

# GLOBAL <sup>10 YEARS</sup> VENTURES MAGAZINE

CONNECTING SASKATCHEWAN BUSINESS WITH THE WORLD.

PM# 42591019

VOLUME TWELVE ISSUE ONE • SPRING 2020



## ON THE COVER:

Ranchland Veterinary Services' Lifetime History in Cattle

## IN THIS ISSUE:

Fish-Free Omega-3 From Algorithm

Created by Nature, Transformed by Black Fox

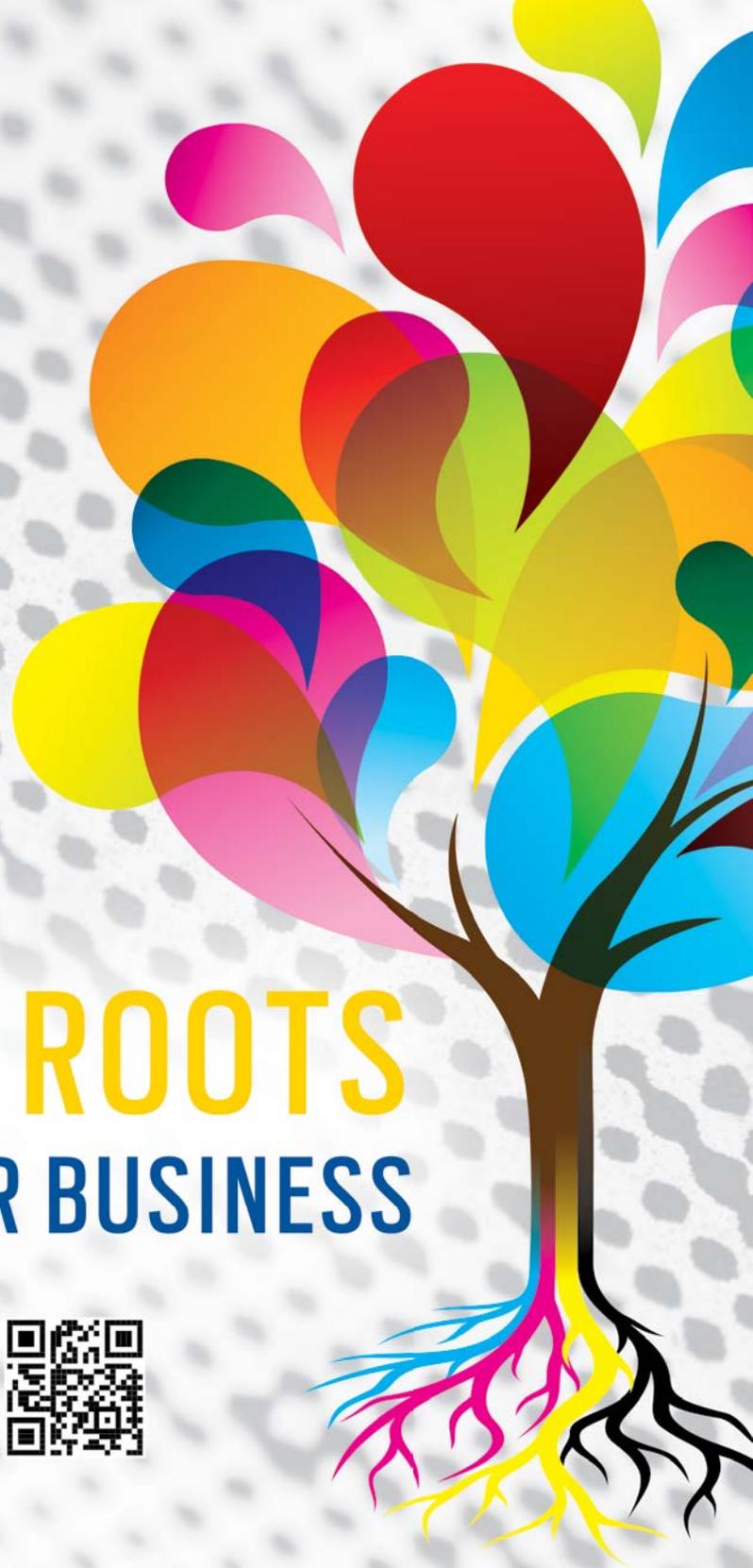
Evova Foods Introduces Todd's Better Snacks

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**RAIL BLOCKADES.** Coronavirus. Saudi-Russian oil wars. No economist or trade expert could have predicted that these issues would be added to the already considerable headwinds facing Canadian exporters. And, while the impact of these issues has yet to be fully realized, we head into 2020 having already weathered extensive, unfavorable conditions.

This month, STEP released our fourth annual *State of Trade Report* which shows that, while the total value of Saskatchewan exports to the world fell by 3%, we remained close to the \$30B mark. The decrease was primarily due to the canola seed ban in China. This lower figure follows 13 years of increases and represents the first decline in exports to China since 2006.

Geo-political issues, such as those in China, and uncertainty within international markets caused by contagion underscore the importance of the services and programs of STEP, and the strategies outlined in the new *Saskatchewan Growth Plan* unveiled by Premier Scott Moe in November. The Plan's targets and activities are designed to ensure Saskatchewan's interests are protected and promoted around the world. Activities such as the three new international offices outlined

STEP's *State of Trade Report* shows that, while the total value of Saskatchewan exports to the world fell by 3%, we remained close to the \$30B mark in 2019.

in this edition will help increase exports and strengthen key trading relationships in Japan, India and Singapore.

STEP is forecasting a flat to modest increase (2% to 3%) in exports in 2020 given the uncertainties caused by the coronavirus, Canada's overarching relationship with China, and ongoing issues with Canadian export transportation and infrastructure.

As an additional resource, and for up to date information, STEP has included content on our corporate website to include Coronavirus Disease (COVID - 19) Stakeholder Information and can be viewed at: [www.sasktrade.sk.ca](http://www.sasktrade.sk.ca).

In spite of the challenges that our members face, we believe the prospects for growth in the agriculture/agri-value industries remain strong as evidenced by the success stories of our members in this sector and highlighted in this edition of *Global Ventures*.

As the year ahead unfolds, we will continue to be member-responsive and deliver both current and enhanced programs to our valued members. 



Chris Dekker  
President & CEO, STEP

# CEO REPORT

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# BIZNOTES

STEP members who have noteworthy news are invited to share that information with **Global Ventures** for our BIZNotes section. For further information or to submit content, please contact Heather Swan, Manager - Marketing & Communications at 306-787-7942 or [hswan@sasktrade.sk.ca](mailto:hswan@sasktrade.sk.ca).

## AVENA announces new processing facility

Avena Foods Limited, the Canadian premier processor of Purity Protocol gluten-free oats, will begin construction of a new oat-processing facility this spring to meet the growing demand for safe, plant-based, nutritious, gluten-free foods and beverages.



Opening in 2021, the new facility will be located in Rowatt, Saskatchewan, and it will work in tandem with Avena's existing oat mill in Regina. The company stated that the investment will more than double Avena's current production capacity of "start safe, stay safe," ready-to-eat Avena Purity Protocol conventional and certified-organic oats.

Avena Foods was founded in 2008 by pedigreed seed farmers who are committed to growing gluten-free oats for people with celiac disease and gluten intolerance. The company is a specialty miller of safe, sustainably grown, gluten-free oat and pulse ingredients and supplies food, beverage and nutraceutical manufacturers throughout the world.

Today, Avena has three locations on the Canadian prairies with exemplary food safety systems and farm-to-plate traceability, processing gluten-free Avena Purity Protocol oats and Avena Best pulse ingredients. Avena products are sold in six continents.

## GEE NAMED Partner of the Year

Ground Effects Environmental (GEE) was recently named Nijhuis Industries (Netherlands) 2019 Partner of the Year. As a specialist in waste water treatment, GEE works with Nijhuis Industries to incorporate their diffused air floatation (DAF) technology



in GEE's modular wastewater treatment solutions for the oil and gas, municipal, industrial and agricultural industries. Nijhuis is also the licensed distributor for GEE's electrocatalytic oxidation (EOX) technology, distributing the EOX technology around the globe (save US, Canada and Australia).

## DEGELMAN receives Westcap investment

Degelman Industries recently received a major investment from Westcap Mgt. Ltd., a leading private equity and venture capital fund manager.



Westcap has partnered with Degelman because they recognize the value of its products and people and the potential for future success. The Degelman family will remain invested and involved in the company as both owners and board members. Westcap's investment puts Degelman in a unique position for growth, while at the same time, preserving its core values.

## THREE DISRUPTORS to watch in 2020

Climate change, protectionism and automation - three forces Bloomberg identifies as major disruptors to the global economic outlook - also appear among the most significant trends to watch in the Canadian agri-food supply chain for 2020, according to Farm Credit Canada's (FCC) economics team.



These trends have the potential to not only disrupt the global economy, but they could also have a significant impact in shaping Canada's agriculture and food industry outlook, said J.P. Gervais, FCC's chief agricultural economist.

"We call them disruptors for the simple fact that these trends could significantly change the way Canadian farm operations, agri-businesses and food processors do business at home and around the world," Gervais said. "The test is how they will adapt to take advantage of the opportunities or mitigate the challenges that come with each of these trends."

Gervais said the disruptors come with the potential to promote or inhibit growth in Canada's agriculture and food industry. For more information and insights on the top three disruptors for 2020, visit the FCC Ag Economics blog post at [fcc.ca/AgEconomics](http://fcc.ca/AgEconomics).



View of Nutrien's Vanscoy mine. Image used under license from Nutrien Ltd.

## NUTRIEN plans to restart Vanscoy mine

Nutrien Ltd. recently announced that it plans to resume potash production at its Vanscoy mine, which was shut down late last year. The company stated that it will restart the operation west of Saskatoon in March since the medium-to-long term outlook in the potash markets looks promising.



## A STORY worth sharing?

Does your organization have news to share with our readers? We're looking for members to share their successes, new programs and services, and other newsworthy events with us. Send us your news and information, and we can include it in our next BizNotes section.

The deadline for consideration in our next issue is **May 1**. Please send your information to Heather Swan - Manager, Corporate Services, STEP - at [hswan@sasktrade.sk.ca](mailto:hswan@sasktrade.sk.ca).



**ALTHOUGH MOST PEOPLE ARE** familiar with red foxes on the prairies, spotting a black fox is something a little different. That's the type of thinking that led to the creation of the Black Fox Farm & Distillery, which is located near Saskatoon and is owned by John Cote and Barb Stefanyshyn-Cote.

"Most people are familiar with the common red fox and although the black fox is from the same family, it is unique. We felt that this was descriptive of our business. There are many distilleries all around the world, but Black Fox is unique," said Stefanyshyn-Cote.

The idea came to them after a black fox spent the summer on their fields. "One time we watched him play with another red fox in the field. A common sighting but with a twist. Our new farm is built on the same concept, something so familiar on the prairies, yet entirely unique."

The Cotes opened their doors in 2010, but for the first five years it was known as Tierra Del Sol and Black Fox Spirits. They decided to shorten the name to Black Fox Farm & Distillery, which was named after the special guest that spent a summer with them.

Black Fox Farm & Distillery offers year-round, award-winning spirits and experiences. Along with a range of gins, liquors and soon-to-be-released whiskies, what makes Black Fox unique is that the owners are able to share their working farm with their guests. That means the business also offers tasting sessions, festivals and other special events.

"We take great pride in combining our expertise in agriculture with the skill of distilling. We are very connected with the land and appreciate our unique terroir. It is this combination that allows us to produce spirits that win awards around the globe," said Stefanyshyn-Cote.

The Cotes are third generation farmers who have farmed, studied, consulted and participated in agriculture on five different continents. Stefanyshyn-Cote said that the pillars that make up the foundation of their business include education, creativity and responsible stewardship.

She added that their spirits are crafted in a traditional manner, and up to 90 per cent of the ingredients are grown right on their own farm. All spirits sold under the Black Fox labels have been fermented and distilled on-site.



# *Created by nature* Transformed by **Black Fox**

*Saskatoon distillery shares a passion for agriculture with its guests*

**BY: KARLIE MCGEOUGH**

The company's Black Fox Oaked Gin received a World's Best honour at the World Gin Awards. It also produces liqueurs that are produced from sour cherries, raspberries and honey that are produced on the farm. As well, Black Fox teamed with Living Sky Winery to produce a gin and wine spritz.

Although the gin is garnering a reputation for Black Fox around the world, it gains the attention of local residents through its tasting sessions, cocktail nights, festivals and other special events. Stefanyshyn-Cote said they organize these events because they have a love of agriculture and want to share it.

Every year the company celebrates the coming of summer with World Gin Day, followed by its Gladiola and Sunflower festivals in August, and Pumpkin Fest in September. World Gin Day features gin cocktails, gin and tonic cupcakes, and last year, gin-infused potato salad. The Gladiola Festival features flowers and live music, while the Sunflower Festival features more than 6,000 sunflowers that people can take home. The farm grows about 15,000 pumpkins annually and hosts the

Pumpkin Fest where people are invited to come out and enjoy games, wagon and pony rides, and pumpkin-inspired foods. This year there will be a pumpkin smash fundraiser in which a 2,000 pound pumpkin will be dropped on a car.

## **Black Fox Farm & Distillery**

is dedicated to the environment by combining traditional methods of farming with modern technology to utilize the land as efficiently as possible.

Another aspect of the operation is the acres of flowers that are produced and can be cut and picked by the public. There are literally tens of thousands of flowers that make the farm one of the most picturesque in Canada. "We provide a bucket, snips, and flowers and your only job is to fill the bucket," said Stefanyshyn-Cote.



The company's Black Fox Oaked Gin received a **World's Best honour** at the World Gin Awards.



Black Fox Farm & Distillery is dedicated to the environment by combining traditional methods of farming with modern technology to utilize the land as efficiently as possible. Some of these technologies include a state-of-the-art drip irrigation system to minimize water usage and a bio-filtration system for runoff water.

“In planning our distillery, it was important to us to conserve as much water as possible and reduce our waste output. We use geo-thermal cooling systems, reuse nearly 95 per cent of our water, spread our spent grains and fruit back onto our orchards and flower fields as compost fertilizer, and even our organic cleaning solutions are reused to improve our soils. We strive to work with the land to reach its greatest potential and leave it better than we found it for future generations.”

Along the way, the business has received numerous awards and honours. The Cotes were recognized as Saskatchewan's and Canada's Outstanding Young Farmers by the national and provincial Institutes of Agrology and the Saskatchewan Ag Grads Association. They are also alumni for the Canadian Agricultural Lifetime Leadership program and Nuffield Canada. In 2018 they received a Saskatoon Achievement in Business Excellence (SABEX) Award as Entrepreneur of the Year by the Greater Saskatoon Chamber of Commerce.

Similar to other Canadian distilleries, the company faces restricted access to other provincial markets and competition from businesses with questionable ethics. This is where STEP has come in to connect them with the business world and offer them advice and expertise to achieve their goals. Stefanyshyn-Cote said that every business should take advantage of all services that STEP has to offer.

“We are just going into our second year with STEP, but in this short amount of time, we have come to realize just how much they improve the opportunities and capabilities of their members.”

STEP offers various seminars that help business owners understand how to manage their businesses in the international marketplace, and Stefanyshyn-Cote said they take advantage of every session that will help them improve their markets.



“We have found many of the seminars beneficial from understanding email privacy laws to marketing workshops. We have also benefited from the efforts that STEP has made to connect its members with interested customers. As a small business owner, it is nice to have a larger team working on your behalf.”

Looking into the future, Black Fox Farm & Distillery hopes to expand its markets both domestically and internationally, and the owners said that STEP will continue to help and guide them through this process. For more information, visit [www.blackfoxfarmdistillery.com](http://www.blackfoxfarmdistillery.com). 

# SPLENDOR GARDEN

We want... to be the 'go-to' brand of **healthy whole organic food** options for our customers here in Canada and around the world.

## THE YEAR WAS 2010

and Colleen Haussecker was facing an uphill battle with cancer. She suffered through various treatment programs, surgery and recovery. However, if it wasn't for this difficult period, Haussecker likely wouldn't have started one of Canada's first organic spice and herb companies.

"In the middle of treatment I found myself looking for organic herbs and spices to round out my healthiest diet," said Haussecker. "No one was really addressing that area. I found it really lacking."

As she healed at her home in Watson, her thoughts became clearer on the idea and she eventually approached her husband Randy for his input.

"There I was on the sofa with my bald head and my toque, and he knew I was already thinking about a new business idea. I said, 'Lord, if this is really what we are supposed to be doing, then I need him alongside me in this new endeavour.'"

Randy was in full support and the rest, as they say, is history. Canadian Organic Spice & Herb Co. Inc. was launched a year later with Splendor Garden as its product name. These products included more than 80 different herbs and spices.

Today, the company has more than 80 organic spices, herbs, seasonings and dip mixes. These products are available in three different sizes for bulk bins, food manufacturers and the culinary industry. They can be found in more than 900 grocery and health food stores across Canada, online at Amazon.ca and the

Asian marketplace, and through Vita Rock in the US.

Canadian Organic recently launched a new line of Saskatchewan grown and processed oats to its brand that are both organic and gluten-free. The line consists of five new retail and bulk packaged products – in fact, Canadian Organic was one of the first companies in the country to launch a line of oats that are both organic and gluten-free. Next in line is a new product called Fish N' Fry that is a high-protein, high-fibre coating mix which is great on fish, chicken, veggies and much more.



"The Splendor Garden brand is continually expanding its offerings with exciting new product line additions," said Haussecker. "The company's vision is to become a household name for high-quality, organic, whole food products, while continually expanding its line using Saskatchewan grown legumes and pulses and using the company's spices to add further value."

Over the years, the company has collected a number of awards and accolades. Canadian Organic won a 2015 SABEX Award for New

Business Venture from the Saskatoon Chamber of Commerce and was a finalist that year for a Saskatchewan Chamber of Commerce ABEX Award for New Business. The company won an ABEX Award in 2018 in the Growth and Expansion category. That same year they also won both the Entrepreneur of the Year Award and the Growth and Expansion Award at the Mark of Excellence Awards from the Humboldt and District Chamber of Commerce.

Canadian Organic Spice & Herb Co. Inc. was recently selected for Cohort 1V, a business accelerator program sponsored by Arlene Dickinson's company District Ventures. The company also completed a warehouse expansion of nearly 5,000 square feet, which includes two new packaging lines to further automate the packaging of oats, spices and new product additions. Recently, the company began receiving inquiries to export its products, and this expansion will allow the company to meet this new demand.

Haussecker said that she has been working on shipping containers to Dubai, Bangladesh and China. The first pallet of products to use as a test market was recently shipped to China.

"We want to build the Splendor Garden brand of organic food products to be the 'go-to' brand of healthy whole organic food options for our customers here in Canada and around the world," said Haussecker. "We want to give customers healthy options of locally-grown and produced organic food products."

For details, visit [www.splendorgarden.com](http://www.splendorgarden.com).



## One of Canada's 1<sup>st</sup> organic spice and herb companies

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# Farm Estate Litigation

By: Curtis J. Onishenko,  
Partner and Lawyer, McKercher LLP



## Keeping it in the Family

**IF YOU TOLD** a Saskatchewan farmer in the 1980s that their two-section farm would be worth \$2 million in 2020, they would have laughed and asked what you were drinking. Farmland values have increased exponentially over the last ten years, and most farmers do not view their land as an asset. It's just their land. Historically, farmland has been passed on from generation to generation, keeping the farm in the family. Parents, children, and siblings all worked together.

Family farm operations are primarily focused on the tasks at hand, and the importance of estate/succession planning and record-keeping is often overlooked. This focus on operations instead of the future has led to a significant increase in farm and estate litigation. A common axiom is, the more money that is at stake, the bigger and more emotional the fight. Farmers are extremely hard workers and are in one of the riskiest professions around. They are faced with many risks out of their control,

such as droughts, floods, depressed crop prices, increased inputs costs, and hail. Why put in all the blood, sweat, and tears to maintain the family farm to lose it all in a family dispute? If these thoughts were at the forefront of farmer's minds, most would ensure their estate/succession plans and records were in order. When things are not in order, the circumstances are ripe for litigation.

Most estate or farm litigation starts when a child's, beneficiary's, partner's, or sharehold-

er's expectations do not match reality. Wills are often challenged on items such as lack of capacity or undue influence, challenging pre-death transactions, shareholder oppression applications, applications to dissolve partnerships, and many more matters that wind their way through the civil judicial system. Once litigation is commenced, many family ties are lost forever. Litigation can also lead to a depletion of wealth that has been built by years of hard work on the family farm.

Litigation can be avoided or resolved quickly in the early stages, even when it is too late to ensure proper estate/succession planning or record keeping. Engaging lawyers, accountants, and other professionals that specialize in estate and farm litigation can be invaluable to help guide parties to a resolution and potentially save family ties. Hiring mediators or arbitrators to help resolve issues is becoming more common, rather than putting matters before the court.

Sometimes early resolution is not possible due to the entrenchment of each party, which is often caused by underlying issues that would be better resolved with counselling or therapy and not by lawyers or accountants. However, when necessary, hiring experienced estate and farm litigators aids in moving things efficiently through the court system. At certain points during litigation, the court rules provide for judicial assistance with a settlement conference, which statistically has a high rate of

success in resolving matters without the need for a trial. The good thing about a negotiated resolution by the parties is that they have a say in the resolution. When parties cannot come

Family farm operations are primarily focused on the tasks at hand, and the importance of estate/succession planning and record-keeping is often overlooked. This... has led to a significant increase in farm and estate litigation.

to a negotiated resolution, the court is called on to adjudicate the matter with a trial. When this occurs, the parties have no say in the outcome.

The good news is that with pre-planning, litigation can be circumvented by having a solid estate/succession plan in place and

farming records properly organized. Utilizing lawyers, accountants, and other professionals to achieve this plan will come with a cost, but the price is minimal compared to costs when parties become entrenched in protracted litigation. Good estate/succession planners will advise clients to have crucial conversations with their families to explain the reasons why there is an unequal distribution of their assets and farm amongst those who would reasonably expect to share from the estate. Unsurprisingly, most people would rather not have these difficult conversations and leave matters to be dealt with once they are gone. In these circumstances, many professionals suggest to their clients to provide written reasons for an unequal distribution. It is also important to provide documentation to demonstrate that when the testamentary decisions were made, the individual had sufficient mental capacity to make these decisions, and the decisions were made of free will and without undue influence. This strategy may not prevent litigation entirely, but it will make it very difficult for the individual commencing the litigation to find any success and prevent the intended distribution of the estate.

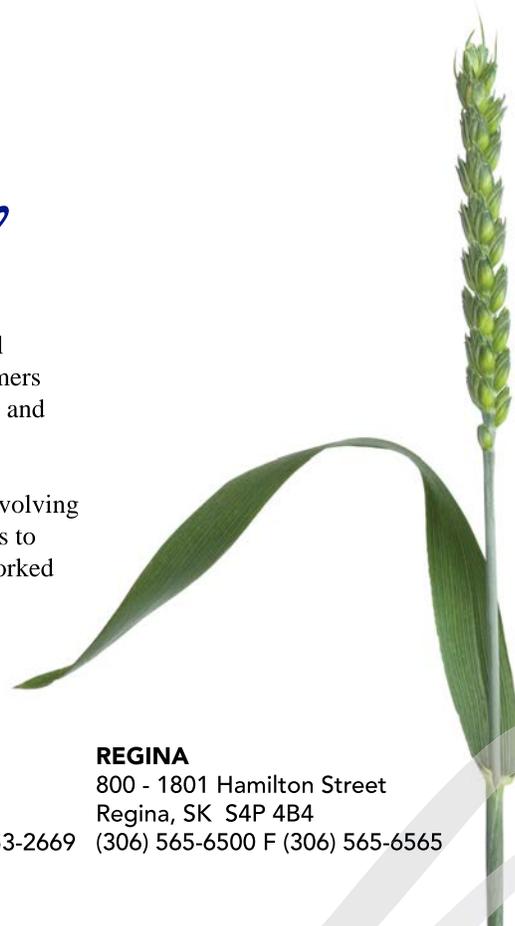
*Curtis J. Onishenko is a partner and lawyer in the Saskatoon office of McKercher LLP. He practices mainly in the areas of estate litigation, corporate/commercial litigation, construction litigation, and insurance litigation.* 

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**Trade between the UK and Canada increased 14 per cent last year despite the uncertainties of Brexit.**



*STEP President & CEO Chris Dekker discusses trade opportunities with Caroline Saunders, British Consul General in AB, SK and MB.*

# UK reassures Saskatchewan exporters

**ALTHOUGH** there has been much uncertainty leading up to Brexit, now that the United Kingdom (UK) has officially left the European Union (EU), the British Consul General in Alberta, Saskatchewan and Manitoba said there's now a clear path forward that lays the foundation for future international trade agreements.

In a meeting with STEP, Caroline Saunders said that although the UK has agreed to the terms of its EU departure, both sides still need to decide what their future relationship will look like. This will be developed during a transition period, which is due to end on Dec. 31, 2020. During this period, the UK will in trading terms continue to be treated as if it is still a member of the EU.

This means that international trade between Canada and the UK will continue to be covered by the Comprehensive Economic Trade Agreement (CETA) between the EU and Canada at least until the end of this year. This provides stability for Saskatchewan companies conducting business in the UK.

"There's been no change to the terms of trade between the UK and Canada," she said. "So that's reassuring for industry. It means that we have until the end of the transition period to put in place an agreement between the UK and the EU. We also need to put in place by January 1, 2021, new bilateral arrangements between the UK and Canada."

For UK Canada trade, Saunders added, the UK would like to lock in current benefits by agreeing a CETA based continuity agreement, which could be enhanced over time to mutual benefit. (It was easier to agree improvements between two countries than between 28, she added.) The aim is for tariff free trade with improved facilitation to smooth bureaucracy.

"A key point of leaving was for the UK to take back control and to regain policy autonomy over regulation. That's not to say that we want to diverge significantly away from EU regulation and reduce UK standards, but it creates new opportunities for the UK to move faster in the regulation of new technologies. This is very relevant to the UK's innovation-driven economy."

Saunders said that eventually there will be new opportunities for Saskatchewan businesses, especially in areas such as artificial intelligence, financial technology and environmental technologies. Canada has a very strong reputation in these industries, and once a bilateral agreement is reached between the UK and Canada, these opportunities should develop further.

Another aspect of developing increased trade between Canada and the UK is the "pull" created by shared heritage, language and culture, which makes trade a natural progression between the two countries. Saunders said

that "gravity modelling" of trade opportunities shows there is untapped potential between the two countries that a new bilateral trade deal could help realize.

That's on top of an already strong economic relationship. Trade between the UK and Canada increased 14 per cent last year despite the uncertainties of Brexit. Two way trade is worth around £22 billion pounds and is evenly balanced with around £11 billion pounds in each direction. 40 per cent of Canada's exports to the EU go to the UK. The UK is one of Canada's top five export markets.

The UK is the second highest destination for Canadian capital investment after the US. The stock of Canadian foreign direct investment in the UK was £28.7 billion pounds in 2018, which is an increase of 3.2 per cent from the previous year. There are about 700 UK firms operating in Canada and a similar number of Canadian firms operating in the UK. In terms of visitation, there were approximately 850,000 Canadians who visited the UK in 2018 and about 720,000 UK visitors came to Canada.

"Despite all the talk about Brexit, actual business increased, and people have not been put off by it," said Saunders. "We are very positive about the opportunities for increased UK-Canada trade, investment and innovation collaboration in the future." 

# STEP agriculture/agri-value: sector products and services

**THIS IS** my seventh year working for Saskatchewan exporters in the international market. While we have experienced challenges in our sector, I also look back on each of those years and see tremendous growth in our export businesses.

Our exports lately have more or less sustained an upward trend. Our core strength in the Province of Saskatchewan is agriculture, and we are recognised as a sound supplier of reputable agricultural and agri-value products. We also know the value and look forward to working with our international buyers as a means to strengthen our position.

While it was a slow start at the beginning of the year, 2019 was a good year for Saskatchewan exporters as the market gradually picked up. Many of Saskatchewan's main agricultural export markets saw significant shifts and reorganization during this time. Indonesia became the top destination for wheat, and Italy and Turkey had a huge boost in imports. China remains the top destination for peas, with Bangladesh and Nepal building their imports. For lentils, India returned as a top destination with additional gains in imports from Bangladesh, Colombia and Pakistan.

During this time, there was also huge transformations in the domestic industry in Saskatchewan. As we observed in the past year, some member companies consolidated their presence in the province, new

companies made major investments in Saskatchewan, while others added to their investments through value-added processing. All of these advancements speak to the opportunities seized by our membership base.

We can assure our members and partners that STEP has designed several initiatives to address the impact of the changes while assisting them in finding value in their membership investment. Our internal three-year strategic initiatives to the Latin American markets resulted in positive results as we continue to explore South America. We also see opportunity in European markets with a focus on the United Kingdom and Netherlands. Pakistan is another market that we are closely monitoring with a potential exploratory mission planned for later in the year. These initiatives, coupled with another year of incoming buyer programs and market intelligence services, will complete the goal of further assisting our membership base.

*Submitted by: Mortoza Tarafdar, Director - Agriculture, STEP  
Directory cover: Vectorstock.com, Pexels.com and Pixabay.com*



## A

### ADM Agri-Industries Company

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

Products and services include processed lentils such as Laird, Eston, Richlea, crimson and French green; peas, including large and small, green peas, yellow peas, maple peas, Dunn peas, and Austrian winter peas; yellow and brown flax; wheat and fava beans.



### Adroit Overseas Ent. Ltd.

Surrey, British Columbia  
[www.adroitoverseas.com](http://www.adroitoverseas.com)

Products and services include peas, lentils, seeds, canola, and flax.



### AgriCan International Inc.

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

Products and services include exporting and processing of chickpeas, red lentils, yellow peas, green peas, flax seeds and soy beans; feed grade ingredients such as barley, peas and wheat; and pet food grade chickpeas, lentils and peas.



### Agrocorp Processing Ltd.

Moose Jaw, Saskatchewan  
[www.agrocorp.com.sg](http://www.agrocorp.com.sg)

Products and services include peas, lentils, oilseeds and grains.



### AGT Foods

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

Products and services include pulses (split and whole lentils, chickpeas, peas, beans), wheat, durum wheat, canola and oilseeds, feed barley and specialty crops, as well as pulse ingredients (flour, protein, starch and fibre).



### Algorithm Ingredients Inc.

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

Products and services include AlphaMega3™ algal oil, BetaMega3™ algal oil powder, and GammaMega3™.



### Avena Foods Ltd.

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

Products and services include processed whole grain conventional gluten-free and organic gluten-free products, including rolled oats, quick oat flakes, oat flour, steel cut oat pearls, and oat bran; and gluten-free consumer ready products under the Only Oats brand consisting of base products and baking mixes that include grandma's oatmeal cookie, cinnamon spice muffin, decadent chocolate muffin and whole oat pancake mix. Private label packaging is available.



## B

### BioPure Oil Corp.

Fort Qu'Appelle, Saskatchewan  
[www.biopure-oil.com](http://www.biopure-oil.com)

Products include camelina (bulk and bottled) and camelina meal (bulk and loose).



### Bioriginal Food & Science Corp.

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

Products and services include nutritional supplements, infant nutrition, bakery, sports beverages and more. Bioriginal specializes in omegas, proteins, coconut, and nutraceutical markets. Bioriginal is dedicated to providing ingredients that meet the growing and evolving needs of today's health conscious consumers.



### Black Fox Farm & Distillery

Saskatoon, Saskatchewan  
www.blackfoxfarmanddistillery.com

Products and services include internationally awarded gins, liqueurs and soon to be whisky from ingredients grown at Black Fox Farm & Distillery. The company produces five different gins, including the "World's Best Cask Gin". Black Fox also produces raspberry, sour cherry, and honey ginger liqueurs from their orchards and bees. Soon to be available are world class whiskies that are produced from Saskatchewan's best wheat, oats, triticale and rye.



### Blue Sky Berries

Langham, Saskatchewan  
www.blueskyberries.com

Products and services include the saskatoon berry plant JB30, one of the more recent cultivars to be introduced commercially. Blue Sky Berries also supplies the Martin, Thiessen, Northline and Smokey varieties.



### Blue Sky Hemp Ventures

Saskatoon, Saskatchewan  
www.blueskyhempventures.com

Products and services include varieties of hemp food, hulled hempseed, and hemp protein in various concentrations. The company is currently targeting business to business types of customers, distributorships, retail brands, and co-packers.



### Blue Sky Oil Co. Ltd.

Saskatoon, Saskatchewan  
www.blueskyoilco.com

Products and services include pure creamed honey in 1 kg, 750 g and 350 g containers, flax oil (both conventional and organic) in 500 ml and 250 ml containers, and coconut oil (both conventional and organic) in 454 g jars. Also milled flax seed and shredded coconut.

### Bordertown Milling Company Ltd., The

Togo, Saskatchewan  
www.bordertownmilling.com

Products and services include whole grain wheat flour available in 2 kg and 20 kg bags (larger quantities available upon request).



### Boreal Heartland Herbal Products

Air Ronge, Saskatchewan  
www.borealheartland.ca

Products and services include herbal tea blends, dried wild mushrooms, and bulk wild herbs from the boreal forest, as well as custom commercial harvest and processing of boreal forest herbs.

### BroadGrain Commodities Inc.

Wynyard, Saskatchewan  
www.broadgrain.com

Products and services include red and green lentils, green and yellow peas, yellow, brown and oriental mustard, brown and yellow flaxseed, canary seed, and coriander.



G

### Cafooda International Ltd.

Saskatoon, Saskatchewan

Products and services include quick oats, flax oil, canola oil, honey, and algal oil.

### Can Pro Ingredients Ltd.

Arborfield, Saskatchewan  
www.canproingredients.ca

Products and services include extra virgin canola oil, feed grade canola oil, canola protein concentrate, alfalfa plus pellets, dehydrated alfalfa pellets, and sun-cured alfalfa pellets.



### Canada Golden Cold Pressed Cooking Oil Ltd.

Moose Jaw, Saskatchewan  
www.canadagoldenoil.com

Products and services include cold pressed camellina oil.



### Canadian Organic Spice & Herb Co. Inc.

Watson, Saskatchewan  
www.splendorgarden.com

Products and services include manufacturing, wholesale and distribution of the Splendor Garden brand of organic food products, including organic spices, herbs, seasoning blends and Splendor Garden organic gluten free oats. Available in retail and bulk packaging. Private label customers welcome.



### Canadian Prairie Bison

Canwood, Saskatchewan  
www.cdnbison.com

Products and services include bison pemmican, bison jerky and seasoned bison burgers as well as whole primal cuts.



### CanMar Foods Ltd.

Regina, Saskatchewan  
www.canmarfoods.com

Products and services include conventional and certified organic roasted flax seed, pasteurized flax seed, and milled roasted flax seed with fruit for retail or packaged for the ingredient industry in a gluten free certified, allergen free and kosher facility. Private label programs are available.



“From the moment the wheat is seeded, to when we mill and package it, we are a part of each process and that's where the value lies.”



Organically Grown

Family Farmed

Locally Milled

www.bordertownmilling.com

306.597.0009

bordertownmilling@gmail.com

## Canpulse Foods - Globeways Canada

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



Products and services include beans, chickpeas, flax, green, yellow and maple peas, large and small green lentils, French green lentils, yellow and brown canary seed, and brown, oriental and yellow mustard.

## Cellstar International Group Limited

Regina, Saskatchewan

Products and services include flaxseed oil in 250 ml and 500 ml containers and oatmeal in 1 kg packages.

## Crone Farms Inc.

Moose Jaw, Saskatchewan



Products and services include yellow peas, red lentils, green lentils, hard white wheat, hard red spring wheat, amber durum oats and chick peas. All products can be processed for international export.

## Crop Aid Nutrition Ltd.

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



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

## Crossmount Cider Company

Crossmount, Saskatchewan  
[www.crossmountcidercompany.ca](http://www.crossmountcidercompany.ca)



Products and services include Flatlander Rosé, Pina Loca, Ginger Apple, Winter Spice, Cider & Black, Citri Hopped, Flatlander Crisp, Flatlander Gold hard apple cider.

## Custom Agricultural Intelligence Inc.

Sedley, Saskatchewan  
[www.customagintel.com](http://www.customagintel.com)



Products and services include Dumanis, a customized formulation of prilled humic and fulvic acids with high carbon to feed soil biology, customized unique blends of liquid and dry formulations of crop health therapy, branded as Smart Boost Cereal, Smart Boost Canola, and Smart Boost Pulse.

## D

## D.A.M.N. Fine Foods Inc.

Asquith, Saskatchewan  
[www.damnfinefoods.com](http://www.damnfinefoods.com)



Products and services include spicy jellies made from fruit. Flavours include: Cherry Bomb, Blueberry Burn, Smokin' Saskatoon, Rip-Roarin' Raspberry and Sizzlin' Strawberry.

## Dandilee Spice Corp.

Grenfell, Saskatchewan  
[www.dandileespice.com](http://www.dandileespice.com)



Products and services include mustard, caraway, coriander, borage seed, and brown flax.

## De Oliver Foods Inc.

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



Products and services include dried fruits and nuts mixed oatmeal in 50 g packets packaged in boxes of 15 or 30 packets; organic oatmeal in 300 g, 500 g or 1,000 g bags; vanilla and chocolate flavored oat solid drink in 210 g bags or 30 g packets; and vanilla, chocolate, strawberry and mango flavored oat liquid drink in custom packaging. Expanded into canola oil in 2019 when Tongde found a manufacturer who could co-pack canola oil for him.

## DG Global West

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



Products and services include high-protein GMO and non-GMO soybeans, canola, flaxseed, mustard, peas, lentils, canary seed, millet, sunflower seeds, faba beans, colour beans, wheat, corn and oats. By-products include DDG's soybean meal, feed wheat, oats, and barley.

## Diefenbaker Spice & Pulse (DSP)

Elbow, Saskatchewan  
[www.dspdirect.ca](http://www.dspdirect.ca)



Products and services include 40 raw and processed ingredient quality products in the pulse and spice categories, some of which include French green lentils, red lentils, red split lentils, large green lentils, small green lentils, besan, coriander, caraway, yellow split peas, yellow peas, green split peas, green peas, desi chickpeas, kabuli chickpeas, yellow mustard, and brown mustard.

## Dragon Valley Farming Ltd.

Cupar, Saskatchewan  
[www.dragonvalleyfarm.ca](http://www.dragonvalleyfarm.ca)

Products and services include oats energy bar with customized flavors such as coconut, cheese, dried fruit and nuts mixed oatmeal; Asian style dried oat noodles; and wheat germ beverages.

## Dutch Potato Farm

Outlook, Saskatchewan



Products and services include retail bagging of mini potatoes, seed potatoes, grains and oil-seeds.

## Dutton Farms Ltd.

Paynton, Saskatchewan



Products and services include peas (marrowfat, green, yellow, dun and maple), lentils (black, French, red and green), flax (golden and brown milling), oilseed, cereal grains, and oil (hemp, canola and camelina).

## Duy Minh Exports (Canada) Ltd.

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



Products and services include soybean, wheat, DDGS, canola meals and canola oil.

## E

## Emerald Seed Products Ltd.

Avonlea, Saskatchewan  
[www.emeraldseedproducts.com](http://www.emeraldseedproducts.com)



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

## ETG Commodities Inc.

Mississauga, Ontario  
[www.etgworld.com](http://www.etgworld.com)



Products and services include red and green lentils, yellow and green peas, chickpeas, and flax seed.

## Etter Seed and Processing Ltd.

Richardson, Saskatchewan  
[www.etterseed.com](http://www.etterseed.com)



Products and services include lentils, peas, flax and canary seed: cleaning, bagging and shipping by containers.

## Evova Foods Inc.

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

Products and services include Todd's Better Snacks, crunchy and delicious snacks, like chips, made from nourishing egg whites - nourishing foods, high in protein.

## F

### Faba Canada Ltd.

Melfort, Saskatchewan  
[www.fabacanada.com](http://www.fabacanada.com)

Products and services include raw zero-tannin faba beans (snowbirds and snowdrops), buying faba beans from farmers and selling them into the Egyptian food market. Working closely with about 200 farmers to make sure they provide buyers with the volume and quality of product they are looking for.



### Farmgredient Foods

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

Products and services include canola oil, camelina oil, flax oil and hemp oil.



### FNA (Farmers of North America)

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

Products and services include food, fiber and fuel inputs as well as an interest in secondary processing.



### Frederick Seeds

Watson, Saskatchewan  
[www.frederickseeds.ca](http://www.frederickseeds.ca)

Products and services include producing pedigreed seed: barley, oats and wheat.



## G

### Global Food and Ingredients Inc.

Toronto, Ontario  
[www.gfiglobalfood.com](http://www.gfiglobalfood.com)

Products and services include red and green lentils, yellow, green and specialty peas, split peas, chickpeas, red split lentils, edible beans, flax seed, canary seed, Mexican chickpeas, edible beans and specialty crops.



### Grace Hill Farms

Mankota, Saskatchewan  
[www.gracehill.ca](http://www.gracehill.ca)

Products and services include organic hard red spring wheat, barley, durum wheat, khorasan wheat, soft white wheat, rye, triticale, green and yellow peas, green, red, black and French lentils, and brown flax.



### GrainEx International Ltd.

Sedley, Saskatchewan  
[www.grainex.net](http://www.grainex.net)

Products and services include commercial and organic beluga lentils, French green lentils, split large green lentils, whole and split peas, flax, and milling and durum wheat.



### Gravelbourg Mustard

Gravelbourg, Saskatchewan  
[www.gravelbourgmustard.ca](http://www.gravelbourgmustard.ca)

Products and services include gourmet mustard in various flavours, including dry mustard and mustard rub.



## Great Western Commodities

Shaunavon, Saskatchewan  
[www.greatwesternrail.com](http://www.greatwesternrail.com)

Products and services include durum wheat and pulses and special crops.



## Greenfields Agriculture Corporation

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

Products and services include flaxseed oil, honey, quick oats, wild rice, and lumber.



## H

### Hannigan Honey Inc.

Shellbrook, Saskatchewan  
[www.hanniganhoney.com](http://www.hanniganhoney.com)

Products and services include pure Canadian white honey, mild in flavor, available in bulk drums or containers.



### Hawkeye Land & Livestock Ltd.

Hodgeville, Saskatchewan

Products and services include live cattle, semen, embryos, consulting and training services for beef production.

### Heads Up Plant Protectants Inc.

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

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



### HGI Hemp Production Services Inc.

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

Products and services include bulk hulled hempseed, toasted hulled hempseed, toasted whole seed, hempseed oil (cold pressed), and hempseed protein powders (50%, 45%, 33%, 23%, 20%).



## I

### InfraReady Products Ltd.

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

Products and services include organic, conventional, kosher and halal precooked cereals, pulses, grains and oilseeds.



## J

### JGL Commodities

Moose Jaw, Saskatchewan  
[www.jglgrain.com](http://www.jglgrain.com)

Products and services include feed and malt barley, durum, wheat and feed wheat, canola, canola meal, peas, off grade oilseeds, heated grain, heated pulses, all screenings, flax, oats, and feed pellets.



### Jinfu Cereal & Oil Company Ltd.

Regina, Saskatchewan

Products and services include cereal, oil, milk powder, natural health products, etc.





"I always wanted to do something that improves people's health and lifestyle," said Kai. "When I first hold camelina sativa seed on my hand, I was so impressed with that very sensation and spent two years with my team to study and research it. I believe that camelina oil is best suited for people who want the best in health and nutrition, and enjoy the beauty of life sensations as well."

Although camelina oil is a product of long pedigree in some other parts of the world, it is still fairly new in the North American marketplace where cooking oils such as olive oil and avocado oil are the dominant ones. Kai is encouraged as well as excited that his such a business venture is an ambitious

undertaking indeed, to create a food chain with everything from production to marketing, and having to educate the consumer on the health benefits of the oil product.

The company has created a facility in Moose Jaw, partnered with the local farmers and producers to plant and process camelina oil for the last few years. The Moose Jaw warehouse is being expanded and it is expected to increase production capacity for over 2,000 bottles per hour later this year.

Canada Golden has organized weekly Taste & Test sessions around supermarkets to introduce and educate consumers to the camelina oil. Canada Golden has also participated in trade shows around the world and worked with STEP (Saskatchewan Trade and Export Partnership) and AAFC (Agriculture and Agri-Food Canada) on reaching out to more buyers and business partners with interests. In 2018 the company was the name listed as the Top 10 Best Oil from Grocery Speciality Food West in Canada\* (see the note).



**AFTER SEEING** the sampling of camelina seed in his professor's research lab at the University of Saskatchewan, Kai Yang was immediately struck by its potential values in both caring and commercial terms. Camelina is an oilseed with a long heritage and a relative of the mustard family that has proven to be a versatile cooking oil with a strong nutritional profile with a high smoke point, a great source of Vitamin E, and a perfect omega fatty acid ratio.

Kai envisaged that camelina would have tremendous potential in China with his knowledge about food consumption as well as the business insights into the Chinese markets, and soon began working with a group of like-minded entrepreneurs to create a camelina oil business venture that was aiming to promote camelina oil processed in Saskatchewan around the world. As its vanguard, Canada Golden has now been successful in finding a place in many of the food store shelves in Canada and China. Now, Kai is raring to roll it into the United States and Japan.

### Benefits of Canada Golden Camelina Oil

- Expeller cold-pressed without additives and preservatives
- Over 90% of unsaturated fat, contains a heart-healthy balance of omega-3 and omega-6 polyunsaturated
- The high smoke point of 246 °C (475 °F)
- Shelf-life up to 36 months from press date
- Traceable back to the farmer + field for the produces
- Sustainably grown and pressed in Saskatchewan
- Nut and peanut-free
- Gluten-free
- Kosher certified
- Non-GMO Project
- Verified for vegans



Available on Amazon.ca

Canada Golden Products are currently available on shelves in Safeway, Sobeys and Save on Foods in Saskatchewan and specialty stores in Alberta and Vancouver. However, the company's long-term plan is to have 80 percent of its sales revenues generated from China, as Kai noted that the North American marketplace tends to emphasis on quality with a premium, yet Chinese consumers care about the branding, packaging and sensitive to pricing as well, they prefer large-sized bottles for example due to their cooking habits.

He also added that the company will promote camelina oil as being locally produced in the fertile black soil of Saskatchewan and that it has been bottled with cold-pressed processing. "All of our products are genuinely "made in Canada", all ingredients are grown and processed in Canada. For the Chinese market, agricultural products from Canada have a very good reputation and are known for quality and high standards. We are ready to show this golden standard to the rest of the world, that is why we branded it as Canada Golden," explained Kai.

For more information on Canada Golden Cooking Oil visit <https://www.CanadaGolden.com/>.



## PURE COLD-PRESSED CAMELINA OIL & CANOLA OIL

Source of omega-3 and omega-6 polyunsaturated fatty acid and vitamin E.



Product of Canada / Produit du Canada



## JTK Winny Ag

Rosetown, Saskatchewan  
[www.jtkwinnyag.com](http://www.jtkwinnyag.com)

Products and services include yellow peas, maple peas, canola, lentils, wheat, barley, oats, and faba beans.



K

## KeyLeaf

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

Products and services include contract applied research and development for bio-processing, specializing in process development, small scale specialty toll processing and analytical services.



L

## Lazer Enterprises Inc.

Borden, Saskatchewan  
[www.walkergrouponline.com](http://www.walkergrouponline.com)

Products and services include canola, malt barley, hemp, and red lentils.



## LB Distillers

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

Products and services include Lucky Bastard Vodka, Chai Vodka, Horilka, Gambit Gin, Touch Wood Gambit Gin, Naked Single Malt, Knock On Wood Amber Rum, Saskatoon Berry Liqueur, Carmine Jewel Liqueur, Crème de Cassis Liqueur, Haskap Liqueur, Lacey's Bettah Bitters, Bowman's Bacon Bitters and Absinthe Bitters.



## LSM Commodities Ltd.

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

Products and services include all qualities of cereals, pulses and oilseeds, as well as milled, flaked, split and crushed value added products.

M

## Marquis Milling and Grain

Rosthern, Saskatchewan  
[www.nunweilersflour.com](http://www.nunweilersflour.com)

Products and services include organic hard red spring wheat flour, organic soft white wheat flour, organic rye flour, organic spelt flour, organic buckwheat flour, organic kamut flour/semolina, organic durum flour/semolina and organic lentil flour, conventional fine barley flour, and conventional lentil flour.



## Marshall Trading Company Inc.

Saskatoon, Saskatchewan

Products include organic and conventional flax, pulses and corn.



## McCracken Grain Solutions Ltd.

Ogema, Saskatchewan

Products and services include durum, yellow mustard, canola, brown flax, yellow flax, milling oats, malt barley, red lentils, and maple peas.



## MGM Seed & Grain

Saskatoon, Saskatchewan

Products and services include whole oat groats, steel cut groats, quick rolled oats, large flake oats, oat flour, and oat bran.



## Ming Hai Inc.

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

Products and services include flaxseed, flaxseed oil and meal, yellow peas, green peas, and maple peas.



## Mosaic Company, The

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

Products and services include mining and processing of phosphate and potash minerals into crop nutrients, and then shipping via rail, barge and ocean-going vessels to their customers in the major agricultural centers of the world.



## Mumm's Sprouting Seeds

Parkside, Saskatchewan  
[www.sprouting.com](http://www.sprouting.com)

Products and services include over 90 varieties of certified organic seed for growing sprouts and microgreens. Supply of bulk volumes to commercial sprout and microgreen growers. A retail line of packages and sprouting equipment for consumers to grow sprouts at home.



N

## Natural Specialty Crops ULC

Regina, Saskatchewan  
[www.naturalspecialty.net](http://www.naturalspecialty.net)

Products and services include green, red and dark speckled lentils, flaxseed, canary seed, chickpeas, peas and beans.



## Naturally Nutritious Foods Inc.

Spalding, Saskatchewan

Products and services include French green lentils (dark speckled), red lentils, large green lentils, black lentils, small green lentils, yellow and green peas, marrowfat peas, split green and yellow peas, oats, wheat, barley, rye, spelt, red clover, flaxseed, and organic grains.



## North Prairie Family Farms

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

Products and services include North Prairie Family Farms Gold Extra Virgin Canola Oil.



## North West Terminal Ltd.

Unity, Saskatchewan  
[www.northwestterminal.com](http://www.northwestterminal.com)

Products and services include yellow peas, green peas, canola, Canada western red spring wheat, Canada western soft white spring wheat, malt barley, rye, wheat based distillers grains, and ethanol.



## Northern Lights Foods

Air Ronge, Saskatchewan  
[www.northernlightsfoods.com](http://www.northernlightsfoods.com)

Products and services include exporting organic wild rice in bulk and retail packages. Private labels available.



## Northern Nutraceuticals Inc.

Spalding, Saskatchewan  
[www.northernnutra.ca](http://www.northernnutra.ca)



Products and services include processed organic flaxseed oil and hempseed oil, natural or organic borage, flax, hemp and canola in 250 ml and 500 ml glass bottles, and coconut oil in 275 ml.

## Northern Quinoa Production Corporation

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



Products and services include quinoa and value added quinoa products, including quinoa flour, quinoa flakes and quinoa crisps. They are non-GMO, BRC and kosher certified.

## O

## O&T Farms Ltd./Oleet Processing Ltd.

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



Products and services include using a unique, patented extrusion process to produce specialty feeds which are Omega-rich, high in protein, and easily digestible. Products include LinPRO, LinPRO-R, ExtraPRO, CerealPRO and EquinePOWER.

## P

## Parrish & Heimbecker, Limited

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

Products and services include grain procurement and merchandising, milling, animal nutrition programs, poultry farming and food processing.



## Petracek Commodities Ltd.

Esterhazy, Saskatchewan  
[www.cutarmcreek.ca](http://www.cutarmcreek.ca)

Products and services include organic and conventional flaxseed, milled flax and flax flour.



## Prairie Bee Meadery

Moose Jaw, Saskatchewan  
[www.prairiebeemeadery.ca](http://www.prairiebeemeadery.ca)

Products include Haskap Haven, Cherry Charm, Fruit Fusion, Traditional Bee, Melon Mist, Rhubarb Rose, Strawberry Splash, Raspberry Rapture, Cranberry Cheer, Blueberry Bliss, Chocolate Cherry Port-Style, and Chocolate Strawberry Port-Style wines.



## Prairie Berries

Keeler, Saskatchewan  
[www.prairieberries.com](http://www.prairieberries.com)

Products and services include processed individually quick frozen (IQF) saskatoon berries, purees, sweeten dried berries, concentrate, dried flakes, pie fillings, fruit toppings, gourmet jams and syrups. Additionally, freeze dried powder and freeze dried whole berries.



## Prairie Genesis

Outlook, Saskatchewan  
[www.prairiegenesis.ca](http://www.prairiegenesis.ca)

Products and services include providing cleaned grains ready to ship to anywhere. Using a variety of cleaners around the prairies that have the highest of technologies in the grain cleaning business. They will have access to crops like wheat, barley, flax,



peas, lentils and oats, but their primary crop will be Einkorn, an ancient grain with huge benefits such as high protein, beta carotene, essential fatty acids, and antioxidants.

## Prairie Group Exporting Bio Products

Lestock, Saskatchewan

Products and services include BioSwiss certified grain, oilseeds and pulses, shipped in bulk or bags loaded in 20 foot containers.

## Prairie Heritage Seeds Organics Inc. (PHS)

Radville, Saskatchewan  
[www.phsorganics.com](http://www.phsorganics.com)

Products and services include organic kamut, flax, wheat, lentils, peas, and other grains, and kamut flour.



## Prairie Horizon Industries Limited

Regina, Saskatchewan  
[www.prairie-horizon.com](http://www.prairie-horizon.com)

Products and services include grains and pulses.

## Prairie Malt Ltd.

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

Products and services include the conversion of barley and wheat into malt.



## Prairie Spicy Foods Inc.

Emerald Park, Saskatchewan

Products and services include six unique and flavourful sauces made with Saskatchewan grown products.

## Prairie Tide Diversified Inc.

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

Products and services include Xanflax, a food thickener and egg replacer; Sesaflex, a toasted flaxseed similar in taste to sesame seed but having the health benefits of flaxseed; Mediflex, a nutritional and fiber supplement; Lignan-50, a concentrated lignan supplement; omega-3 rich flaxseed oils; and, gluten-free flour. They have also developed specialized bioactive cyclic peptides from flax that are used in the health and cosmetic markets. PTD's services include an expansive array of analytical tools and techniques for the oil seed and agriculture/food industries.



## Protein Powered Farms Inc.

Perdue, Saskatchewan

Products and services include pea protein, pea starch and pea fiber. This facility will be meeting the demand to move away from meat-based protein, to a healthier more sustainable product as demanded by the current markets.



## Proveta Nutrition Ltd.

Bruno, Saskatchewan  
[www.proveta.ca](http://www.proveta.ca)

Products and services include bull rations, cow pellets, feedlot rations, beef supplements and mineral packs, dairy rations, robot pellets, broiler starters, growers and finishers, broiler supplements, horse pellets, and sheep rations, canola and flax oil, and canola and flax meal.



## Providence Grain Solutions

Fort Saskatchewan, Alberta  
[www.providencegrain.ca](http://www.providencegrain.ca)

Products and services include CWRS, CPSR and durum wheat, canola, flax, conventional and non-GMO organic soybeans, special crops, green and yellow peas, lentils, malt, feed barley, and oats.



## Purely Canada Foods Corp.

Lajord, Saskatchewan  
[www.purelycanada.ca](http://www.purelycanada.ca)

Products and services include trading of CWRS, CWAD, canola, yellow and green peas, lentils, flax, faba beans and canary seeds both domestically and internationally by truck, container and rail.



Q

R

## Radouga Distilleries

Blaine Lake, Saskatchewan  
[www.radougadistilleries.com](http://www.radougadistilleries.com)

Products and services include Provincial Vodka, Provincial Spiced Vodka, Blueberry Pie Liqueur, and Apple Pie Liqueur.



## Ranchland Veterinary Services P.C. Ltd.

Carnduff, Saskatchewan  
[www.ranchlandvet.ca](http://www.ranchlandvet.ca)

Products and services include bovine embryos of all breeds from within Saskatchewan, Manitoba and Alberta.



## RedWillow Organics

Carrot River, Saskatchewan  
[www.redwilloworganics.ca](http://www.redwilloworganics.ca)

Products and services include organic cereal grains, oilseeds and forages, including hard red spring wheat, barley, oats, rye seed, buckwheat, hempseed, golden flax seed, red clover seed, alsike clover seed, timothy seed, alfalfa seed and radish seed.



## Rein Agri Food Group Corp.

Tisdale, Saskatchewan  
[www.reinagrifood.com](http://www.reinagrifood.com)

Products and services include a focus on trait specific origination, processing and supply, conventional and organic conditioning capabilities, including forages, grasses, cereals, oilseeds, pulses, fiber feed stock and oil products.



## Richardson Food & Ingredients

Winnipeg, Manitoba  
[www.richardson.ca](http://www.richardson.ca)

Products and services include oat groats, whole oat flakes, whole oat flour, oat bran, toasted coated grains, and granola clusters. Richardson Oilseed is an integrated, innovative manufacturer of canola oils, margarines and shortenings supplying retail, food service, food manufacturing and industrial bakers worldwide.



## Richland Agriculture Group Co.

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

Products and services include cereals, oilseeds, flaxseed, yellow peas, oatmeal, flaxseed oil, Canadian arctic ice, honey, and honey propolis.



## Rock Paper Coffee

Perdue, Saskatchewan  
[www.rockpapercoffee.ca](http://www.rockpapercoffee.ca)

Products and services include coffee in dark roast, medium roast, light roast and decaffeinated, whole beans or ground, available in 1 lb bags, 5 lb bags, 100 lb bags, retail ready packs, and k-cups.



## Rudy Agro Ltd.

Outlook, Saskatchewan  
[www.rudyagro.ca](http://www.rudyagro.ca)

Products and services include large and small green lentils, red lentils, yellow and green field peas, maple and Austrian peas, and marrowfat peas.



S

## Saskatchewan Food Industry Development Centre Inc.

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

Products and services include interim processing, extrusion technology, food development, food safety education and training, quality assurance, technology transfer, packaging and labeling, and path finding.



## SaskMade Marketplace

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

Products and services include customized local produce baskets, local produce, grocery items, and giftware, including Saskatoon jams, syrups, teas, champagne, and other food items.



## SCCL (Saskatoon Colostrum Company Ltd.)

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

Products and services include spray-dried bovine colostrum.



## Schluter & Maack Canada Ltd.

Pilot Butte, Saskatchewan  
[www.schlueter-maack.de](http://www.schlueter-maack.de)

Products and services include exporting of Canadian mustard seed predominately to Europe; however, they service many other export destinations from Canada. In addition, Schluter & Maack also handles lentils and peas at their Canadian facility.



# Saskatchewan Value-Added Agricultural Incentive (SVAI)

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[saskatchewan.ca/value-added-ag-incentive](http://saskatchewan.ca/value-added-ag-incentive)



Saskatchewan

### Scoular Canada Ltd.

Saskatoon, Saskatchewan  
www.scoularspecialcrops.com



Products and services include processing of conventionally produced whole green and yellow peas, split green and yellow peas, green lentils, red lentils, kabuli chickpeas, whole and split desi chickpeas, navy beans, pinto beans, dark and light red kidney beans, black beans, yellow beans, pink beans, whole and split faba beans, flaxseed, sunflowers, and canary seed.

### Seaboard Special Crops

Regina, Saskatchewan  
www.seaboardspecialcrops.com



Products and services include vertically integrated grain, processing and specialized product trading, and logistics operation, with a global presence. Seaboard can offer expert advice on grain prices and grain milling characteristics of grain from various origins. The primary commodities sourced and traded include wheat, green and yellow peas, lentils, flax, beans, corn, soybean meal, mill feed, rice, special crops, milk products, sugar, food oils and other protein meals. Seaboard is now also processing and handling organic and transition organic products.

### Seed Source Inc.

Archerwill, Saskatchewan  
www.seedsource.ca

Products and services include processing of pedigreed seeds including oats, peas, canola, wheat, barley, flax, canary seed, and grass.

### SJ Beez

Melfort, Saskatchewan  
Products include bulk honey.

### South West Terminal Ltd. (SWT)

Gull Lake, Saskatchewan  
www.swt.ca



Products and services include durum wheat, spring wheat, yellow peas, red lentils, canola, rye, flax and feed grains.

### Stonehenge Organics

Assiniboia, Saskatchewan  
www.stonehengeorganics.com



Products and services include high quality organic lentils, peas, brown and golden flax, canola and oats.

### Sun River Honey Inc.

Grandora, Saskatchewan  
www.sunriverhoney.com



Products and services includes Canadian produced raw honey in 650 lb drums, 500 g, and 1 kg retail sizes.

### Sun Valley Farm Corp.

Regina, Saskatchewan

Products and services include grains, durum, chickpeas, field peas, lentils, canola seed, flax seed, quick oats, canola oil, flax oil and wheat flour.

### Sunshine Ag Ltd.

Regina, Saskatchewan

Products and services include quick oats, flax oil, wheat flour, chick peas, green peas, and wild rice.



### Superior Pulses Inc.

Mississauga, Ontario  
www.superiorpulses.ca



Products and services include chick peas, green lentils, red lentils, canary seeds, beans, peas.

## T

### TA Foods Ltd.

Yorkton, Saskatchewan  
www.tafoods.ca



Products and services include processed organic and conventional whole flax, ground flax and flax oil. Also toll processing (cold pressed oils for a variety of oil seeds) and co-packaging (pre-formed pouches, ingredient blending, and bottling).

### Teranet Holdings Ltd.

Langenburg, Saskatchewan



Products and services include grain processing services such as cleaning and bagging grain and sourcing services. Teranet processes all grains and specializes in canary seed and heavy oats (pony oats).

### Terramax Corporation

Qu'Appelle, Saskatchewan  
www.terramax.sk.ca

Products and services include chick peas, lupins, soybeans, faba beans, navy beans, camelina, hemp, and other dry beans and grains.

### Three Farmers Foods

Saskatoon, Saskatchewan  
www.threefarmers.ca



Products and services include roasted chick peas snacks, roasted green pea snacks (pea pops), and cold-pressed camelina oil.

### Three Foragers Bee Company

Saskatoon, Saskatchewan  
www.threeforagers.ca



Products and services include raw creamed honey and honey candies, packaged for retail sales.

THREE FORAGERS BEE CO.

### Trade and Export Canada Inc.

Creelman, Saskatchewan

Products and services include cleaned organic grains, oilseeds and pulses, including barley, gold and brown flax, oats, peas, rye, wheat and mustard.

### Tu-Bees Foods Inc.

Saskatoon, Saskatchewan  
www.tubeeshoney.com



Products and services include gourmet flavoured honey in decorative jars, laminate tubes, tubs, natural flavourings, gluten free, nut free and dairy free, nine kosher flavours, including black cherry, cinnamon, coconut, ginger, lemon, maple, pumpkin spice, raspberry, and Pure Creamed Canada No. 1 white honey, and one non-kosher flavour: saskatoon berry.

## U

V

**Vaccine and Infectious Disease Organization - International Vaccine Centre (VIDO-Intervac)**

Saskatoon, Saskatchewan  
www.vido.org

Products and services include the research and development of vaccines and serial release testing for animal vaccines.



**Veikle Grain Ltd.**

Cut Knife, Saskatchewan  
www.veiklegrain.com

Products and services include processed whole yellow and green peas, split yellow and green peas, whole red and green lentils, dehusked red lentils, canola and wheat.



**Verdient Foods Inc.**

Vanscoy, Saskatchewan  
www.verdientfoodsinc.com

Products and services include processed pea starch, pea protein, and pea hull fiber.



**Victoria Pulse Trading Corp.**

Vancouver, British Columbia  
www.victoriapulse.ca

Products and services include green lentils, red lentils, all peas, chick peas, flax seeds and canary seeds.



**Viterra**

Regina, Saskatchewan  
www.viterra.com

Products and services include grain marketing, handling, and processing.



W

**W.A. Grain & Pulse Solutions**

Innisfail, Alberta  
www.wagrains.ca

Products and services include processed cereal grains, canola, mustard and flax, green and yellow peas, red and green lentils, faba beans, and seeds.



**Wendell Estate Honey**

MacNutt, Saskatchewan  
www.wendellhoney.ca

Products and services include premium raw retail and bulk honey produced on their farm. They also sell organic honey for retail sales.



**Wylie Farms Ltd.**

Biggar, Saskatchewan

Products and services include wheat, pedigreed seed, peas, lentils, and barley.



X

**XPT Grain Inc.**

Regina, Saskatchewan  
www.xptgrain.ca

Products and services include gold and brown flax, maple peas, yellow peas and marrowfats, as well as market advice and grower information.



Y

Z

**Zak Organics Food Co. Ltd.**

Fir Mountain, Saskatchewan  
www.zakorganics.com

Product and services include an organic snack food made from green peas.



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## Ranchland Veterinary Services

*advancing herds through high quality genetics.*

**IT SHOULD** come as no surprise that Tyson Buyer would become a veterinarian specializing in livestock genetics. His father operated Canadiana Genetics in Carstairs, Alberta, and the family has been involved in all aspects of livestock operations from genetics to purebred cattle, commercial cattle, feedlots, and even meat packing.

“Our experience allows us to look at the cattle industry as a whole and help our clients select and utilize genetics that best suit their needs and wants,” said Buyer, who has operated Ranchland Veterinary Services near Carnduff since 2017.

The company is a full-service mobile large animal clinic providing complete animal care for large animals, including reproductive services. It provides thorough veterinary medical, surgical and emergency care on farm. Its embryo transfer services and donor flushing are performed on farm with a mobile embryo unit.

“We are a small company that has a definite family feel about it,” said Buyer. “The same person you speak with on the phone will be there to greet you when dropping off a donor or recipient cow. Being that our company is small, we are able to focus on details. This is something that our customers love about us – a prized donor animal is not just another number to us, and her production level is paramount to both our successes.”

After graduating from high school, Buyer completed his Bachelor of Animal Science from the University of Saskatchewan and then graduated from the Western College of

Veterinary Medicine, both in Saskatoon. He received the Amstutz Scholarship and the Merck Student Recognition Award, which both recognized his outstanding performance as a large animal veterinary student.

After graduating, Buyer moved to the Moomin area so he could assume a general practice position. About a year-and-half later, he formed Ranchland in Carnduff.

“We started with a strictly mobile laboratory to flush and transfer embryos on the farm, and over the course of two-and-a-half years we have morphed into a 2,800 square-foot donor facility that houses approximately 150 head of donor animals,” Buyer said.

Buyer has become a certified embryo transfer veterinarian, and their facility is now Canadian Food Inspection Agency (CFIA) certified for export to every country in the world. Their size allows them to tailor protocols and treatment plans to each individual donor.

Each donor is treated according to what will make her produce the best and provide the highest quality embryos. The operation also includes a large animal clinic that enables them to manage any medical issues that might arise with cattle when they are housed in the donor facility.

One of the benefits that Buyer brings to the table is his background as a rancher. “This allows me to look through the eyes of a rancher and a veterinarian when assessing cattle, genetics and potential outcomes. This enables me to give meaningful and useful advice to clients to help meet their goals.”



As their reputation has grown, Buyer said he is pleased to see their customers advance their herds through high quality genetics. In fact, one of their customers had six out of eight cattle produced through embryo transfer recently attend Canadian Western Agribition in Regina.

Ranchland has been focused on the local marketplace and ensuring that it helps producers improve and maintain profitability, but Buyer said the company looks forward to expanding into international markets.

“Our plans for the future are to grow our international presence,” said Buyer. “We have a unique setting where we can source genetics from any breed of livestock in our immediate area. Our facility is able to house animals long-term that can produce large volumes of embryos for export. We hope to grow into a facility that is known for marketing Canadian genetics on the international stage. We are also looking at expanding our services into in-vitro fertilization.”

For more information, visit [ranchlandvet.ca](http://ranchlandvet.ca).



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# TODD'S = BETTER SNACKS

By: PAT REDIGER

## Todd set out to make a better snack.

Tired of the compromise between great taste and good-for-you, Todd set the bar high: make a crunchy and great tasting snack with the best quality protein - egg whites - and do it right here in Canada. The result is **Todd's Protein Crisps**.

**IF THERE'S ONE THING** that people like, it's their snack foods. And as times change, they are looking for healthier options that still have the same flavor as their traditional snacks. If you like crisp and crunchy snacks like Cheezies, then you'll most certainly be tempted to try Todd's Protein Crisps.

Instead of being made from corn, these snacks come from egg whites - the gold standard when it comes to protein - which means you truly can have a great snack that's healthy for you.

Todd's Better Snacks is a tradename developed by Evova Foods, a wholly-owned subsidiary of the Saskatchewan Egg Producers. Their mission is to promote a healthy, expanding and innovative egg industry in Saskatchewan and to ensure a consistent supply of safe, nutritious eggs at a fair price through the national supply management system. Evova Foods is funded by the egg producers to create innovative products in order to develop new markets for producers.

Sara Alexander, who doubles as the marketing director for both Evova and the Saskatchewan Egg Producers, said the company began about seven years ago, and Todd's Better Snacks is its first foray into the marketplace. Last spring these snacks picked up a SIAL Canadian Food Product Innovation Award, and since then, they have been making steady inroads in stores across North America. There are currently four flavors: barbecue, white cheddar, sea salt and vinegar, and sour cream and onion.

"These are the four top-selling flavours in North America," said Alexander. "If you eat potato chips and you try our product, you're going to have something that tastes like the chips you love, but they are going to be great for you and satisfy your hunger too."

She added that Todd's Better Snacks are perfect for everyone who loves snacking and ideal for people looking to add more protein. That includes parents who want a healthy alternative for kids' lunches or after-school

snacks; athletes looking for the best quality protein; and those who have had bariatric surgery, or who just need more protein, including older adults.

The idea behind Todd's Better Snacks originated several years ago when the Evova board began looking at different product ideas. Alexander said that one of the challenges with value added products in Saskatchewan is how far it is from most major markets, making transportation a significant cost. If a product is heavy and needs to be refrigerated or frozen, those costs can make the product expensive for the end user. While this may change in time, Evova decided to start its product development with snack foods.

"A product that was shelf stable at ambient temperatures and could ship economically was really an ideal kind of scenario because then it could be shipped easily, and you don't have to worry about cold chain logistics," explained Alexander.



Todd's Better Snacks are perfect for everyone who loves snacking, and ideal for people looking to add more protein to their diet.



So while a snack food is a natural fit, it's actually extremely difficult to expand protein from an egg white because when you heat it up, it tends to become dense. That's when Evova turned to the Saskatchewan Food Development Centre, a non-profit organization offering full-service assistance to food processors wanting to add value to their products for domestic and international markets. It just so happened that the centre employs an extrusion expert - Shannon Hood-Niefer, the vice president of innovation and technology.

Working with her team, she was able to create a process to extrude the egg whites, combine it with different ingredients, and create a crispy, crunchy and tasty food product. That process was so unique that it led to patents being issued to Evova for their puffs in both Canada and the United States.

When creating the final branded snack product, Evova began to focus test various flavors before deciding on the final products. Then came the task of marketing these flavors at different trade shows and retail outlets to develop a customer base.

Alexander said the timing was right for a new snack food. People are already predisposed to try healthier snacks, and this product is on trend. "Just about everyone is trying to increase the protein in their diet," she said. "If

we had launched it earlier, we would have had to explain why you want more protein in your diet. Now we don't have to - people know they should do that, and they are looking for how to get more of the best quality protein, too."

Convincing people to try a snack food high in protein wasn't a challenge, but getting them to try a very unique egg-based product is a marketing challenge. That's why the company thought about their marketing carefully and launched them as Todd's Better Snacks. Todd, Evova's president, is indeed a real person, and was the driving force behind the product. The brand story of the product is an authentic one about Todd's vision to make a better snack with the "powerful protein of egg that worked for everybody."

"The story is true - it's exactly what he intended to do, and it resonates with people," said Alexander. "He wanted to make a snack that everybody could enjoy, that was actually going to taste good, and that was really very good for you. If you see us at a trade show, you'll usually meet Todd himself, who's right there handing out samples, and talking with customers."

Evova has been telling this story and people are listening. Alexander said that once they try the products, an order generally follows.

STEP provides assistance to Evova at various trade shows. Alexander said that it is extremely expensive to attend these shows, but STEP keeps costs low by creating a shared space. Evova shows its products and can use synergies created while working with other Saskatchewan exporters.

Now that word of Todd's Better Snacks is spreading, Alexander said there is plenty of future potential for the product. They will be looking at various formats, from Costco-style packaging to smaller portions in protein boxes. They will also be testing different applications, like snack bars and kids' cereals.

All of the profits raised from this venture will be re-invested into Evova so it can continue to develop new egg-based products. Alexander said she believes this model is unique to Saskatchewan, and it will lead to a better industry for everyone.

"We don't want to give away our good ideas until they're out there, but we have six more products in the pipeline, and if you try and like Todd's Protein Crisps, know there will be more high protein egg-based products to follow. It's going to be very exciting to see these products coming to the market over the next year."

For more information on Todd's Better Snacks, visit [www.toddsbettersnacks.com](http://www.toddsbettersnacks.com). 

**Teranet Holdings** has been processing and cleaning all types of grains for over 40 years. Located just off the Yellowhead Highway at Langenburg, Saskatchewan, our services include sourcing grains, processing and cleaning, bagging either small or mini bulk bags, loading intermodals or bulk as well as trucking services.

**OUR SPECIALTIES:**

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- Mustard • Flax • Clipped pony oats



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# Algorithm™



Fish free

# OMEGA-3'S

BY: PAT REDIGER

**AS PEOPLE ADOPT** healthier lifestyles, one aspect they are considering is adding more omega-3 fats into their diets since they can lower your risk for heart disease and stroke. Omega-3s have traditionally been found in fish, and the fats must be extracted using chemical solvents. Now a Saskatoon-based company is helping to lead the way with a new vegetarian product that provides all the benefits of omega-3 fats from fish without the fish.

Algorithm Ingredients started in June 2017, but it has origins beyond that. The company was actually spun out of POS Bio-Sciences, a corporation that created new food, beverage and nutraceutical ingredients to meet changing consumer needs. POS was rebranded last year as KeyLeaf Life Sciences and is now a wholly-owned subsidiary of Canopy Growth Corporation.

Ben Kelly, Algorithm co-founder and managing director, said that he began his career as a business development officer with POS, when it was approached in 2014 by Mara Renewables to scale up an omega-3 product they were developing from algae.

“At that time POS was transitioning into a private company, and we were looking at new, unique ideas that we could add value and spin off into new companies,” explained Kelly.

Although the agreement with Mara didn't materialize, the work that POS was doing captured the interest of another company that was seeking a handful of companies that could help them develop and market the product. POS reached an agreement, and what began as a side-project for POS, eventually evolved into a full-time undertaking for Kelly and Udaya Wanasundara, the company's other co-founder and current chief scientific officer.

“We were really built through all the hard work that was provided by POS,” said Kelly. “It really couldn't have been created without the knowledge and infrastructure that they provided.”



Algorithm produces vegan omega-3 ingredients from algae. In essence, the company creates ingredients, such as oils, powders and emulsions, which are typically used in the food and beverage industry, children's and sport nutritional products, and the supplemental and nutraceutical industries. The company also offers hemp oil products, and its formulation teams are constantly innovating to find new and exciting delivery methods that it can offer to new and existing clients as a ready-for-market stock keeping unit (sku) or custom formulation.

Algorithm begins this process by obtaining crude oil produced in Liverpool, United Kingdom, which at that time is unfit for human consumption. The omega-3 is then derived from a strain of algae, initially discovered and isolated from the coastal waters of the Bay of Fundy in Nova Scotia. The company then applies its proprietary downstream refining process to create the omega-3 oils with various strengths and characteristics for various ingredients without any underlying marine smell or taste.

Algorithm now has nine employees with plans to hire more in the future. Its biggest market is North America, mostly the US, followed by Europe and Latin America. Asia is expected to be a significant market

**Algorithm produces** vegan omega-3 ingredients, such as oils, powders and emulsions, from algae that can be used in the food and beverage industry, children's and sport nutritional products, and the supplemental and nutraceutical industries.



over the longer term. It has warehouse agreements in Canada and the US, and it will soon be placing inventory in Europe.

“I think our greatest marketing strength in the past, and moving forward, is focussing on the customer relationship,” said Kati Phillips, marketing director. “To date the majority of Algorithm’s marketing efforts have been focussed on in-person networking and business development opportunities, such as trade shows, site visits, and one-on-one meetings, along with consistent, highly-targeted digital campaigns and educational content marketing.”



“We’ve always valued collaboration and growing together, and we think that offering a true end-to-end, take-to-market model is a great example of what that means in practice. It goes beyond the typical, transactional business-to-business sales relationships.”

- Ben Kelly, co-founder and managing director

One of the key aspects of its marketing success has been due to the relationships that were created when the concept was being developed by POS. Since POS already had existing relationships in different industries, Algorithm was able to use these relationships in developing their own brand.

Since the company began, Kelly said that positive feedback regarding the quality of the product or customer service from their customers have been corporate highlights. This first-hand positive experience is a validation of the care and attention that they have devoted to these relationships.

The most challenging aspect is the regulatory environment for the different countries they operate. “Regulations are challenging in every market, even in the US market, which is pretty straightforward,” said Kelly. “Having a good understanding of the regulations in each country and how to enter that market are probably the things that take the longest to figure out.”

STEP has proven to be a valuable ally in the international marketplace, particularly in attending major trade shows. Kelly said that the costs to attend, exhibitor fees, logistics, and other factors make attending these shows - which are mandatory for the company to de-



velop its international footprint - are extremely daunting. STEP provides all this support as well as shared display space, which makes it affordable and reduces risk for the company.

Algorithm is extremely focussed on the future and is currently reviewing how it can add new ingredients and blends to its product mix. It intends to stay on top of market demands and ensuring it has solutions ready for customers when they start looking to launch new consumer products.

“We’re already fairly focused on sustainability and reducing our footprint as a company - it’s built into our DNA as an alternate-source, vegan supplier of omega-3 - but we see this is becoming a bigger part of our business in the future,” said Kelly. “We have our sights set on becoming a certified B Corporation (a third party standard requiring companies to meet social sustainability and environmental per-

formance standards) and ensuring that we’re doing all we can to support the conservation of oceans and providing alternative ingredient options that minimize our impact.”

Algorithm is also assessing private labeling and co-packing opportunities, as well as how it can offer more take-to-market support and services for clients that have a product idea and specific target markets in mind, but lack the knowledge or experience to do it on their own.

“We’ve always valued collaboration and growing together, and we think that offering a true end-to-end, take-to-market model is a great example of what that means in practice. It goes beyond the typical, transactional business-to-business sales relationships,” he said.

For more information, visit [www.algorithm.ca](http://www.algorithm.ca). 

# FOOD CENTRE expansion a boon for Saskatchewan food industry



For over 20 years, the Food Centre has worked with about 370 companies and producers to develop over **890 products** for the marketplace.

**THE SASKATCHEWAN FOOD INDUSTRY DEVELOPMENT CENTRE**, notably referred to as the Food Centre, has played a key role in developing Saskatchewan's food industry for over 20 years. Over that time, the not-for-profit organization has worked with approximately 370 companies and producers to develop over 890 products for the marketplace. Not too shabby for an idea developed on a lunch napkin.

Now the wheels are turning - full speed ahead. In 2017, the decision to expand its capacity beyond the 10,000 sq. ft. facility located on the U of S campus to a 43,000 sq. ft. facility, located in Saskatoon's holiday park industrial area, has allowed the Food Centre to leap frog innovation at a dizzying pace. The newly crowned Agri-Food Innovation Centre facility houses three food manufacturing incubation suites for agri-businesses to solidify market opportunities. The growth of the industry and global demand for plant-based products has spearheaded a "phase 2" expansion of 12,200 sq. ft., scheduled to be completed in May 2020. Once finished, it will bring the current footprint to over 55,000 sq. ft. of innovation and technology development.

The expansion will house three new additional incubation suites - designed to address the unique needs of the food processing industry that can be short-term leased. Processors operate and supply their own equipment, with their own staff. The facility provides office space and some technical support, coupled with food safety programs and certifications to allow processors to manufacture and sell their products beyond the province. Food Centre

President, Dan Prefontaine says, "The centre is here to provide proof of concept support, jump start industry and provide access to global markets."

The expansion will also increase its extrusion technologies and capacity to convert Canadian crops into higher value food products such as snacks, high protein food products and plant-based foods. It will free up space in the existing facility to focus on new product and ingredient development activities. Perfect timing, as the demand for plant-based foods, particularly in the plant-based protein realm, is expected to increase well into the future. In Saskatchewan, pulses such as lentils, chickpea, beans and fava beans are right on trend to support this growth in consumer demand. Over the last several years, the Food Centre has worked with local and international clients in the development of meat analogues and protein fibration. "We were working on plant-based foods before it was cool," says Dan Prefontaine. The Food Centre is recognized globally as a leader in converting plant-based protein through new product development, ingredient validation and extrusion technology.

The Food Centre's vital role to provide diversity and innovation opportunities for industry is further enhanced by its existing Pilot Plant, a daily rental production facility, housed on the U of S campus. At this facility, clients have access to equipment to create and manufacture a variety of products from jams and jellies, meat products to granola bars and beverages.



Prefontaine says, "If you can think it, we can probably make it."

In addition to providing processing access, the centre's staff can assist the industry with new food product development, food safety, technical troubleshooting and business development to support entrepreneurs with novel food products to access new markets. The Food Centre works with all sectors in the agriculture industry and businesses of all sizes, from entrepreneurs to fortune 500 companies - locally and internationally.

Looking ahead, with the upcoming expansion and enhanced services, the Food Centre will continue to be a global leader in the value-added sector. Thanks to a host of innovative entrepreneurs, support from provincial and federal governments and a team of people who are passionate about the industry. Global opportunities awaits. With the Food Centre leading the way, we will continue to provide the expertise to expand and diversify the industry's innovation agenda.



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At Morris Interactive, we start with people.



# Consult, Train, Deliver

**Morris Interactive** has built its reputation by delivering honest and direct feedback and delivering solid results and project outcomes for its clients.

BY: KARLIE MCGEOUGH

**THE COMPANY** started with a discussion over a cup of coffee between two people and has evolved to boast a workforce of 20 highly engaged professionals. From that cup of coffee, Mathew Cey's team has engaged with numerous businesses across multiple industries including more than 125 Indigenous organizations. He said that the success or failure of an organization really starts with the people and the culture you create, and this includes his own company.

"At Morris Interactive, we start with people," he said. "We have a successful sales and marketing system that really believes in getting to see people face-to-face and build long-term relationships. We have assembled a dynamic team to engage with our clients on several levels."

Morris Interactive is a Saskatoon-based consulting firm with regional offices in Calgary, AB, Quebec, QC, and Fort Collins, Colorado, US. Morris Interactive has built its reputation by delivering honest and direct feedback and delivering solid results and project outcomes for its clients. Its principal consultants are senior leaders and subject matter experts in their fields; they are respected for creating

innovative custom solutions for their clients, while leveraging the strength and depth of their partner programs. The industries that they serve include: agriculture, manufacturing, mining, construction and oil & gas, First Nations and Métis, government, financial services, health care, and non-profit.

As Morris Interactive has grown over the years, so have the service pillars of its business. "We started out more with workshops and training, which was really our first service pillar and remains an integral part today, and as we started to grow, we discovered additional areas where our expertise helped our clients reach their goals. We then came to understand the importance of HR support, and we reached organizational maturity by adding business analytics to support our clients' business decisions." Morris Interactive's HR consultants provide guidance, training, conflict management, and employee engagement. Their workshops and training sessions focus on organizations' working together as a team and understanding each other's work styles.

Their second pillar, business consulting and analytics, focuses on making sure companies are ready to take their operations to the

next level with assets such as business plans, feasibility studies, strategic plans, well documented policies, and access to strategic relationships that can help open difficult doors in the business world. An attractive aspect of the consulting practice is being able to add fractional expertise (for example, HR expertise) to an organization for a period of time, without incurring the long-term expense of a full time resource. The analytics practice allows us to work with any data set and provide meaning, insight and business cases for organizations to make key decisions.

The final pillar includes assessments, surveys and diagnostics. The company's associates guide their customers in measuring engagement and being intentional about creating a great culture, hiring the right people, building high performance teams, and custom survey and evaluation tools.

Although the company has seen much success over the last couple of years, such as expanding and opening a branch in the United States, working with government agencies in Saskatchewan and major mining companies, Cey said he is most proud of the business relationships the company has built with First Na-



tions and Métis communities and businesses in Western Canada.

“The trust and relationships that we have built through our ever-evolving efforts to understand the realities, challenges and opportunities that are present in Indigenous communities inspires us to find answers, build capacity and execute our deliverables with a keen eye on quality and detail,” said Cey.

Over the years, Morris Interactive has assisted Indigenous communities with strategy, governance, policy, health evaluations, community health plans, custom survey work, assisting with emergency preparedness plans, reporting, proposal creation and economic development.

“I’m really proud that the organization gets to work across so many different networks and client sets from First Nations and Métis communities to large corporate organizations.”

Cey said that what makes Morris Interactive stand out is simply its customer service and commitment of its own team. The company does not just provide business consulting and advice, but staff also pride themselves on their workshops and training, which ranges from leadership and team development to financial management and governance.

The HR side of the company provides the most up-to-date and relevant trends and practices so companies can continue to evolve in an ever-changing marketplace. Staff also assist clients through onsite management services, writing job descriptions and respectful workplace training.

Cey said the key to making an impact is by building long-term relationships. “We are able to build much more meaningful long-term relationships because of our approach and complemented by the range of services we offer. We aim to impact people’s lives in terms of how they feel about their workplace, and the customer experience we provide which allows companies to work towards maintaining a positive and productive work environment.”

Morris Interactive has utilized STEP’s services for more than 10 years, which has allowed the company to help build key business relationships and maintain leading edge practices. Cey added that STEP’s market intelligence and research services have enabled them to access new markets.

“We have met some good people at STEP who understand our vision and want to help

us find the right programming that allows us to take those bigger risks that we wouldn’t have been able to otherwise. It’s comforting to know that we have people on our side who are sharing their expertise with us and will help further our businesses reach.”

Looking into 2020, Cey said the company is focusing on strategic investments this year. Morris Interactive will be looking at ways to increase their participation in trade shows and conferences, as well as to continue their success in the municipal market. “We plan on continuing to work, and be successful, with our First Nations and Métis clients, and continue to grow our business in Western Canada and into the US,” he said.

Cey added that they have found some success with business in the United States through partnerships such as the one they currently have with Colorado State University. They want to continue to build their business globally and grow their revenue and client base in the US. He said this is an achievable goal with the support of STEP staff and programs.

“We are going after places where we think we can have an impact and really enjoy our work. Our future goals for the company are to invest in our relationships, our administration and our operations to fuel the innovation and breakthroughs that we can make with our clients. We want to keep adding great people who like working together and collaborate to make positive impacts on the workplaces that we are fortunate enough to engage with.” 



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# STEPNOTES

STEP members with noteworthy news are invited to share it through the **Global Ventures BIZNotes** section. For more details or to submit content/photos, please contact Heather Swan, Manager - Corporate Services at 306-787-7942 or [hswan@sasktrade.sk.ca](mailto:hswan@sasktrade.sk.ca).

## STATE OF SASKATCHEWAN Trade Report

The 2019 STEP State of Trade Report demonstrated the impact in which uncertainty and geo-politics can play out on international trade. As an export-driven province, Saskatchewan both benefits from and is exposed to the health of global markets.

Exports in the province fared relatively well in 2019 considering the events that impacted Saskatchewan exporters, with the value of goods shipments declining just under 3% from the previous year. 2019 started out with weakened commodity prices, which subdued export potential.

Few could foresee the level of impact that political-relations with China would have on the province. Following the arrest of Huawei Executive Meng Wanzhou in December 2018 tensions between Canada and China continued to rise, most impactfully culminating in non-tariff barriers being imposed on Canadian canola seed resulting in a loss of over CAD \$1 billion in exports from Saskatchewan during 2019.

Outside of canola seed, exports remained steady. Growth in crude oil and potash shipments helped minimize the decline in the value of exports, while commodities like lentils and peas experienced growth, products which have struggled in recent years due mostly to tariffs in India.

Saskatchewan made significant export gains in markets like Brazil, India, Bangladesh, United Arab Emirates (U.A.E.) and Algeria, among others. At the same time, Saskatchewan also saw exports decline to our major trading partner, the United States (US), with notable declines in wood and agricultural products.

Looking ahead, uncertainty around China and the global economic climate in general remains. The impact of Brexit is likely to not be realized until after 2020. Add in the unknown impacts of the newly minted US-China trade deal on Saskatchewan agricultural commodities and the current and future impacts of the coronavirus both within and outside China and Saskatchewan, exporters face tremendous uncertainty among the province's major trading partners.

However, food, fuel and fertilizer continue to be in demand in a growing world, with potash exports having grown consistently in recent years and oil exports remaining steady. Partial recovery in canola product exports to China is expected to be realized, and hopefully further gains can be realized in India around pulses.

Given all of these factors STEP forecasts exports to be flat with a potential for an increase of 2-3% in 2020.

## MARKET INTELLIGENCE RESOURCES expanded

STEP Pre-Market, Regular and Premium Members are reminded that we have recently expanded access to market intelligence resources in an effort to continually increase the quality of our research service.

Much of this enhancement has been made in the area of food and agriculture commodities, expanding our ability to report on the food market around the world and identify commodity buyers.

STEP members should remember that they have access to STEP's Market Intelligence Service at the following specified levels:

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

Do not hesitate to contact the STEP Market Intelligence Unit today to discuss any current or potential research your company may have. STEP Members and exporters who are interested in discussing how STEP's Market Intelligence Unit can serve their exporting business activities are encouraged to contact Jeff Thackeray, Director, Market Intelligence at 306-787-4103 or [jthackeray@sasktrade.sk.ca](mailto:jthackeray@sasktrade.sk.ca).

## FITT DISCOUNT offer reminder



A reminder to all STEP members that we have partnered with the **Forum for International Trade Training (FITT)**. The partnership supports the two organization's common goal of best servicing the international business community.

FITT is the national standards, certification and training body dedicated to providing international business training, resources, and professional certification to individuals and businesses. FITT is a strong source for international business expertise. For over two decades, STEP members, Board of Directors and staff have participated in FITTskills training and professional international trade certifications knowing that FITTskills is the stamp of excellence that employers trust all over the world. The CITP®|FIBP® designation officially validates the level of professional competency of international trade professionals worldwide. There are currently practicing CITPs in over 40 countries and growing.

FITT offers the only international business training programs and related professional designation (CITP®|FIBP®) endorsed by the World Trade Centers Association and the Canadian government. The international business training solutions have become the standard of excellence for global trade professionals across Canada and around the world.

As a member benefit, STEP Regular/Premium Members get access to exclusive discounts on FITTskills Online Workshops and Online Courses. Visit [www.fittfortrade.com](http://www.fittfortrade.com) for more information please contact:

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# New international offices

*Help to strengthen and grow Saskatchewan's economy*

The Government of Saskatchewan is opening new international trade and investment offices in three key markets to increase exports, attract more investment to the province and strengthen relationships with international partners and customers.

The offices will be located in India, Japan and Singapore. In 2019, Japan was our third largest export market (\$1.08 billion in annual exports) and India our fifth largest (\$775 million in annual exports), while Singapore is an important strategic gateway to Southeast Asia.

"These three new offices will help increase market access and establish new international relationships," said Jeremy Harrison, Minister of Trade and Export Development.

The international offices will work closely with Saskatchewan Trade and Export Partnership and its members to provide service and support focused on:

- diversifying markets
- facilitating connections between Saskatchewan businesses and international buyers
- increasing foreign direct investment (FDI) in Saskatchewan
- establishing ongoing relationships and business partnerships
- providing exporters an understanding of the business environment, rules and regulations in these markets

The Government of Saskatchewan currently operates an office in Shanghai, China.

For more information on the Saskatchewan international office network, contact: [internationaloffices@gov.sk.ca](mailto:internationaloffices@gov.sk.ca).

## Building A Stronger Economy



The Government of Saskatchewan is opening Trade and Investment Offices in Tokyo, New Delhi and Singapore.

Contact [internationaloffices@gov.sk.ca](mailto:internationaloffices@gov.sk.ca) for more information.

# Katie KRAUS

“ One of my favorite aspects of what I do is being able to see our exporters take the next step from selling within Saskatchewan to selling internationally. ”



BY: KARLIE McGEOUGH

**TAKING** a leap of faith and looking for a fresh start, Katie Kraus became involved with STEP when she left her childhood home of Calgary to pursue the position of Trade Officer, Asia, in Regina. Kraus says what first drew her to the position was that it went hand-in-hand with her International Business degree and her passion for the export business sector in Canada.

Kraus attended Dalhousie University in Halifax where she graduated with a Bachelor of Commerce major in the International Business Cooperative Program and a minor in Spanish. She says that her cooperative work experience, education and Spanish language skills are what got her particularly interested in STEP.

Kraus works with the Asia Trade Development Team, where she organizes outgoing missions, incoming buyers' events and provides advice, counselling and resources for exporters. Kraus also organizes networking events and educational seminars that encourage discussions on exporting products and services from the province.

The events that Kraus organizes focus on promoting discussions and learning opportunities between and for exporters.

“One casual networking session we offer is the Export Insights event, which is more conducive to networking as it creates conversations between exporters, and it is a platform for companies to share their successes and challenges with exporting. It is a unique mentorship series where experienced exporters share their stories in a casual setting.”

Kraus says the other events are more formal, educational sessions, which allows STEP's Associate Members who are companies servicing exporters to present on their specific expertise.

With a passion for promoting trade development in Saskatchewan, Kraus says that what she enjoys most about her job is watching companies succeed and grow. “With STEP's mandate to increase exports, we have the tools to assist members achieve their business goals and that is one of my favourite things that we do. We help companies diversify to new markets and show them what kinds of opportunities are out there.”

Katie also reiterates that STEP connects their exporters with buyers. “We work with in-market partners to connect our exporters with opportunities in international markets. One of my favorite aspects of what I do is being able to see our exporters take the next step from selling within Saskatchewan to selling internationally.”

When asked what she wanted to say to those thinking of joining STEP, Katie emphasized that for the benefits you receive, it is well worth joining.

“We are there for you every step of the way, whether it's through the first step of your market research – where we have a team dedicated to research and intelligence – or if it is helping you to connect with end users and buyers. STEP has everything from seminars and educational events, outgoing and incoming missions, finance, logistics and export counselling advice. As trade experts, STEP can leverage our connections that we have made internationally to support our exporters.”

Kraus has just earned her Certified International Trade Professional (CITP) designation, which allows her to provide even more insight into the practices of international trade and better help her in supporting exporters. “STEP is the perfect opportunity to work in trade development and learn more about exporting every day. It has been an important part of helping me set my goals and advance, not only my career, but also as an individual.”

“Even though I'm not from Saskatchewan myself, my family is, and I'm passionate about working with Saskatchewan companies and promoting growth in the province. I believe STEP is the perfect place to help exporters reach their goals.” 

# TAP

## CANADA'S TRADE ACCELERATOR PROGRAM

### TAP Canada in Saskatchewan - Regina Fall 2020 Program Dates

**Canada's Trade Accelerator Program (TAP)** is an innovative and dynamic program aimed at helping Saskatchewan's small and medium sized enterprises (SMEs) overcome barriers to exporting. Now is the time for Canadian companies to export globally.

A lower Canadian dollar, limited domestic growth, and uncertainty in the US have established the right conditions for Canadian firms to diversify and go global. At the same time, uncertainty in the trade relationship with our largest trading partner means that it is even more important for Canadian companies to diversify and prepare their companies for long-term success in new export markets.

STEP is pleased to offer TAP Canada in Saskatchewan, a program that is rapidly gaining momentum across Canada and a reputation of achieving real results, fast. Through its Expert Partners, TAP Canada gives companies access to Canada's top exporting advisors, resources, and contacts. Companies have the opportunity

to work with industry leaders to build a comprehensive Export Plan, and then begin its implementation.

For more information regarding Canada's Trade Accelerator Program (TAP), how to participate, and program criteria, please visit <https://www.sasktrade.com/tap>. Plan now to attend the next TAP Canada in Saskatchewan cohort scheduled as below:



#### Fall 2020 Program Dates - Apply Now

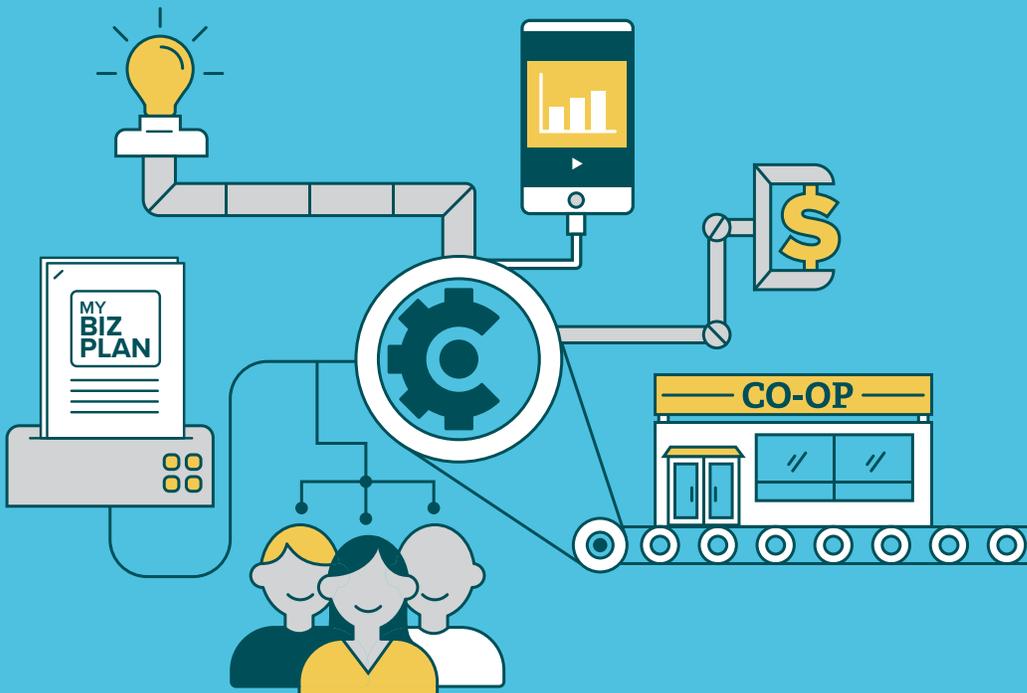
**Export Readiness Training** - Oct. 5-6, 2020 (In Person)

**Export Plan Writing Day** - Oct. 13, 2020 (In Person)

**Mentoring and Validation with Experts and Partners Day** - Nov. 26, 2020 (In Person)

**Fall 2020 Program Application Deadline** - Sept. 30, 2020

## CREATING A CO-OP IS NOW EASIER



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