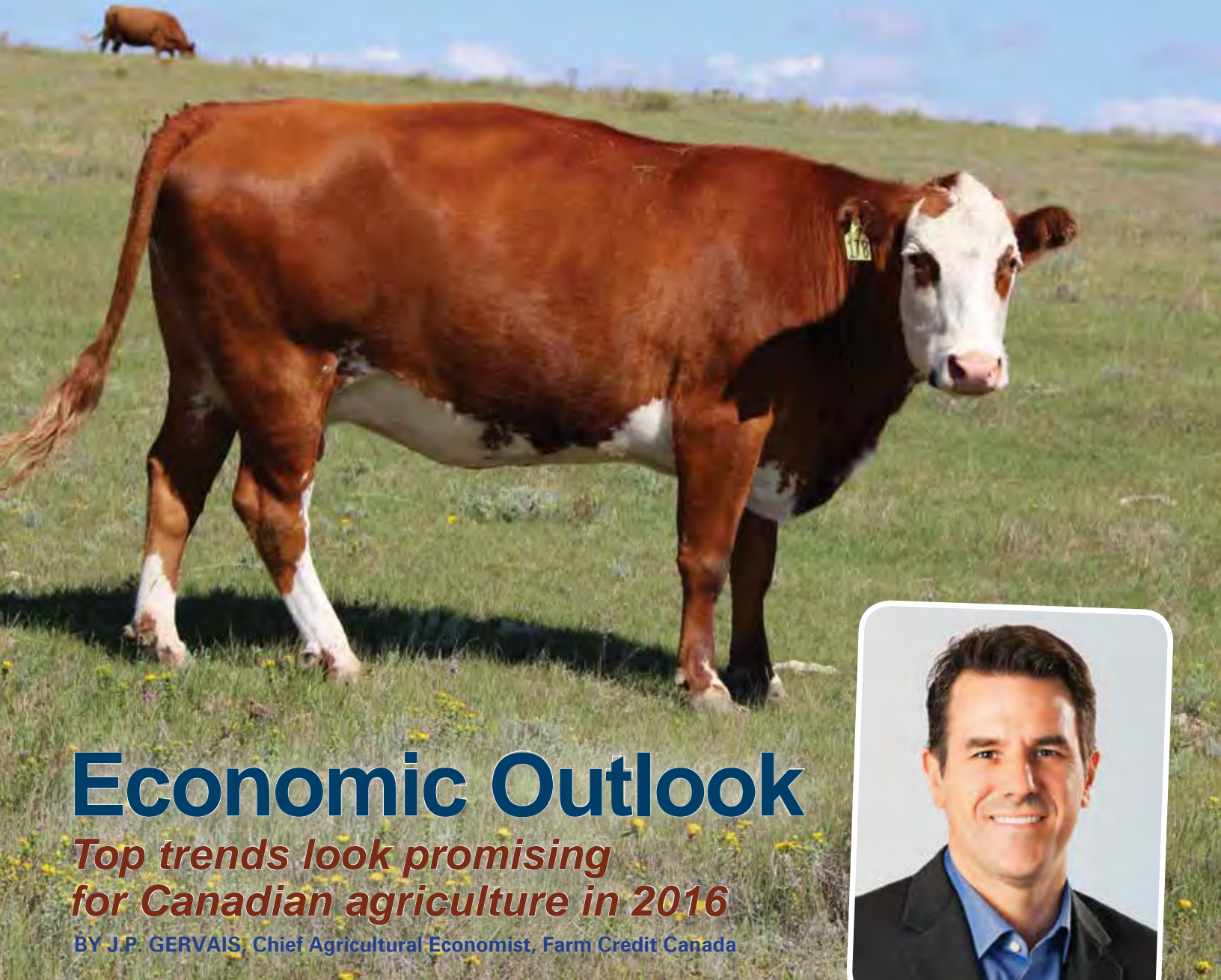
His interaction with customers has also encouraged him that there is a desire for farm-grown organic food products

"Whether we are near home, or travelling abroad, there has been one very strong message from the majority of people we meet. When they find out I am an organic farmer, they are very happy about what we do. These positive reactions have taught me that many people are looking to buy their food from a farmer," said Grenier.

"We have continually worked to adapt to the short growing season, cool nights, and long daylight hours. These climactic traits can be natural advantages to growing some of the highest quality human consumption grains in the world." 



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Economic Outlook

Top trends look promising for Canadian agriculture in 2016

BY J.P. GERVAIS, Chief Agricultural Economist, Farm Credit Canada



With the beginning of the new year, it's time once again for Farm Credit Canada (FCC) agriculture economists to go out on a limb and provide their best insights on the five most significant trends that could impact Canadian agriculture in 2016.

"As economists, we like to challenge ourselves by collecting and analyzing the data to provide the best forecasts for producers to help with their long-term planning and decision-making," said J.P. Gervais, FCC's chief agricultural economist. "This can be challenging in a vibrant and dynamic Canadian agriculture industry, where consumer demand and export opportunities can have as much impact on farming as the weather."

Weather patterns could cause supply disruptions and opportunities

There's no question weather can create significant challenges or opportunities for Canadian agriculture.

Drought in Russia and the Ukraine, for example, could lower wheat production and have a positive impact on demand for Canadian wheat. El Nino – a phenomena where a large band of warm ocean water creates unusual weather conditions and disrupts growing seasons – is expected to lower palm production in Indonesia and Malaysia and chickpea production in India.

“Canadian pulses will be needed to shore up reduced supplies from India and low carry-over stocks. This will create strong demand and higher prices for Canadian pulse crops in 2016,” said Gervais, noting the United Nations coincidentally proclaimed 2016 as the International Year of Pulses.

“Our commodity outlooks rely heavily on what happens in other parts of the world, so it’s always good to keep an eye on weather systems that might disrupt or increase supplies of the same or alternative commodities,” he said.

Price-conscious consumers demand more food choice

Consumers are demanding more food choice, but are they willing to pay for it?

That’s the question on the minds of many producers and food processors as they face growing pressure to meet complex and sometimes conflicting consumer demands. Consumer choice includes fresh or processed, healthy or indulgent, local or global – with affordability being a common thread.

“Canada has traditionally thrived producing safe, high-quality agriculture commodities, but producers are now facing the challenge of sorting through a number of mixed messages and changing food preferences,” said Gervais. “At the same time, producers face growing public concern about modern food production, while trying to produce food efficiently at a cost that consumers are willing to pay.”

Gervais added consumer demand for food diversity has created a trade deficit where imports of processed food exceed our exports (by \$1.9 billion in 2010 to \$3.5 billion in 2014). “As Canadian producers see more opportunities to grow a wider variety of food, we expect the trade deficit trend to slow and begin to shrink.”

Economic stars continue to shine bright for agriculture

Don’t let your guard down, but low interest rates and a weak dollar will continue to contribute to favourable economic conditions for Canadian agriculture in 2016, according to Gervais.

“Interest rates should remain very low, perhaps with some slight upward pressure on fixed rates for three- and five-year mortgages,” said Gervais. “But the overall economic environment is expected to be favourable for farming operations, agribusinesses and food processors in 2016.”

Gervais said weak oil prices and a different outlook for interest rates between Canada and the United States will continue to put downward pressure on the Canadian dollar before it strengthens in the second half of the year.

Profits could be squeezed by growing supplies of some commodities

Agriculture commodity prices are expected to see an overall decrease in 2016 as there is an oversupply of some commodities and growing supplies for others. The low Canadian dollar, however, will help support profit margins for grain and oilseed producers, which may help offset any price decrease, Gervais said.

Gervais predicted the livestock industry will see mixed results in 2016. Cattle prices are expected to retreat, resulting in tighter profit margins for feedlots. Cow-calf operations are expected to remain profitable, yet face tighter margins than in previous years. Hog operation profits are projected to stay in line with the five-year average, benefiting from strong pork demand from China. Profits in the dairy sector may be vulnerable due to dairy ingredient imports and continued low world dairy prices.


“Lower feed costs are expected to support overall margins in the livestock sector, and demand for beef is expected to increase – both domestically and globally – which is good news for producers,” said Gervais.

Canadian farm debt will continue to climb, but at a slower pace

Strong farm receipts over the past five years have led to increased investment in Canadian agriculture and higher farmland values. This will level out and sales of new farm equipment will likely see little improvement following overall slow sales in 2015. As a result, the growth in farm debt is expected to slow, according to Gervais.

“Producers are re-evaluating their earning potential based on weaker commodity prices and their investment in farmland,” he said. “A weak Canadian dollar also makes farm inputs more expensive, so producers are placing a priority on streamlining their operations.”

The good news is Canada’s net farm income has kept pace with farm debt over the past five years, which reflects a strong and vibrant agriculture industry,” Gervais said.

By sharing agriculture economic knowledge and forecasts, FCC provides solid insights and expertise to help those in the business of agriculture achieve their goals. For more agriculture economic insights and analysis, read the latest FCC Ag Economist blog post at www.fcc.ca/AgEconomist. 

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SASKATCHEWAN BIOSCIENCES

STEP Notes

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 Heather Swan, Manager - Corporate Services at 306-787-7942 or hswan@sasktrade.sk.ca.

Information about STEP and international trade


Agri-food exports surpass growth target

For the fifth straight year, Saskatchewan has set a record with total agri-food sales of \$15.1 billion, making it Canada's top agri-food exporting province and exceeding the government's growth plan goal five years early. In 2012, the provincial government set a goal of exporting \$15 billion worth of agricultural and agri-food products by 2020. A total of \$15.1 billion worth of products were shipped to 145 countries in 2015, an increase of eight per cent from 2014. Agriculture and agri-food exports are up 136 per cent over 2007.

"Agriculture is the foundation of our province and remains a prominent economic driver, supporting our provincial finances as we deal with the downturn in the resource sector," Agriculture Minister Lyle Stewart said. "We were confident the industry would meet our growth plan target by 2020 but our farmers, ranchers and agri-businesses have once again exceeded our expectations and reached the target five years ahead of schedule."

Saskatchewan produces a number of agriculture and agri-food products that are in demand across the globe. The provincial government remains focused on market development and trade advocacy to ensure the high quality products Saskatchewan produces move freely to new and existing markets like the European Union, China, India and South Korea. The recent signing of the Trans Pacific Partnership is encouraging, and ratification of the agreement is essential to ensure access to the 800 million consumers the market represents.

"International trade drives our province's economy, and continued access to Asian markets will benefit our agriculture and value-added sector," said Stewart.

Saskatchewan had sales of at least \$200 million to 15 different countries. The top three export destinations were the United States, China and India. Increases in crop and livestock production and a growing value-added sector have contributed to the record growth achieved in the province. 



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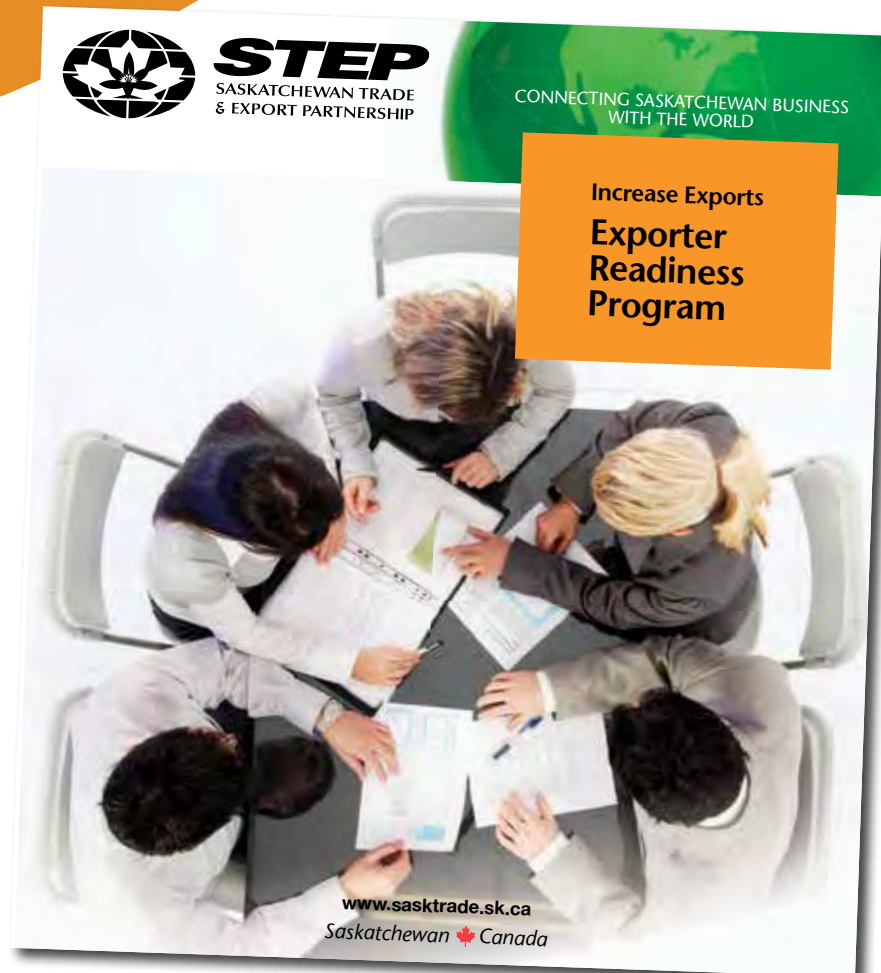
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What Our Members Say...

"We have been struck by (STEP's) professionalism as individuals and support as an organization. Speed of response, along with the width and breadth of ideas, are things we are looking for in our export plans to the United States and abroad. The value that STEP provides with its resources for research on the markets and paths to gain access to new markets is invaluable to a new, growing exporter such as ourselves."

- Saskatchewan Agri-value Firm

Staff Profile

BRITTANY SCHROERS

BY JONATHAN HAMELIN

There may not be any kung fu fighting at the STEP offices, but Brittany Schroers says her job requires her to be a “full-time, multi-tasking ninja.”

Schroers is an administrative coordinator for trade development at STEP, and her job requires everything from office management, to assisting members with plans to export their products around the world, to working with trade staff to facilitate market development missions around the world as opportunities for STEP members.

“I’m sure every administrative coordinator would describe the job in a similar way. We assist everyone who needs us, and we will make time for all of it, even if it requires some quirky negotiating skills,” said Schroers.

During a typical work day, her usual tasks include event planning, coordinating travel arrangements, organizing background materials and serving as a staff liaison, among other things. She notes that being an administrative coordinator requires astute problem solving skills and being able to adapt to constant plan changes.

Schroers explained that one of the biggest challenges with the position involves communication. For example, she is often cc’d on every email, and it can be confusing to read between the lines to actually figure out what she needs to focus on in particular. Another challenge involves occasional language barriers and having trouble interpreting different accents and languages while working with international contacts.

Luckily, she has a great support team, which makes all of the challenges a breeze.

“The best part about working for STEP is the people. My colleagues are some of the best people to work with, whom I can rely on and learn from,” she said. “The members we have at STEP are also amazing; each new member brings new life to Saskatchewan exports, and it is always so exciting to hear what is new and how we are going to help our members become successful exporters.”


Some of the highlights of Schroers’ time with STEP include attending the SIAL Toronto 2015 trade show, where she acted as support for the attending STEP members, assisting with logistics and administration, as well as with the organization of the STEP hosted

Asia Trade Forum running during the show.

In September 2015, she offered to take on the work of a colleague who was going on maternity leave, which gave her the opportunity to learn the export services and reception side of STEP.

“So far, I have been successful in balancing the two positions,” she said. “It’s our busiest time of year now, and my multi-tasking ninja skills are really being put to the test. I’m someone who hates being bored, so I’ve loved every minute of it.”

Outside of her job at STEP, Schroers is kept on her toes. She’s a personal trainer and junior boxing coach with New Line Boxing Academy in Regina. In her job as a boxing coach, she often puts in a lot of hours before and after work, teaching kids discipline, respect, teamwork, technical boxing skills and sports conditioning. As a personal trainer, she gets to coach a very diverse group of clients and provide them with guidance toward living a happier, healthier and fit lifestyle.

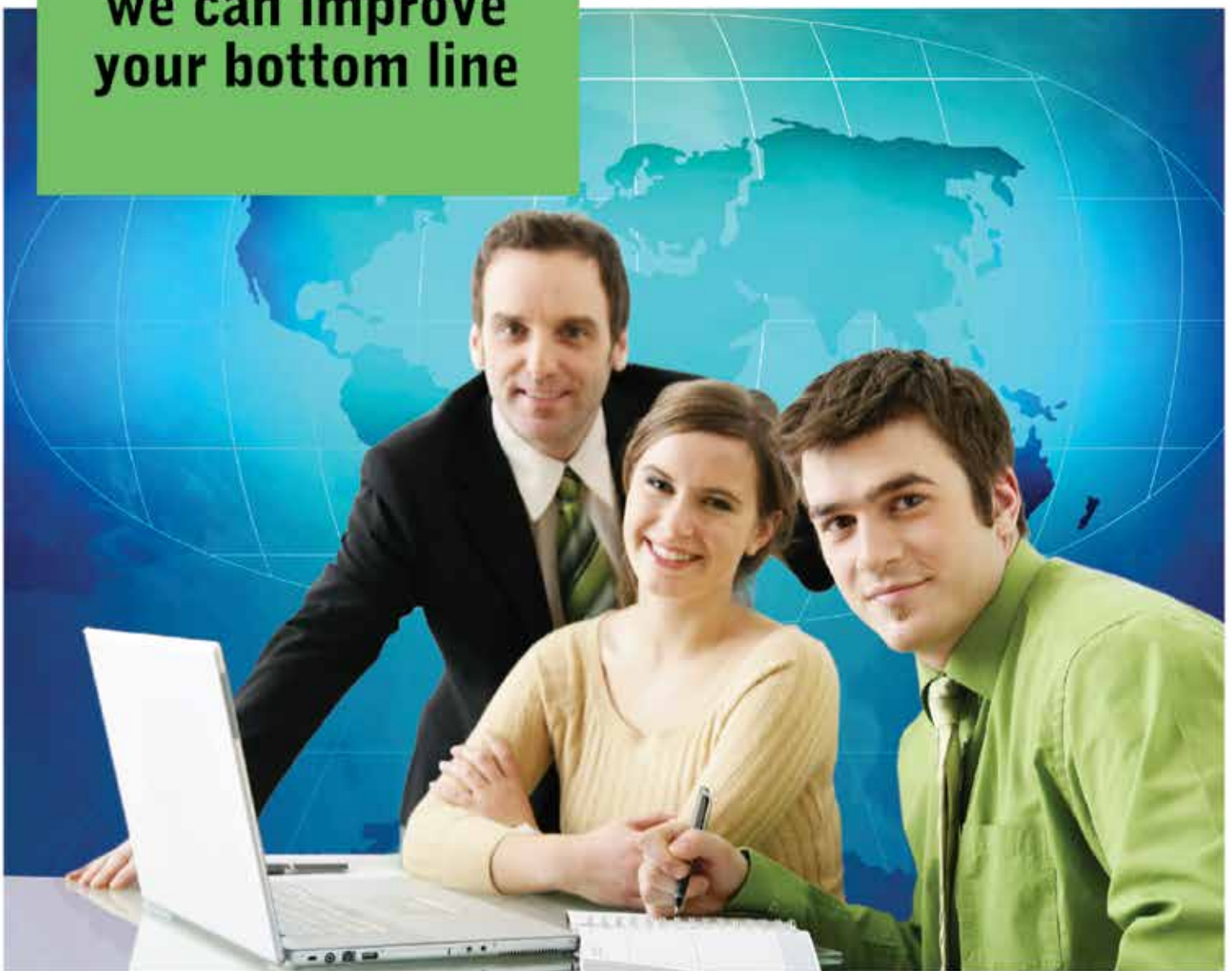
“My passion for fitness comes from being a wild child in adolescence and always looking for a new source of adventure,” Schroers said. “I hope my career here at STEP is full of opportunity to further pursue the same sense of adventure through Saskatchewan exports.” 



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