



Prosperity through trade.

# Associate Member Directory







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### Regina Office

P.O. Box 1787 #320 – 1801 Hamilton Street Regina, Saskatchewan Canada S4P 3C6

### Saskatoon Office

#400 – 402 21st Street East Saskatoon, Saskatchewan Canada S7K 0C3

#### Sasktrade.com

### Contact

Kelsey Leptick, Membership Coordinator

306 541 9374

kleptick@sasktrade.sk.ca

### About this Directory

STEP Associate Members, businesses who provide a cross section of essential services, play an integral role in the success of Saskatchewan exporters while bringing value tot he STEP Community through their exceptional service and dedication.

If you would like a direct introduction to any of the listed service providers, your STEP contact would be happy to facilitate the introduction.

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## View the full STEP Member Directory: Sasktrade.com/Members/Directory

NOTE: Saskatchewan Trade & Export Partnership takes care to keep this PDF directory updated. If the information in this document requires corrections, please contact our membership coordinator, Kelsey Leptick, at kleptick@sasktrade.sk.ca.



## Economic Development Regina

600-2201 11th Avenue Regina, Saskatchewan S4P 0J8

economicdevelopmentregina.com

### Contact

Jen Pilsner, Interim CEO 306 789 5099 jpilsner@economicdevelopmentregina. com Economic Development Regina Inc. (EDR) is the lead agency for economic development for the Greater Regina Area (GRA). EDR provides leadership to the community with specific accountability for the following core functions:

- Support industry growth and diversification through retention, development and attraction of industry and tourism.
- Find innovative ways to promote sustainable growth while effectively addressing the challenges associated with it.
- Market and promote the Greater Regina Area for business and talent attraction.
- Ensure the Greater Regina Area offers a vibrant and diversified economy for investors and offers a high quality of life for residents.

Together with community stakeholders, EDR is creating a vision for economic prosperity that capitalizes on Regina's many strategic assets. EDR recognizes that one of Regina's key differentiators is a strong level of connectedness among members of the community. Whether it's through community engagement, working directly with businesses or as strategic partners, EDR works to foster connections and welcome new businesses to the fold.

### Services

Programs, resources and economic data that help businesses at any stage of development connect with opportunity in the region.



## Forum for International Trade Training (FITT)

Suite #100 116 Lisgar Street Ottawa, Ontario K2P 0C2

fittfortrade.com

### Contact

Silvia Baptista, Vice President 800 561 3488 info@fitt.ca FITT is committed to advancing the profession of international trade by providing training, certification, and resources for individuals and businesses seeking growth in global markets. FITT offers the only international business program and related professional designation (CITP®|FIBP®) endorsed by the Canadian government. Its international business solutions, the FITTskills training program, and CITP®|FIBP® designation, are a standard of excellence for individuals and organizations around the world.

### Services

International business training, international business certification, and membership.



Affaires mondiales Canada Service des délégués commerciaux

### Global Affiars Canada

### #600 - 1945 Hamilton Street Regina, Saskatchewan S4P 2C7

tradecommissioner.gc.ca/index.aspx

### Contact

Kimberly Brown, Deputy Director 306 780 6124

kimberly.brown@international.gc.ca

The Canadian Trade Commissioner Service (TCS) helps companies navigate the complexities of international markets and make better business decisions. The TCS is on the ground in more than 160 cities worldwide. We gain market intelligence, uncover opportunities for Canadian companies and help reduce business costs and risks.

The TCS is a free service of the Government of Canada, helping companies to prepare for international markets, assess market potential, find qualified contacts and resolve business problems. Our network of international contacts is unbeatable. As part of Global Affairs Canada and of Canada's network of embassies, the TCS has access to local governments and key business leaders and decision makers. We can increase the credibility of Canadian companies in global markets by helping them gain access to local contacts not readily available to outside businesses.

### Services

Assiatance for Canadian companies and organizations to increase revenues and lower costs of global business through four key services including preparation for international markets, market potential assessment, qualified contacts, and problem solving.

### KPMG LLP



2000 - 1881 Scarth Street Regina, Saskatchewan S4P 4K9

www.kpmg.ca

Contact

Stuart Pollon, Partner 306 757 4703 spollen@kpmg.ca

KPMG is a global network of professional services firms, whose aim is to turn understanding of information, industries and business trends into value. With over 207,000 people worldwide, KPMG member firms provide assurance, tax and financial advisory services in 152 countries. In Canada, KPMG's roots date back to 1869 – we have, therefore, been in business for over 150 years. We are one of the largest public accounting and advisory firms in Canada with over 6,700 people including 735 partners.

KPMG LLP has offices in over 40 locations across Canada and operates through four functional service lines – Advisory, Audit, Tax, Enterprise (Private Company Adviser). Using KPMG's local, national and global reach, the skills and talents of our people and some of the latest in knowledge-sharing tools and communications, our teams provide industry-specific services that can add real value to our clients.

### Services

Full service audit and accounting, risk management, business advisory, tax and KPMG Enterprise.

### MNP



900 - 2010 11th Avenue Regina, Saskatchewan S4P 0J3

www.mnp.ca

### Contact

Craig Kutarna Gates, Partner, Consulting Services 306 790 7990 craig.gates@mnp.ca National in scope and local in focus, MNP is one of Canada's leading professional services firms — proudly serving individuals, businesses, and organizations since 1958.

Through partner-led engagements and the development of strong relationships, we provide client-focused accounting, consulting, tax, and digital services. Our clients benefit from personalized strategies with a local perspective to fuel success wherever business takes them.

### Services

Aassurance and accounting, consulting, tax, corporate finance, enterprise risk, insolvency, investigative and forensic services, succession, training solutions, valuations, business management, market intelligence, mergers and acquisitions, bookkeeping and cloud accounting, digital advisory services, and environmental, social, and governance work.



### **NAIDA** Communications

143 Portside Drive Winnipeg, Manitoba R2N 0C7

www.naidacom.com

### Contact

Jeff Vilar, President 204 488 7733 jeff@naidacom.com Strategy Before Execution® & Elevate Your Sales™ NAIDA Communications is a full-service sales & marketing firm dedicated to providing marketing solutions tailored their clients' business needs which will impact their sales.

NAIDA evolved from their customers' need to not only provide ad agency type services, but more importantly, the added value of providing direction and strategy to their sales & marketing initiatives. NAIDA strategically aligns sales and marketing so that both divisions are working together synergistically to increase revenue.

### Services

Custom marketing strategies including SEO and SEM, web development, branding, export market research, sales training, management services and infrastructure, and ongoing support. NAIDA also provides development of marketing tools and collateral as well as content creation including video production, email campaigns, and many other digital market strategies.



# National Research Council Canada

### 4460-110 Gymnasium Place Saskatoon, Saskatchewan S7N 0W9

nrc.canada.ca

### Contact

Brendan Reding, Regional Director, NRC-IRAP 306 491 1868

brendan.reding@nrc-cnrc.gc.ca

The National Research Council of Canada (NRC), the Government of Canada's largest research and development organization, supports industrial innovation, the advancement of knowledge and technology development through partnership with Canadian industry.

Their Industrial Research Assistance Program (NRC IRAP) brings together a diverse network of organizations, services and programs to help Canadian small and medium-sized enterprises (SMEs) develop and exploit technologies in the competitive, global knowledge economy. The program offers financial assistance, advisory services and connections to the best business and R&D expertise in Canada with access to over 250 Industrial Technology Advisers (ITAs) for technical and business advice, referrals, and more from concept to commercialization, and an extensive network of regional, national, and international partners.

The International Program connects companies with services to access new markets and global value chains. NRC partners with national organizations and other government departments such as Global Affairs Canada, and collaborates with many countries and regions including India, China, the European Union, and the US to support joint R&D projects and co-innovation.

### Services

Research and development support, state of the art research facilities, access to technology partners and technology licensing opportunities, international coinnovation project support, technical and business advisory services, and funding to help Canadian small and medium-sized businesses increase their innovation capacity and take ideas to market.



Développement économique Canada pour les Prairies



# Prairies Economic Development Canada (PrairiesCan)

115 - 101 22<sup>nd</sup> Street Saskatoon, Saskatchewan S7K 3S7

www.prairiescan.gc.ca

Contact

Rajeev Ludu, Business Officer 306 203 1376 rajeev.ludu@canada.ca PrairiesCan (Prairies Economic Development Canada) is the department that diversifies the economy across the Canadian Prairies. PrairiesCan leads in building a strong, competitive Canadian economy by supporting business, innovation and community economic development unique to Alberta, Saskatchewan and Manitoba. The PrairiesCan Saskatchewan office is located in Saskatoon, with service locations also accessible in Prince Albert and Regina.

### Services

Capital services, Prairie Business Service Network, business services, and alliances.



## Business Development Bank of Canada (BDC)

475 2nd Avenue South Suite 300 Saskatoon, Saskatchewan S7K 1P4

www.bdc.ca/en www.bdc.ca/fr

### Contact

Lindsay Holt, Manager, Entrepreneurship Centre 1 888 463 6232 lindsay.holt@bdc.ca BDC is the Bank for Canadian Entrepreneurs. The Business Development Bank of Canada (BDC) helps create and develop strong Canadian businesses through financing, advisory services and capital, with a focus on small and medium-sized enterprises. BDC supports entrepreneurs in all industries and at all stages of development.

### Services

Financial services, consulting services, subordinate financing, and venture capital.



## **BMO Financial Group**

101 2<sup>nd</sup> Avenue North Saskatoon, Saskatchewan S7K 2A9

commercial.bmo.com/en/ca/

### Contact

Michael Fulton, Senior Relationship Manager, Agriculture 306 591 1216 michael.fulton@bmo.com BMO is a leading North American bank driven by a single purpose: to Boldly Grow the Good in business and life. Our Purpose informs our strategy, drives our ambition, and reinforces our commitments to progress: for a thriving economy, a sustainable future and an inclusive society.

### Services

Personal and commercial banking, wealth management, global markets, and investment banking. Serving 13 million customers across North America, we are driven by our strategic priorities for growth, strengthened by our approach to sustainability and guided by our values.



## CaxiaBank S.A. Representative Office in Canada

401 Bay Street Suite 1220 Toronto, Ontario M5H 2Y4

www.caixabank.com www.caixabank.es

### Contact

Stefan Ignjatovic, Relationship Manager

647 613 5467 16973@caixabank.com CaixaBank is the leading financial group in Spain and one of the most significant in Portugal, with 21 million clients in the Iberian Peninsula market. The bank is present around the 5 continents through its International Banking network composed of 5 international branches, 2 Spanish Desks, and 18 representative offices; one of them in Toronto, opened in 2018.

The essence of CaixaBank is a socially responsible universal banking model, based on quality, trust and social commitment, with specialization in products and services adapted for each segment. Its mission is to contribute to the financial well-being of its clients and to support the progress of society.

### Services

Support in 127 countries through the bank's International Banking network and 1,600 correspondent banks around the world, in addition to its highly specialized advisers in its domestic country, offering tailor-made and added-value solutions for its clients.

In its product portfolio, CaixaBank offers multiple solutions for exporters such as trade finance (guarantees, import and export documentary credits, documentary collection, SPOT, Standby Letters of Credit...), cash management (domestic and international payments, mass payments) and working capital (confirming, factoring), in addition to management of accounts, term deposits, project finance and corporate lending.



### Conexus Credit Union

2375 College Avenue PO Box 1960 Stn Main Regina, Saskatchewan S4P 4M1

www.conexus.ca

### Contact

## Garnett Volk, Chief Growth Officer

1 800 667 7477 garnett.volk@conexus.ca Conexus Credit Union is a forward-thinking, Saskatchewan-based credit union committed to members' and communities' financial well-being. As a member-owned cooperative with more than 80 years of serving members and giving back to the community, Conexus has 30 branches and nearly 900 employees across Saskatchewan, passionate about their purpose: to improve the financial well-being of our members and communities.

With a commitment to entrepreneurship, Conexus has launched Cultivator powered by Conexus, (Cultivator), Canada's first credit union-led business incubator focused on mentoring and growing aspiring entrepreneurs. Cultivator's impact is far-reaching as it continues to aid startups in expanding their revenue, securing capital, and building formidable teams. Through their innovative START, GROW, and SCALE programs, Saskatchewan startups receive tools, mentorship, space, and resources. Additionally, Cultivator's AGTECH ACCELERATOR, a collaboration with Economic Development Regina (EDR) and Emmertech (bolstered with solid support from PrairiesCan, Innovation Saskatchewan, and additional partners), unites agriculture and technology, helping grow agtech startups building solutions to global problems.

Innovation and a focus on the financial well-being of members demonstrate their commitment to being profitable, relevant, and member-centric while embracing the cooperative foundation Conexus was built on. Helping members afford the life they want to live drives everything Conexus does.

### Services

Financial services, electronic banking services, and Foreign Exchange Platform (FX).



### Ebury Partners Canada Limited

70 York Street Suite 1600 Toronto, Ontario M5H 1J8

www.ebury.ca

Contact

Ryan Oxley, Head of Partnerships 647 952 0529 ryan.oxley@ebury.com Ebury empowers Canadian importers and exporters with customized financial solutions that simplify international trade. Their multi-currency accounts enable easy payment collection and local currency payments to suppliers, reducing transaction costs. They provide tailored foreign exchange risk management to protect profit margins.

Additionally, invoice financing allows businesses to free up cash flow and capitalize on opportunities to grow their business internationally.

### Services

Products and services include foreign exchange risk management strategies tailored to each business's unique needs, hedging strategies to allow businesses to minimize costs associated with international transactions and protect profit margins, international currency accounts to provide clients with the ability to pay and collect like a local in 19 countries, and invoice financing unsecured revolving lines of credit to bridge the gap between purchases and receivables.



# Export Development Canada (EDC)

1914 Hamilton St #300 Regina, Saskatchewan S4P 3N6

www.edc.ca

Contact

Willy Fogang, Regional Director 1 204 318 6531 wfogang@edc.ca Export Development Canada (EDC) provides trade finance and risk management services to Canadian exporters and investors in up to 200 markets. EDC's range of services include accounts receivable insurance and products to help get bonds issued and to manage bonding related risks. As well, EDC has the expertise to structure medium and long-term financing to help meet their buyer's terms.

### Services

Trade finance and risk management services, accounts receivable insurance, financing and guarantees.



## Farm Credit Canada (FCC)

### 3700 Victoria Avenue East Regina, Saskatchewan S4Z 1A5

www.fcc.ca

### Contact

Byron Eberle, Corporate and Senior Accounts Director 306 535 8753 byron.eberle@fcc.ca FCC is Canada's leading agriculture and food lender, dedicated to the industry that feeds the world. FCC employees are committed to the long-standing success of those who produce and process Canadian food by providing flexible financing, AgExpert business management software, information and knowledge.

FCC provides a complement of expertise and services designed to support the complex and evolving needs of food businesses. As a financial Crown corporation, FCC is a stable partner that reinvests profits back into the industry and communities it serves.

### Services

Financial services to support the entire ecosystem that surrounds agriculture.



### Global Trade Credit Inc.

568 Douglas Glen Blvd. S.E. Calgary, Alberta T2Z 2W2

www.globaltradecredit.ca

### Contact

Graham MacLachlan, Managing Partner

403 454 9760

gmaclachlan@globaltradecredit.ca

Global Trade Credit is a trade credit commercial insurance broker specializing in accounts receivable and political risk insurance. They are a Western Canadian based company with local insight and a mandate to assist Saskatchewan companies to grow on the domestic and international stage. Whether a current policy holder or considering one, Global Trade Credit Inc. can assist with business at any point in the calendar year to assist with the decision making process. They work with clients to provide solutions to make a well informed decision based on the information provided. With over 25 years of professional expertise their clients have access to knowledgeable and integrated international trade insight.

### Services

Various commercial insurance policies: whole turnover or short-term multi-buyer, named buyer or short-term key account, single buyer or short-term credit insurance, medium-term credit insurance policies, excess of loss (XOL), as well as a political risk.

### National Bank



### 116 - 2nd Avenue South Saskatoon, Saskatchewan S7K 1K5

www.nbc.ca

www.nbc.ca/business/international

### Contact

Kimberly Ross, Account Representative 306 343 2127

kimberly.ross@nbc.ca

Eric Lafreniere, Associate Vice President, Commercial Banking -Manitoba/Saskatchewan

204 227 7242

eric.lafreniere@nbc.ca

Established in 1859, National Bank provides integrated financial services to retail, commercial and corporate/institutional clients. With branches throughout Canada, National Bank has become the partner of choice for small, medium and large-sized enterprises.

Clients in the United States, Europe, Asia and other parts of the world are serviced through a network of representative offices, subsidiaries and partnerships. Services

Securities brokerage, insurance, wealth management, mutual and pension-fund management as well as banking and investment solutions across three business segments including personal and commercial, wealth management and financial markets.

Supply chain financing (accounts receivable and payable financing programs), trade finance (financing, risk management, advisory services), import-export services (documentary credits/collections and guarantees/ standby), foreign exchange, derivative products and hedging strategies.

# PER ING.

## PFM Capital Inc.

406 - 1925 Victorica Avenue Regina, Saskatchewan S4P 0F4

www.pfm.ca www.saskworks.ca

### Contact

Austin Bentz, Director, Investor Relations

306 533 9170 austinbentz@pfm.ca

PFM Capital Inc. is a private equity and venture capital management firm owned by a diverse group of investment experts and business managers. Founded in 1989 as a corporate finance company, PFM has been managing private equity and venture capital investments since 1993. PFM is continually looking for and creating high quality investment opportunities. Investments can take the form of loan capital, common or preferred equity, or a combination of both. The PFM management team works with companies and entrepreneurs from company start-up through growth, maturity and ownership transition.

### Services

Investment management.

### Pinion



6125 Sky Pond Drive Suite 200 Loveland, Colorado 80538

www.pinionglobal.com

### Contact

Austin Sterling, Manager 970 685 3500 austin.sterling@pinionglobal.com Pinion, formerly named KCoe Isom, is a Top 100 accounting firm and the nation's leading food and agriculture consulting firm. With roots dating back to 1932, the firm has expanded upon traditional accounting services to deliver increased value and growth for clients through comprehensive policy-to-plate strategies, and specialized advisory in the areas of sustainability, government and public affairs, land management and conservation, wealth management, succession planning, and business strategy - to name a few.

Pinion provides insight and solutions for food and agriculture, biofuels, manufacturing, construction, and banking industries. The firm serves domestic and international clientele from locations spanning the United States, and has a global footprint through ancillary resources and partners.

### Services

Financial services, resources, strategies, pinion wealth management and collaborations.

# **Pisim Power**

### Pisim Power

101 - 733 Broadway Avenue Saskatoon, Saskatchewan S7N 1B3

pisimpower.net

Contact

Ken Thomas, President & CEO 306 241 5655

ken.thomas@sasktel.net

Pisim Power is a Canadian Indigenous Corporation, was established in 2023 with a mission to create a world-class clean energy & transportation nexus across Western Canada.

### Services

Leveraging unique financing opportunities available to First Nation communities, coupled with world-class private equity partners, Pisim Power Management will secure capital on behalf of our member Indigenous entities. We will collectively acquire meaningful equity stakes in the future critical Canadian infrastructure, securing multi-generational wealth for Indigenous people across Canada.

# RBC<sub>®</sub>

### RBC Royal Bank

1790 Hamilton St Regina, Saskatchewan S4X 4K3

www.rbc.com

### Contact

Nevon Faucher, Vice President, Corporate Client Group, Saskatchewan 306 780 2503

nevon.faucher@rbc.com

RBC is one of North America's leading diversified financial services companies and Canada's largest bank as measured by assets and market capitalization. In total, RBC serves more than 12 million personal, business and public sector clients worldwide from offices in more than 30 countries.

RBC's Trade Services Centre executes all trade transactions, handling all letters of credit, guarantees and documentary collections for their clients. In addition to their payment and guarantee services, their trade advisors consult on a variety of services to facilitate international trade transactions. RBC will help reduce a wide range of risks associated with foreign buyers, extend payment terms to their clients on their behalf; and provide a wealth of local market information in foreign countries.

### Services

Executing all trade transactions, handling all letters of credit, guarantees and documentary collections, consulting on a variety of services to facilitate your international trade transactions, risk mitigation associated with foreign buyers, extend payment terms to clients, and local market information in foreign countries.



## TD Bank Commercial Banking

2nd Floor, 1904 Hamilton Street Regina, Saskatchewan S4P 3N5

www.td.com

### Contact

Jonathan Oberlander, Account Manager, Commercial Services 306 780 0330

jonathan.oberlander@td.com

Crystal Springinatic, District Manager, Saskatchewan South 306 780 0214 crystal.springinatic@td.com The Toronto-Dominion Bank and its subsidiaries are collectively known as TD Bank Financial Group (TDBFG). TD Bank Financial Group offers a full range of financial products and services to approximately 17 million customers worldwide through five key business lines. Services include Canadian Personal and Business Banking including TD Canada Trust.

TD Commercial Banking, together with Agriculture Services and Merchant Services, serves the unique needs of large and small Canadian businesses by offering a broad range of customized products and services to help business owners meet their financial goals. Business banking needs can be handled over the telephone, via the Internet or at any TD Canada Trust branch.

Experienced business bankers are also available to provide one-on-one service and advice. Wealth Management including TD Waterhouse and an investment in TD Ameritrade is available, as well as TD Insurance, Wholesale Banking including TD Securities, and U.S. Personal and Commercial Banking including TD Bank and TD Banknorth.

### Services

Provision of credit, electronic cash management and investment management services, expert advice regarding letters of credit, export financing, documentary collections, as well as controlling risks associated with fluctuating foreign exchange rates, for large, medium, and small businesses.



# Wiegers Financial & Benefits

120 33rd Street East Saskatoon, Saskatchewan S7K 0S2

wiegers.ca

### Contact

Debra Wiegers, Managing Principal, Benefits Division 877 943 4377 deb.wiegers@wiegers.ca Wiegers Financial & Benefits has grown from a small benefits and financial advisory practice in Saskatoon to one of the largest independent consulting firms in Western Canada. Our team of approximately 35 specialized advisors and support staff provides an enhanced client experience through customized Benefits, Group Retirement, and Financial Planning services, and a commitment to building relationships with clients that feel like home. With a vision to be the most effective, engaging, and collaborative choice for our clients, we deliver customized solutions that empower our clients to live their best life. Our tagline, "You lead, we'll guide. Your best life is just ahead," encapsulates our commitment to guiding clients toward a secure financial future.

At Wiegers Financial & Benefits, we uphold the values of being open, honest, and transparent in everything we do. We prioritize caring for people by understanding their unique needs and tailoring solutions to meet their goals. Our dedication to delivering excellence ensures that our clients receive the highest level of service and expertise. And by actively building community relationships and fostering a sense of trust, we create strong connections that last a lifetime.

### Services

Corporate financial planning, business coaching, group benefits consulting, group retirement services, personal financial planning, tax planning, estate planning, retirement planning, and insurance planning.



## Aon Reed Stenhouse Inc.

Suite 800, 2103 - 11th Avenue Regina, Saskatchewan S4P 3Z8

www.aon.ca

### Contact

Jeremy Wendling, Branch Manager, Regina and Saskatoon 306 569 6700

jeremy.wendling@aon.ca

Aon Reed Stenhouse is Canada's largest insurance brokerage and risk management firm, with 1,400 employees serving clients in 17 branch offices across the country. While their resources, expertise and knowledge are vast, their focus is on the communities, businesses and individuals they serve.

Trust, commitment and partnership are the keys to becoming your trusted advisor and providing innovative insurance and risk management solutions. Their business reflects the regions they serve. By creating segments of business that align with regional industries, they ensure that their clients will benefit from specific expertise and knowledge. Their regional operations are based on the belief that their customer's needs are as unique as Saskatchewan itself, and with specialization in agriculture, manufacturing, construction, mining, transportation and others, they have the resources to serve a diverse business base.

### Services

Commercial insurance, personal insurance, risk control, mergers and acquisitions, surety and bonding, negotiating trade credit insurance, strategic risk solutions, risk management services and health and benefit solutions.

## McKercher LLP



374 Third Avenue South Saskatoon, Saskatchewan S7K 1M5

mckercher.ca

Contact

James Sproule, Lawyer 306 653 2000 info@mckercher.ca

McKercher LLP, with offices in Saskatoon and Regina, is a team of legal specialists committed to providing innovative solutions and advice. They provide legal services of the highest quality in a timely and efficient manner. With a thorough understanding of their clients' business objectives and established relationship with key players in the marketplace, McKercher has played an integral role in many significant commercial projects and in complex litigation cases that have shaped the laws both in our province and in the country. Services include labour and administrative law, immigration law, corporate and commercial practice, civil litigation and taxation.

### Services

Full-service legal solutions with expertise in labour and administrative law, immigration law, corporate and commercial practice, civil litigation and taxation.



### MLT Aikins LLP

WESTERN CANADA'S LAW FIRM

1500 - 1874 Scarth Street Regina, Saskatchewan S4P 4E9

www.mltaikins.com

### Contact

Stathy Markatos, Partner 306 347 8000 smarkatos@mltaikns.com

MLT Aikins is a full-service law firm of more than 240 lawyers with a long-standing and deep commitment to Western Canada and an understanding of this market's unique legal and business landscapes. Based out of six key centres across the four western provinces, MLT Aikins is the only law firm to have offices in Winnipeg, Regina, Saskatoon, Calgary, Edmonton, and Vancouver. MLT Aikins is the result of the merger of two widely respected and distinguished law firms, MacPherson Leslie & Tyerman LLP and Aikins, MacAulay & Thorvaldson LLP in January 2017.

Their export services group brings together the expertise of lawyers in a number of areas to provide timely and practical legal, business and risk management advice to those in or entering the export market. Their experience negotiating export contracts and letters of credit, establishing effective distribution agreements, securing patent infringement clearances, navigating technology export controls, meeting Canadian and foreign tax obligations, managing international product liability risks and protecting trademarks in foreign jurisdictions, provides a strong foundation for success in local and export markets. They can also help their clients to manage risk, protect business interests, intellectual property, and investment in reaching markets around the world.

### Services

Full-service legal solutions with expertise in labour and employment law, administrative law, immigration law, technology and IP, corporate and commercial practice, civil litigation and taxation.



# Benchmark Public Relations

2260 McIntyre Street Regina, Saskatchewan S4P 2R9

www.benchmarkpr.ca

Contact

Pat Rediger, Managing Partner 306 522 9326 info@benchmarkpr.ca

Now celebrating more than 30 years in operation, Benchmark Public Relations is one of the leading public relations agencies on the Prairies. The firm develops and implements export marketing strategies and publishes STEP's quarterly magazine, Global Ventures. Benchmark provides all aspects of international marketing services, including creative concepts, design, copywriting, display creation, brochures, websites, social media, promotional items, event management and media buying.

### Services

Strategic communications and marketing, issues management, writing, media buying, event planning, print and website design, and media relations training.



# Creative Display Saskatchewan

### 2010 East Redbear Avenue Regina, Saskatchewan S4N 4N7

www.creativedisplay.ca

### Contact

Todd Huber, President 306 565 0632 email@creativedisplay.sk Creative Display is Saskatchewan's premier full-service trade show and custom display company offering a wide range of trade show displays and products, as well as custom signage solutions and display products & accessories. The company also provides a wide range of trade show services such as storage, transportation, and Installation/Dismantle services.

### Services

Indoor & outdoor, retail, commercial & corporate trade show displays to fit all budgets from lightweight portable booths to large custom-designed booths. Creative Display offers everything from graphic design, installation/dismantle services, shipping/transport/logistics, display storage, large format printing. Other products include banners, banner stands, tents, flags, podium counters, brochure stands, tablet stands, vinyl window treatments, wall mural graphics, vehicle wraps and other custom signage & exhibits.



# Impact Marketing Services Ltd.

#1 - 1100 7th Avenue N. Saskatoon, Saskatchewan S7K 2V9

www.impactmarketing.ca

Contact

Lisa Hryciw, CEO 306 381 7541 info@impactmarketing.ca Impact Marketing Services Ltd. is an award-winning, customer-driven company that has created promotional product campaigns for their clients for over 40 years. They are leaders in the promotional product and corporate clothing industry, servicing local and global businesses with personalized attention and an online catalogue.

Companies can count on Impact Marketing for the latest in trends and quality classic promotional products and apparel. Services include a user-friendly website with over 50 product categories from "Automotive" to "Writing Instruments", including eco-friendly products and a rush order section. Services also include a fantastic showroom loaded with samples, creative and experienced staff, access to hundreds of suppliers, innovative product selection, and on-line store development for large clients.

### Services

Promotional products and corporate clothing.

# Pattison Media

### Pattison Media

460 Pemberton Terrace Kamloops, British Columbia V2C 1T5

www.pattisonmedia.com

### Contact

Katie O'Connor, Director of Sales, Non-Metro 250 372 3322

katie.oconnor@pattisonmedia.com

Pattison Media is Canada's largest Western based media company! Specializing in creation and distribution of locally relevant content to Northern Canadian audiences across radio, television and digital platforms. The companies markets span from Winnipeg, Manitoba, Saskatchewan all the way across to Vancouver Island, British Columbia.

### Services

Creative development, content creation, digital marketing, web design.

### Powerland



170 Marion Street Winnipeg, Manitoba R2H 0T4

www.powerland.ca

### Contact

Curtis Dery, Executive Vice President 204 237 3800 sales@powerland.ca Established in 1985, Powerland is a well-established and highly successful Business Solution Provider located in Winnipeg, Manitoba. We cater to the Canadian IT market and boast extensive expertise in procuring and overseeing IT products and solutions for organizations of all sizes and across various sectors.

Through our strategic collaborations with industry manufacturers and vendors, we facilitate the transition from exploring options to turning your objectives into reality. Whether your organization requires support services to free up your team for strategic initiatives or seeks straightforward procurement and scalable technology solutions to enhance performance, align with growth requirements, or meet compliance standards, we are the ideal choice to deliver solutions.

### Services

An extensive array of technology products and services, encompassing everything from desktops and laptops to printers, wired and wireless network systems. Our expertise extends to tailoring server configurations, whether for small-scale needs or large Data Centre solutions and enhancements. Furthermore, we provide a comprehensive selection of cloud computing, security, hybrid cloud, and cloud migration solutions, all tailored to suit your business requirements and compliance standards. Our Managed services not only minimize downtime but also enhance security, redundancy, and resilience. Our skilled technicians, well-versed in industry-standard delivery processes like ITIL, diligently maintain and monitor your IT environment, swiftly addressing any arising issues.



# Quadrant NewMedia Corp.

800 - 606 Spadina Crescent East Saskatoon, Saskatchewan S7K 3H1

quadrant.net

Contact

Darren Widenmaier, Director 306 664 9100 services@quadrant.net Quadrant Newmedia develops custom software solutions for small and medium enterprises, the healthcare sector and academic researchers. They provide application logic, database development and interface design for web and mobile applications.

They also supply secure email and managed hosting services for custom applications, including financial transactions and HIPA-protected medical information. These services are provided directly to the end users of the systems, and also to project managers and communications agencies in need of outsourced development expertise.

### Services

Custom software development for web and mobile, for open source application stacks (including BSD/Linux, Apache, Postgres/MySQL, Python) and iPhone (iOS) and Android, high performance, secure managed hosting and colocation with geographical distribution, replication, and DDoS scrubbing, UNIX system and internet security consulting. Quadrant also provides two SaaS suites: Smartsite MLM, a CASL-compliant high volume email communciations service; and CAMS, an academic conference abstract review and management service.

## **ROCK&BLOOM**

### Rock & Bloom

### 202 Tennant Crescent Saskatoon, Saskatchewan S7H 4Y9

www.rockandbloom.com

### Contact

## David Molesky, Chief Strategy Officer

306 261 6433 david@rockandbloom.com

Rock & Bloom is a brand consultancy and creative studio here to help you grow through bold thinking, smart strategy, and beautiful design. We work closely with leadership teams to uncover what makes them different, then build brand experiences that connect emotionally and deliver results. Whether we're defining your brand from the ground up or rolling out a high-impact campaign, we bring clarity, creativity, and momentum to every project.

### Services

Brand strategy, brand identity, campaign development, digital experience, and fractional brand leadership.



## Salted Marketing

3665 Green Moss Lane Regina, Saskatchewan S4V 1P6

saltedmarketing.ca

## Contact

Aftan Cabot, Founder & Creative Director

306 527 4701

aftan.chobot@saltedmarketing.ca

Salted Marketing transforms visionary ideas into standout brands with impactful messaging, strategic visuals, and seamless customer journeys. Specializing in startups, agriculture, and innovation-focused companies, they craft authentic brands rooted in strong corporate cultures, driving measurable results. Amplify Your Brand - Put Some Salt on It!

#### Services

Advertising (traditional & digital), brand identity and logo development, email marketing, graphic design and document layout, social media management, trade show and event marketing, website development and design, and writing. All their services are crafted to attract, engage, and retain customers through measurable, data-driven results.

## TOPDRAW

## Top Draw Inc.

PO Box 62029 Edmonton, Alberta T5M 4B5

www.topdraw.com

## Contact

Ken Jurina, President 780 429 9993 ken.jurina@topdraw.com Simply put, for over 30 years Top Draw has helped SMB companies leverage their website and the internet to generate leads, drive ecommerce sales and help create awareness for our client's businesses all around the world. As a strategic digital marketing agency, Top Draw works closely with their clients to first understand their marketing and business goals. From there, their team of expert digital marketers interpret how best to optimize our customer's web presence and leverage digital tactics to develop and execute on a custom, strategic and practical digital marketing strategy. Top Draw takes pride in quantifying the success of their digital marketing efforts and their impact on their clients sales and business goals.

#### Services

Digital adoption discovery and insight sessions, CDAP (Canadian Digital Adoptions Plans - Grant Supported) website audits, digital marketing strategies, website optimization (Conversion Rate Optimization, User Experience Design) monthly digital marketing services: SEO, paid advertising (Google, social media platforms), social media campaigns, email marketing, content marketing, marketing automation, Google analytics & reporting, digital marketing training.



## Western Litho Printers

300 Dewdney Avenue Regina, Saskatchewan S4N 0E8

westernlitho.ca

## Contact

Dale Schaeffer, President 306 525 8792 dale@westernlitho.ca Western Litho Printers offer consistent printing and top quality service. They stand by their word and assure all products to be ordered, as promised. Western Litho Printers has a complete graphics department and staff who will take care of all custom designs for layouts and all printing needs, with the most advanced equipment in the province. Complete customer consultation is available to help their clients to understand what it is they are going to do and exactly why.

### Services

A wide range of services in both printing and bindery, encompassing everything from complex four colour books to simple one colour letterhead.



# Avision Young Commercial Real Estate (Sask) Inc.

#300 - 2550 12th Avenue Regina, Saskatchewan S4P 3X1

www.avisonyoung.ca

## Contact

Jeremy Schick, Administration Manager

306 559 9000

jeremy.schick@avisonyoung.com

Dale Greisser, President and Broker

306 359 9799 dale.griesser@avisonyoung.com

Avison Young is the world's fastest-growing commercial real estate services firm. Headquartered in Toronto, Canada, Avison Young is a collaborative, global firm owned and operated by its principals. Founded in 1978, the company comprises 5,000 real estate professionals in 124 offices.

#### Services

Value-added, client-centric investment sales, leasing, advisory, management, financing and mortgage placement services to owners and occupiers of office, retail, industrial and multi-family properties, full-service commercial real estate, office, industrial and retail leasing, tenant and landlord representation services, property acquisitions and dispositions, corporate advisory services, asset, project and property management, as well as consulting and research.



## Cole International

20 - 395 Park Street Regina, Saskatchewan S4N 5B2

www.coleintl.com

## Contact

Kendra Roherty, Manager, Customs

306 522 2061

kendra.roherty@coleintl.com

Removing transportation barriers and earning each customer's trust one shipment at a time, Cole International has been delivering creative logistics solutions since 1958.

By focusing on customs compliance and developing customized logistics solutions to minimize the costs and delays that could otherwise affect your supply chain, we'll keep your goods — and your business — on the move. Services include customs brokerage, freight forwarding and trade consulting.

### Services

Canadian and US customs brokerage - importing/ exporting, worldwide freight forwarding solutions, large scale project moves, Canadian and U.S. trade consulting, CARM management, and free trade agreements.



## DSV Air & Sea Inc.

Suite 100 1355 Taylor Avenue Winnipeg, Manitoba R3M 3Y9

www.dsv.com/en-ca/

## Contact

Nadia Sova, Sales Representative, Outside Sales 204 899 8702 nadiia.sova@dsv.com At DSV, they keep supply chains flowing in a world of change. They provide and manage supply chain solutions for thousands of companies every day – from small family-run businesses to large global corporations. Their reach is global, yet their presence is local and close to their customers. Approx. 75,000 employees in over 80 countries work passionately to deliver great customer experiences and high-quality services. They aspire to lead the way towards a more sustainable future for their industry and are committed to trading on nature's terms.

DSV is a dynamic organization that fosters inclusivity and diversity. They conduct their business with integrity, respecting different cultures and the dignity and rights of individuals.

#### Services

Global transport and logistics, Air freight, Sea freight, Road transport, Rail freight, Special project transport, Contract logistics, Warehousing, Supply chain, Healthcare logistics, Automotive logistics, Technology logistics, Renewable energy logistics, Industrial logistics, Retail/fashion logistics, Green logistics, Full load, Part load, Groupage, Customs Brokerage and Value added services.



## Frontier Supply Chain Solutions

1055 MacKay St Regina, Saskatchewan S4M 4X9

www.frontierscs.com

### Contact

Mike Butterfield, President 1 204 784 4800 mbutterfield@frontierscs.com Frontier is a leading logistics provider specializing in U.S. & Canada customs brokerage, trade compliance, ocean freight forwarding and cross border transport, helping Saskatchewan businesses grow beyond borders by simplifying the process of selling into the U.S. and international markets.

Frontier provides seamless cross-border ground transportation and last mile delivery throughout Saskatchewan. Whether you're shipping into the U.S. or bringing goods home, Frontier ensures reliable, compliant, and efficient movement across the border—right down to the final delivery. From palletized freight to parcel-sized shipments, the company covers the full spectrum of commercial needs.

As an experienced freight forwarder, Frontier connects you with overseas buyers and delivers tailored transportation across ocean, rail, and road—aligned with your Incoterms. From commodities and raw materials to finished goods, the company handles shipments of all sizes with precision and care.

Go further with Frontier.

#### Services

US and Canadian customs brokerage.

## International GEO. H. YOUNG & CO. LTD. I GHY USA INC.

## **GHY** International

809 - 167 Lombard Avenue Winnipeg, Manitoba R3B 3H8

www.ghy.com

Contact

Neil Stewart, Account Executive 204 290 0424 neils@ghy.com Founded in Winnipeg in 1901, GHY International is one of Canada's oldest brokerage companies, family owned and managed today by the fourth generation. Over the years, the company has grown to become national and international in scope, with more than 160 employees providing Canadian importers and exporters with a full range of superior international trade services leveraged around their core competency of trans-border customs brokerage.

GHY International has a strategic focus on trade facilitation and regulatory risk management, use of innovative technologies, solid core values, and a principled approach to working with clients, associates, customs regimes of Canada and the US, and supply chain partners.

## Services

Canadian and US brokerage, consulting and compliance, duty drawback recovery, software solutions and trade source partnerships.



## Global Transportation Hub (GTH)

300 - 1914 Hamilton Street Regina, Saskatchewan S4P 3N6

www.thegth.com

## Contact

**Daniel Hersche, President & CEO** 306 570 2093

daniel.hersche@thegth.com

The GTH was officially created on June 24, 2009 with a mandate to plan, develop, construct, operate, manage, and promote a dedicated transportation logistics park in Regina, Saskatchewan, Canada. Canada's only self-governing inland port authority, the GTH has an unparalleled ability to efficiently provide regulatory clarity, access to affordable land, purpose-built infrastructure, and transportation and logistics partners that make it possible to move goods by truck or rail to markets across North America and ports that service the world.

#### Services

Administers 1800 acres of the GTH include high utility services in the area, potable and processed water, wastewater/sewer, power, and gas provided by government-owned Crown corporations ensuring competitive, stable utility costs. From concept to operations, the GTH can facilitate with business start-up including registrations, applications, permitting and pathfinding solutions while ensuring speed and flexibility for construction and operations. Designed for logistics, built scale the GTH is an ideal home for distribution and warehousing, agri-value added and manufacturing, and transportation and export focused industries



# Long Creek Railroad Company Inc.

PO Box 325 92 Breeze Street Estevan, Saskatchewan S4A 2A4

longcreekrailroad.ca

## Contact

Tara Struthers, Business
Development Manager
306 634 1589
tarastruthers@longcreekrailroad.ca

Long Creek Railroad Company Inc. is a short line railroad located in the southeast corner of Saskatchewan. Long Creek Railroad began in 2011, with a group of local farmers purchasing the railroad from Canadian Pacific Railway. LCR, as it's known, operates a 40-mile line from Estevan to Tribune. It has loading facilities or locations along the way at Estevan, Outram, Torquay, Bromhead, Southall, and Tribune.

While storage of cars has been our main business, LCR does deliver producer cars to farmers along the line. Long Creek Railroad has dealt with trans loading too. With over a decade of operating experience, Long Creek Railroad has steadily developed. LCR owns both of its locomotives along with acquired land for future development.

## Services

Transloading and railcar storage. Long Creek Railroad interchanges with CPKC in Estevan.



# Manitoulin Global Forwarding

7127 Sparrow Drive Leduc, Alberta T9E 7L1

mgfgroup.com

Contact

Ruth Zastre, Regional Manager 306 713 8204

rzastre@mgfgroup.com

Focused on service, Manitoulin Global Forwarding is a global solutions provider for all shipping requirements. As a well-established international freight forwarding company they provide extensive coverage in Europe, North America, South Asia, Asia Pacific, Middle East, and Africa. With one of several Canadian offices located in Regina, Manitoulin Global Forwarding is uniquely positioned to provide a hands on, personal service approach to customers in the prairies.

Manitoulin Global Forwarding provides the essential link to an international supply chain. They have developed innovative, value-added solutions designed to meet customer demand and improve response times. By identifying the requirements unique to their customer's business, they provide the individual attention their customers expect and deserve. Whatever the size of an organization, shipments are handled with the same exacting attention to detail and a genuine concern for customer satisfaction. Manitoulin Global Forwarding is part of the Manitoulin Group of Companies.

## Services

International freight forwarding services for both imports and exports via air and ocean, full container loads and less than container loads, assistance with less than truckload and truckload freight, over-dimensional, over-sized, specialized equipment, temperature controlled truck freight, global time critical solutions, customs brokerage, packaging and crating, and residential and commercial moving.

## RONCO FREIGHT

## Ronco Freight International Inc.

Suite 200 2010 Wintson Park Drive Oakville, ON L6H 5R7

www.roncofrieght.com

Contact

Brian Watson, President 416 400 0166 brianw@roncofrieght.com

Ronco Freight International Inc. is a leader in freight forwarding, providing comprehensive logistics solutions across air, sea, and land. With a focus on efficiency, reliability, and customer satisfaction. Ronco Frieght specializes in tailored services ensuring shipments are delivered safely and on time. An experienced team and global network make Ronco Freight the trusted partner for businesses looking to navigate complex international trade with ease.

## Services

A full range of freight forwarding services including air, ocean, and ground transportation, as well as project cargo services, handling oversized, heavy-lift, and timesensitive shipments with precision and care. Ronco Freight's end-to-end service covers documentation and compliance managing every step of the logistics process.



## Stewart Southern Railway Inc.

P.O. Box 12 Fillmore, Saskatchewan S0G 1N0

www.ssrailway.com

Contact

Glenn Pohl, General Manager 306 722 0000 info@ssrailway.com Stewart Southern Railway Inc. is a shortline railway that runs from Richardson, SK to Stoughton, SK. Operations began in August 2010. The railway transports commodities such as crude oil and grain shipments.

## Services

Shortline rail transportation.



# Transport Services & Logistics Canada Ltd.

Unit A 610 47th Street Saskatoon, Saskatchewan S7K 5X3

www.tslworldwide.com

Contact

Craig Bailey, CEO 306 955 7144 cb@tslcan.com Transport Services and Logistics Canada Ltd. (TSL), A Saskatchewan based 3PL, providing supply chain support and solutions to clients within North America and around the globe. Working in collaboration with clients, they explore new opportunities, consulting on the risks and costs of servicing new markets. They match their customers shipping challenges with the ideal logistic solution. They provide supply chain consulting, carrier management, reporting and claims management, ensuring a "first mile to last mile" focus on all their customers shipments.

Through their industry contacts and reach, TSL can provide intermodal rail, flat deck, full truck load (FTL), less than truck load (LTL), specialized handling, protection, warehousing and distribution. For international shipping requirements, they have offices in Vancouver, BC and San Francisco, California, as well as Japan, Thailand, Vietnam, Indonesia, Australia and New Zealand. If you or your team is shipping around the corner or around the world, Transport Services & Logistics Canada Ltd., is your ideal supply chain partner.

## Services

International freight forwarding and logistics.





## Regina Office

P.O. Box 1787 #320 – 1801 Hamilton Street Regina, Saskatchewan Canada S4P 3C6

## Saskatoon Office

#400 – 402 21st Street East Saskatoon, Saskatchewan Canada S7K 0C3

## Contact

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View the full STEP Member Directory: Sasktrade.com/Members/Directory

