

Plain & Valley

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Langbank's Seed Hawk now Vaderstad New name, new CEO for company

BY KEVIN WEEDMARK

There have been a lot of changes at Langbank's Seed Hawk air seeder manufacturing plant, with a new CEO taking the helm in late October, and the company taking on the name of its parent company, Vaderstad, as of Oct. 31.

The company continues to grow, with current hiring that will add five to 10 percent to the workforce of 150.

Nigel Jones is the new Chief Executive Officer of the company. He has been with the company for three years and had served as the Vice President of Operations since he was hired, and took on the additional role of Vice President of R&D in December 2016.

Name change

He says the name change helps integrate Seed Hawk into the parent company.

"It integrates us into the overall global business from a Vaderstad point of view," he explains. "The intent is that we end up with manufacturing groups that mirror each other both in Sweden and here, and the intent is the Seed Hawk name doesn't go away—it becomes a brand in its own right. The company name has changed to integrate, but the brand remains part of the house of brands so we end up with the Seed Hawk and also at the Vaderstad corporate level we have the Carrier, Tempo, Rapid and Spirit, and Seed Hawk sits alongside those now."

25 years of history

The Seed Hawk plant has been part of Langbank for a quarter century.

"Seed Hawk has been around for 25 years as of this year," Jones explains. "It started out with Pat Beaujot. He and his brother identified a gap in the market for an opener which would have a multi purpose so they could plant seed in a very shallow position to give the seed the best chance of germination, and they came up with an opener that they thought would give them the shallow seed placement, the accuracy placement in one pass so they don't have to till prior to seeding, and that is where it was born."

"Over the years it has been the opener which is the main technology. It is a great tool in terms of the seed placement and germination and that is what the business grew up around."

"Over the years there have been a number of developments including the sectional control technology which allows sectional control—where you are putting seed, where you're not putting seed, and that was the next great innovation. Vaderstad got interested around ten years ago in 2006 or 2007. They were looking at an opportunity to break into the North American market and they saw some tremendous synergies and similarities between the two companies."

"Seed Hawk grew from a gap in the market, an entrepreneurial vision and a startup in a shed or a small shop. Vaderstad grew up the same way, only they have been around for 50 years now. All along that time span they grew up the same way, so there were a lot of synergies and similarities in terms of the entrepreneurial nature of the business. They thought it was a good fit for them to break into the North American market, so they bought a non-controlling stake in the business, and over a period of four to five years or so they wanted to expand that presence in North America and there were some thoughts about maybe starting a facility of their own, which then transferred to why not own all of Seed Hawk because Seed Hawk wanted to take



Nigel Jones, the new CEO at the Seed Hawk plant at Langbank.

advantage of the Vaderstad presence in Europe as well. So it was a win-win for both sides. It also provided a vehicle for Seed Hawk to grow as a global brand. So that is how Vaderstad ended up with full ownership."

Investment and growth

Vaderstad invested in the Seed Hawk operation, and both the footprint of the plant and the staff grew.

"Right now we're around the 150 mark at Langbank. We have grown from just a few people in the shop. It started out as three couples—husbands and wives—and now it is a 150 person business and we are looking to expand on that at the moment."

"We are looking at more recruitment; we are actively recruiting right now. You will see a small five to 10 percent increase in the staff over the next three months. We do have a full order book right through to March so we are flat out at the moment in terms of capacity."

What is the next phase of expansion?

"The next phase for us is to look at other markets again. We are now looking at the U.S. market seriously and we are looking at the European market again because over the last year or so we have been getting some interest particularly in Spain, France and some of the western Europe countries. We also have an opportunity for some of the big equipment in eastern Europe again. Those are the markets we are looking to move into."

"Similarly we have an opportunity with our parent company in terms of some of their products maybe not manufacturing here, but certainly distributing here. That business has been growing fairly consistently in eastern Canada at the moment and we are looking to move more into the west and exploit some of those products."

The Seed Hawk seeder will continue to carry that name and the marketing network will remain the same.

Vaderstad is making a major move into North America with its high speed, precision planter technology. Most of its machines, such as the Tempo planter and vertical tillage tools, are destined for the American corn belt.

This spring in Hungary a 16-row Vaderstad Tempo corn planter set a new world record putting down 1,240 acres in 24 hours, breaking the old record of 1,108 acres set with a 24-row planter.

New CEO

Born and raised in South Wales in the UK, Jones relocated to Canada in 2006 with his wife and two daughters.

"I joined Seed Hawk in November of 2014. I joined as the VP of operations," he explains. "Over that two-year period we worked a lot on the processes and systems here to be able to strengthen the company. My background is in the automotive industry, so I was to bring a bit of structure and some process to the table."

"I started out as a tool maker, a mechanical engineer a long time ago and I worked in various functions throughout my career, ranging from engineering quality and production management and general management. In December 2016 I assumed the R&D position as well. I gained more experience with building process and establishing relationships with the parent company, to start building those collaborations. We are very keen to exploit the expertise from Vaderstad and use that to our benefit, so there is some collaboration certainly with the engineering department and we are looking to expand that a little bit further."

The engineering for the Seed Hawk products is all done in Langbank.

"It is all done in Langbank and we own the design through manufacturing and distribution," says Jones. "We did collaborate recently with Sweden on the Phoenix meter update that we did in model year 2016. We collaborated heavily with them. We used a product that Vaderstad was developing. That was the first big collaboration."

How big an adjustment is the move into the CEO role?

"It has happened so quickly I didn't really have time to think about it," says Jones. "You just get on with it. The real adjustment is to extend the scope a little bit in terms of the nature of the role. The first level operations and looking after the day to day operations of the whole company is not much of a stretch because

I looked after 70 percent of it anyway. Where the adjustment starts to come in is now I am looking at making sure that from a vision and from a direction point of view the company stays on the strategic path. The third element, which is a new element entirely, is the connection to the board. That connection between the business as it is and the board as it is, that is the new area. I get a chance to see that firsthand next week because it will be the first board meeting as the CEO that I sit on. It is all happening very quickly."

Future looks promising

From his new perch as CEO, what does the future look like for Vaderstad in Langbank?

"It looks very bright and it is very promising," says Jones. "We've come off the back of a very strong seeding season. We have a full order book right through March and into April. We are no longer taking orders for model year 2018. We are at the point we are starting the launch for the model year 2019. I see great opportunities for us as we collaborate more with our Swedish partners."

"Our objective right now is to be recognized as the leading air seeder brand in North America on the basis of quality, innovation and customer focus, so I'm very optimistic and very excited for the future of the plant here."

What are the challenges and advantages of operating a 150-person plant in a small community?

"The challenge is being able to attract and retain the staff that we need. It is a growth opportunity for us and it is quite a small catchment area. That poses one of the biggest challenges, especially when you are in an area which competes with oil patch, and with pipelines and potash. In terms of the benefits, generally the staff have a great affinity with the company because they are local. Because it is such a significant part of the community, you get a tremendous buy-in from people and it is encouraging to see when people working with the company associate with it, because everything is so closely knit. It is not like in the city where you can walk away from it and you don't hear anything about work. It is intertwined with the community. So that is always a benefit when you have people that are interested in the company."

How large is the local community Seed Hawk draws its employees from?

"Generally if you looked at a 30-40 minute catchment area that would be the main scope. We do have one or two that do travel a little bit further. Generally we are looking at anywhere between Moosomin, Whitewood, Wapella, Wawota, Kipling—in that zone."

Setting goals

What goals does Jones hope to reach at Vaderstad?

"First of all is to stabilize the company. We're coming off a couple of tough years in the field and in the market. One of the challenges and indicators will be that we can stabilize and can return to some fiscal stability."

"Another objective would be the growth. We have some fairly specific objectives in terms of being recognized as number one. Number one can mean different things to different people but we have some clear objectives in terms of growth. We want to achieve our growth number, and at the same time satisfy our shareholders at a fiscal point of view."

"There are four or five clear objectives there, and that will mark if I am successful or not."

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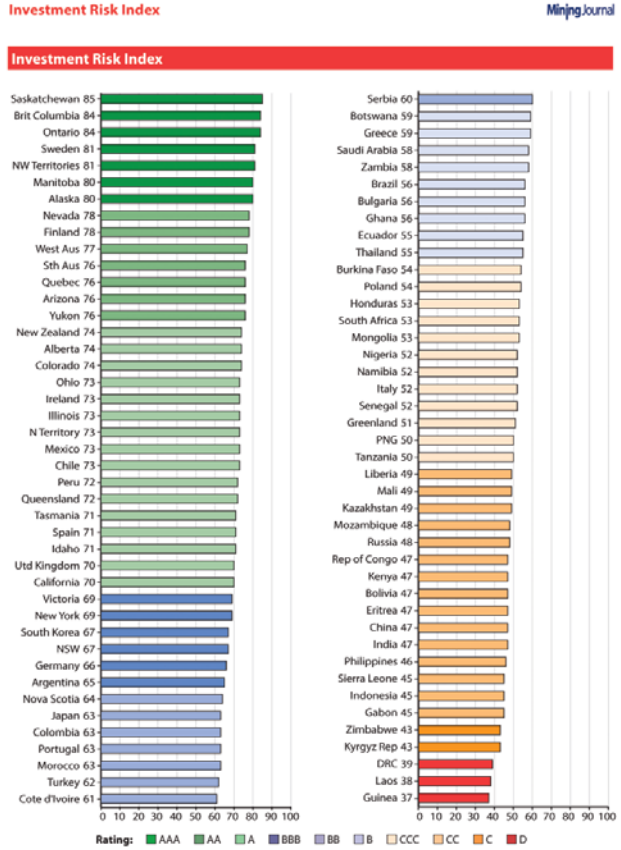
BY KEVIN WEEDMARK
 Saskatchewan has come out on top of a worldwide survey of jurisdictions for mining investment, and Manitoba comes in at number six in the world.
 Mining Journal has come out with its World Risk Report, which places Saskatchewan at the top and Manitoba at number six based on a number of factors, including legal environment, governance, social factors, fiscal considerations, and infrastructure.
 "The overwhelming conclusion from this research was North America, and Canada specifically, is the safest place to invest resources capital," according to the report.

"Five of the AAA-rated (negligible risk) jurisdictions were provinces of Canada, while six were North American."
 "Saskatchewan was the top-ranked jurisdiction overall, followed closely by British Columbia and Ontario."
 "Northwest Territories and Manitoba were the other AAA-rated Canadian jurisdictions and Alaska provided the U.S.' AAA-rated contribution. Only two of the 18 Canadian provinces and territories and U.S. states—Nova Scotia and New York—failed to register an A rating (low risk) or above."
 "The other regions associated with low-risk mineral investments—northern Europe and Australia—also produced mul-

iple A-plus jurisdictions. Sweden was the only non-North American jurisdiction to register an AAA rating and Finland was AA rated.

Jurisdiction	Rating	Legal	Governance	Social	Fiscal	Infrastructure	Total
Saskatchewan	AAA	83	93	93	64	86	85
Brit Columbia	AAA	86	89	90	63	88	84
Ontario	AAA	85	89	91	64	85	84
Sweden	AAA	71	93	79	81	94	81
NW Territories	AAA	80	88	94	60	64	81
Manitoba	AAA	80	83	91	60	82	80
Alaska	AAA	80	93	80	63	60	80

Above and left, detailed rankings from the Mining Journal World Risk Report.



WORLDRIKEREPORT feat. Minnerfutte ratings 2017 edition

Above: Mining Journal surveyed mining companies worldwide and concluded that Saskatchewan is the top jurisdiction in the world for mining investment and Manitoba is number 6 in the world.

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2017 Mining, Energy & Manufacturing

Sask rated high for mining investment

According to the Fraser Institute's 2017 Survey of Mining Companies, which evaluates 109 jurisdictions, Saskatchewan's mining investment attractiveness ranks first worldwide, Saskatchewan is singled out for several advantages including:

- High standards for environment, sustainable development and safety

- World-class research and development, led by the universities of Saskatchewan and Regina, the Saskatchewan Research Council, the International Minerals Innovation Institute and the Canadian Light Source synchrotron

- One of the world's largest exploration sample processing labs, with expertise in uranium and diamonds

- Central location with excellent transportation services to North American and offshore markets

- Firm commitment to enhance and sustain industry competitiveness

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- nine provinces that have a sales tax
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- 10% provincial income tax credit for sci-

- entific research and development expenditures
- Fuel tax rebate for mineral exploration
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2012 SPORTSMEN 242BH	fiberglass, bunks		\$17,500
2011 PROWLER 29RKS SOLD	2 slides, fiberglass		\$17,900
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2008 PUMA 28FOS	large slide plus bed slide		\$10,900
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2003 PROWLER 827-6S	fiberglass, large slide		\$9,750
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Canadians have a duty to truly understand energy issues

This nation needs a thoughtful dialogue on energy civics, because Canadians must become far more involved in the way energy policy is shaped and grounded in everyday life.



Bill Whitelaw

Wikipedia says: "Civics is the study of the theoretical and practical aspects of citizenship, its rights and duties; the duties of citizens to each other as members of a political body and to the government."

That would ring true for those Canadians who take more than a passing interest in the affairs of government and politics, and what it means to their lives. They take it as their civic duty.

Two words stand out: rights and duties.

But too many Canadians are prone to squawk loudly about the first and remain curiously silent about the second.

Yet rights and duties are inextricably bound together. In many respects, one requires the other to function.

Take this puzzling energy paradox as an example: Canadians will argue that they have a right to clean, abundant and low-cost energy. But rarely will they be curious about the duties required to support that right. Put bluntly, Canadians tend to be energy entitled. They often have no clue about the real costs—social, political, economic and even moral—of a sustainable energy economy.

It's downright confounding.

And it's landed Canada in what is a decidedly un-

civil energy discourse.

In a civil society, citizens are bound together—and function together—based on common interests.

Energy should be one of those collective interests. But it's not.

Canadians generally don't understand they have a duty to be informed about energy dynamics. Politicians, media, industry, non-government organizations—all the actors in our energy drama—have failed abysmally in making Canadians more energy literate and therefore more legitimately involved in the process.

The consequence of that ignorance? A polarization in important discussions that should bind Canadians together but in fact are tearing the nation apart.

Take the carbon dynamic. If there ever was a conversation Canadians should have based on knowledge and rational thought, it is about how best to work through the challenges (and opportunities) of creating a sustainable low-carbon economic model.

Canadians clearly think we have a right to a healthy environment. But turn to talk about the duties required to make that happen and things become a little murkier. The dynamics of duty are complex, to be sure, and

there is no one-size-fits-all model for Canadians.

But there is one common foundational plank. At its most basic level, the baseline duty is to be informed, certainly above what most Canadians could now legitimately claim to be in regard to energy.

But here we are, embroiled in carbon conflicts, and a great portion of the population appears functionally illiterate on the topic. The result is political polarization and an under-informed populace whose views ought to be shaping the discussions.

So politicians move forward on assumptions of what voters ought to want, rather than knowing. Activists do the same thing, based on what they think folks ought to want.

It all flows from a general failure of Canadians to do their duty: to be informed and participate in civil society. That failure creates a civics vacuum. And we all know politicians and activists abhor such vacuums.

At the same time, the energy industry rarely recognizes such vacuums proactively. It typically shows up late to the party. The result is an industry proclivity to lecture Canadians on how a robust energy sector facilitates and enables high-quality standards of living.

And that hardly constitutes the kind of thoughtful dialogue on energy

civics that is so badly needed in this country.

Bill Whitelaw is president and CEO at JuneWarren-Nickle's Energy Group.

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A spiral of failure when the drill bit doesn't turn

An old proverb makes connections where they seemingly don't exist to show that all actions have consequences, often unintended.

It starts with the loss of a single nail that affixed an iron shoe to a horse's hoof. The linking narrative builds from there.

Most often attributed to Benjamin Franklin, the proverb offers simple homespun logic, building to a powerful conclusion.

For want of a nail the shoe was lost
 For want of a shoe the horse was lost
 For want of a horse the rider was lost
 For want of a rider the message was lost
 For want of a message the battle was lost
 For want of a battle the kingdom was lost
 And all for the want of a horseshoe nail.

The proverb has morphed over the years to adapt to changing contexts and circumstances. But its underlying essence remains unchanged: little things can have big consequences and sometimes you have to work hard to connect the dots.

Just ask the thousands of Canadians and their families who are the human dots—and have been profoundly disconnected from the normalcy of being employed as Canada's oil and gas sector crashes and burns.

What's most frustrating for them is that Canadian politicians, while generally sympathetic, seem only vaguely aware of the consequences when drill bits don't turn. They



Bill Whitelaw

don't connect the human dots to the real consequences of an energy sector on its knees and the implications for the Canadian economy—and, therefore, ordinary Canadians.

The tough reality is that the men and women who run for public office, regardless of party affiliation, are generally well-intentioned but in matters of energy, frequently poorly informed. More often than not, they know little more than those who voted them into office.

And if Canada has a problem bigger than politicians without the credentials or experience to shape meaningful policy, it's a body politic that is woefully and shamefully ignorant of the complex energy dynamics that shape and define their world.

The catastrophic state of the nation's petroleum sector barely registers on most Canadians. They have no sense of the longer-term impacts it will have on their lives. Perhaps a requirement for citizenships should be a basic course in energy civics.

Our energy future is being shaped by individuals who

came to office with good intentions but bad energy backgrounds. For the most part, their source of energy intelligence and insights comes from bureaucracies too often suffering from their own energy myopia.

It opens up the very real possibility that political action and policy creation will produce consequences diametrically opposite of the intended objectives. (Current debates over carbon pricing and carbon taxes are perhaps the most useful example at the moment.)

In the spirit of the proverb's flexibility over time, here's a contemporary variant that remains true to the original theme. It will certainly resonate for the thousands of Canadians who today bear the consequences of the profound collapse of Canada's oil and gas sector—those who know well what happens when the drill bit doesn't turn.

For the want of a bit the well was lost
 For the want of a well the job was lost
 For the want of a job the career was lost
 For the want of a career the family was lost
 For the want of a family a sector was lost
 For the want of a sector an economy was lost
 And all for the want of a drill bit.

Many Canadians would be happy if at least one politician understood the simple, undeniable logic of this updated version.

Bill Whitelaw is president and CEO at JuneWarren-Nickle's Energy Group.

Saskatchewan mining facts

In 2015, Saskatchewan produced 11.1 million tonnes of potash with a sales value of \$6.1 billion. In 2014, potash production and value of sales were 10.3 million tonnes and \$5.7 billion, compared to 9.7 million tonnes and \$5.6 billion in 2013, and 8.8 million tonnes and \$6 billion in 2012.

Since 2005, the industry has committed over \$20 billion for the development of expansions and new potash mines in Saskatchewan. The expansions will nearly double the province's potash production capacity.

Potash production in Saskatchewan has been continuous since 1962 when Mosaic completed its K-1 mine at Esterhazy.

The potash reserves in Saskatchewan are massive. By conservative estimates, Saskatchewan could supply world demand at current levels for several hundred years.

The Saskatchewan potash industry typically accounts

for approximately 30 per cent of world production, and directly employs over 5,100 people, while contributing to the livelihood of thousands more.

All of Saskatchewan's current potash producers make sales destined for all markets outside North America through Canpotex, a Saskatoon-based marketing company owned by its member companies.

The United States typically accounts for approximately 45 per cent of Saskatchewan's potash exports. Latin America and the large Asian offshore markets of China, India, Japan, Malaysia, Korea, and Indonesia make up most of the remainder of Saskatchewan's potash exports. High-quality, economically mineable deposits of both potash and uranium are currently produced in relatively few jurisdictions in the world. Canada, Russia and Belarus together account for just over two-thirds of global potash production, and Kazakhstan, Canada and Australia produce two-thirds of the world's uranium.

Saskatchewan has the largest high-grade reserves in the

world for potash and uranium.

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Sask mining facts

PotashCorp Rocanville and Mosaic Esterhazy are the world's two largest potash mines. K+S Potash Canada GP is developing the first new greenfield potash mine built in Saskatchewan in nearly 40 years. BHP Billiton continues to advance the underground potash project near Jansen with potential initial production by 2020.

In 2013, Saskatchewan produced 100 per cent of Canada's primary uranium, representing 16 per cent of the world's production from two operating mines—McArthur River and Eagle Point. This is a decrease from 2005 when Saskatchewan production represented 28 per cent of global production.

In the first quarter of 2014, the Cigar Lake Uranium Mine commenced production, with the first shipment of ore being delivered to the McClean Lake mill. Canada's mineral production was valued at \$44 billion in 2013. Potash, coal and iron ore were the leading commodities by value of production.

In 2013, 15.8 million tonnes of potash was produced from 10 potash mines in Saskatchewan, including eight conventional underground mines and two solution mines. PotashCorp owns and operates five mines (Rocanville, Allan, Lanigan, Cory and Patience Lake). The Mosaic Company owns and operates four mines (Esterhazy K1 and K2, Colonsay and Belle Plaine) and Agrium owns and operates one mine (Vanscoy).

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Revenue from public offerings for petroleum and natural gas rights surpasses previous fiscal year's total with two sales remaining

October's public offering of Crown petroleum and natural gas rights in Saskatchewan on Tuesday benefited once again from sustained interest by the industry in the province's consistently attractive southeast region, generating \$19 million in revenue.

With two sales remaining, the current revenue for the 2017-18 fiscal year is now \$51 million, surpassing the previous fiscal year's final total of \$50 million.

"Along with increases in provincial drilling forecasts, this is an indicator of a noticeable upward trend in Saskatchewan's resilient oil patch," Energy and Resources Minister Nancy Heppner said. "As this key economic sector continues its ongoing recovery, Saskatchewan will continue to provide a stable, competitive and responsible investment climate for energy resource development that ranks among the best in the world."

Nineteen exploration licences west of Estevan received bonus bids totalling \$17,096,387.88 for 112,567.917 hectares.

Four companies were successful in acquiring these licences: Scott Land & Lease Ltd. bid \$7,944,214.74 for seven exploration licences totalling 41,342.894 hectares; Stomp Energy Ltd. bid \$5,554,245.22 for five exploration licences totalling 22,953.888 hectares; Plunkett Resources Ltd. bid \$3,266,731.67 for five exploration licences totalling 42,249.382 hectares; and Lexterra Land Ltd. bid \$331,196.25 for two exploration licences totalling 6,021.75 hectares.

These parcels are prospective for multiple targets including the Ratcliffe Beds of the Madison Group and the Bakker, Torquay, Birdbear, Winnipegosis and Red River Formations.

Synergy Land Services Ltd. bid \$575,475.81 to acquire a 259,004 hectare lease located southeast of Lloydminster. This parcel is prospective for heavy oil in the Mannville Group.

The next public offering of petroleum and natural gas rights will be held on December 5, 2017.



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Sask applies for intervenor status on TransMountain Pipeline

The Attorney General of Saskatchewan, concerned a British Columbia municipality is holding up a project that would create thousands of jobs for Canadians, has applied for intervenor status in the Trans Mountain Pipeline proceedings currently before the National Energy Board.

"We are disappointed the City of Burnaby is deliberately slowing down an important project for an industry that is only now recovering from the severe slowdown caused by low oil prices," Justice Minister and Attorney General Don Morgan said.

"Saskatchewan has consistently taken the position that once an interprovincial pipeline has been approved by the federal government,

provinces and municipalities should not be able to interfere."

On October 26, 2017, the law firm representing Trans Mountain Pipeline filed a Notice of Motion and Constitutional Question with the National Energy Board, and served it on all Canadian Attorneys General.

The Constitutional Question alleges that the City of Burnaby has refused to issue permits to Trans Mountain that are required under its zoning bylaw and tree bylaw and that this has resulted in unreasonable delays in completing the project.

The pipeline is clearly an interprovincial project that falls under federal jurisdiction by virtue of The Constitution Act, 1867.

Trans Mountain has asked

that written submissions on this issue be provided to the National Energy Board by Monday, November 6, 2017. Saskatchewan has asked the board for an extension on this.

"Our government will continue to advocate for an expansion of pipeline capacity

across Canada," Morgan said.

"Our energy companies need to get their product to tidewater to ensure they receive the best price possible. All Canadians benefit from a thriving energy sector, including the citizens of Burnaby."



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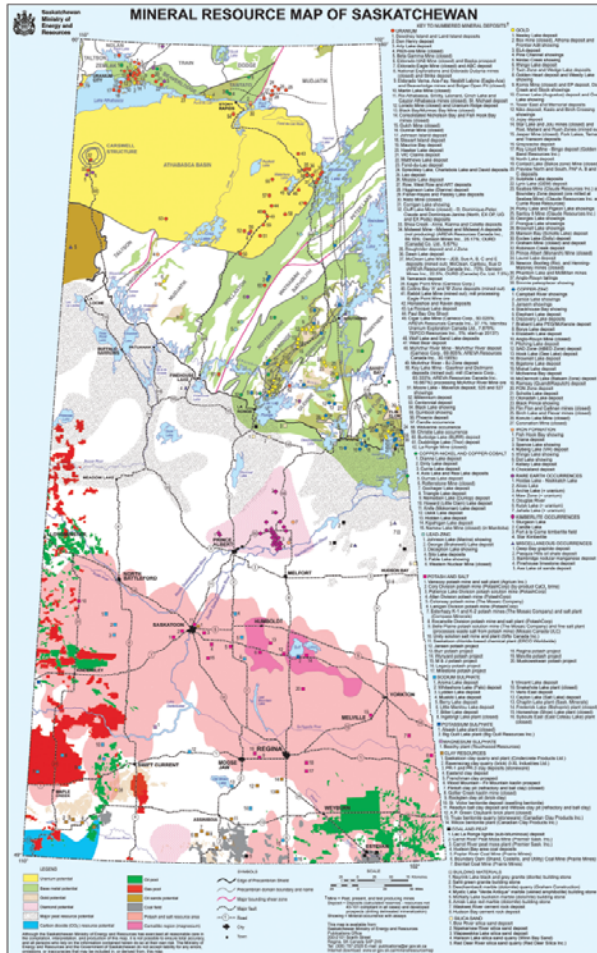
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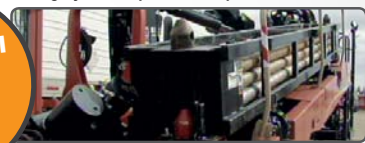
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'Nobody is going to be Brad Wall'

Beaudry-Mellor says next premier will have a hard time filling premier's shoes

Tina Beaudry-Mellor is one of the candidates for leadership of the Sask Party. The party will select its next leader—and Saskatchewan's next premier—in January. Beaudry-Mellor travelled to Moosomin recently and sat down with World-Spectator editor Kevin Weedmark for an interview.

You are not as well known as some of the candidates. Can you tell us a little bit about yourself?

My mother worked for the RCMP for many, many years. My father was a tradesman in the construction business and so we moved a lot when I was a young child, landing in Regina when I was in grade four. My dad's idea of daddy-daughter day was cleaning job sites, so I come from that kind of background. My grandfather was a beer salesman for Molsons. His partner was George Reed when he retired from football. So I had working class roots. I did have a small consulting business. I did quite a bit of work for the government on the surgical wait times initiative, trying to streamline that to get our wait times down. Also on the immigrant nominee program back about five or six years ago when we were having a really hard time getting truckers for a lot of our trucking businesses, and so the processes there were just so onerous—employers could not get them. I have also been a political scientist at the U of R forever, and probably the only moderate political scientist at the U of R. I chaired the last Sask Party convention and MC'd the last premier's dinner before last. I am largely urban, but I spent my summers picking rocks like many kids.

You are a fairly new MLA. What made you take that leap into electoral politics?

Back in 2006-07, when I was teaching, I was writing all kinds of reference letters for my best and brightest students to go somewhere else.

One of the things that the Sask Party was really committed to was keeping young people in the province and that attracted me.

I also started bringing students to the legislature for budget day and for the speech from the throne and I was continuously surprised in the social investments. I was surprised when we were announcing things like investments in families who had kids with autism and those sorts of things—they weren't heartless. Those two things made me start to think this party is really onto something, and so I decided to run eventually because you get to a point in your career where you really want to get more people engaged and interested in politics, and you can only do that so much from the so-called ivory towers. So you need to get out, and that was the reason I ran. And there was a new constituency that was developed as the result of the boundary redraws, and so I decided to run. It was the party for me because it is a balance between fiscal conservatism, but also those policies that have heart and interest in young people, which is a particular area of passion for me.

As a relatively new MLA, why did you decide to run for leadership?

A couple of reasons. One, I think it is important to me that we see women in leadership roles. It is not a quota thing; I am not a fan of quotas. But if we do want to see women run, we should probably step up. Second thing, I think I have some value to add to this conversation. I think it is important for our party. We have always been a big tent party and I would like to see that continue. We have just lost two by-elections in a row, losing fairly substantially in the last one. I don't want to see that trend continue. I think I can bring a lot of young people into our party if we are talking renewal. I think engaging young people and people who maybe never had a party membership before. I want to do those two things—broaden the conversation to make sure we have that balance we have always had, and secondly to bring some new people into the party, and we have some energy in this race. That is my value add. Even if I am not successful at the end of this, if I do those things our party will be better for it and that is my aim.

Brad Wall has been a very popular premier in rural Saskatchewan, and for many he is synonymous with the Sask Party. What does the next leader of the Sask Party have to do to maintain that popularity?

First of all it is important to note that nobody is going to be Brad Wall. I have been watching politics for a very long time and people like that are rare. He is a very rare, extraordinary communicator, very relatable with the public. He has been an extremely strong advocate not just on the Saskatchewan stage but the Canada and world stage on a number of issues.

The next leader is going to have to do that still. We definitely still need to have a voice in terms of the carbon tax, on the proposed federal tax changes on small businesses, which is very, very dangerous for many people—it is a concern for many.

I think those things will have to continue and I think you will find that all Sask Party candidates are on the same page. We are also all of the same page economically—there will be very little variation between us. We all believe that the economy is what allows us to invest in the quality of life for people.

The next leader is going to have to think outside the box and try to bring new people into the party. The face of Saskatchewan is changing. There is a combination of continuing the things the premier had done and done really well, and still having enough energy to have a refresh for the party and look at the next 10 years by bringing another generation into the Saskatchewan party.

What are the qualities that the next Sask Party Leader needs to have?

Be relatable, be able to listen to people across the province and be able to be responsive to that. One of the things I have always admired about the premier is that he is humble and he is capable of admitting a mistake and saying 'okay we made a mistake on this and we have heard the people and we need to



World-Spectator editor Kevin Weedmark interviews Sask Party leadership candidate Tina Beaudry-Mellor at the World-Spectator office in Moosomin recently.

do something about that,' and he has done that on numerous occasions.

I think some people criticize that but I think it is the mark of the humble leader, which he is pretty extraordinary at.

Having a hand on the economy is also very important, but the premier has also had a heart. I have seen him on the disability piece—it is very near and dear to him.

What are the biggest issues the next premier is going to have to tackle?

The carbon tax, proposed small tax changes by the federal government, I'm hearing a lot about that on farms. It is tough to exit farming as it is, but the succession planning piece that will be impacted by the federal tax changes is pretty significant.

The same is true for multi-generational family businesses. In my city there are a lot of Greek families who own restaurants and everybody (in the family) works in the restaurant, and so they will be impacted by this.

We are going to have to deal with the GTH. It has been a trust issue and we still hear about it on the doorstep. The RCMP investigation is happening right now. I would like to see a public inquiry following the investigation. I think there are enough questions in the public that we need to shed a light on them in order to turn the page and start fresh. Trust is very important in politics. I think that if we have some openness about that issue and have a public inquiry about that issue, I think that is an important step for us as a party to restore some trust and that brand of trust that the Sask Party has always had.

Agricultural issues will always be important as well as trade issues, so the NAFTA piece and some of the discussions Trump has been having around NAFTA.

I think Saskatchewan is positioned to be a western economic powerhouse. We have the election of the Green/NDP party in B.C. We have the NDP party in Alberta, and in Manitoba, well I have many friends in that government and I don't get a strong sense of a vision there. Saskatchewan is well positioned to be a real economic powerhouse if we leverage that forward. The premier has done an excellent job of creating networks in Washington so much that he could get into places that the federal government could not get into in the last negotiation. That is going to be an issue because we are a trading partner.

I would say that we need to do something in the urban areas because we just can't continue to lose seats in urban environments so we are going to have to speak to some of the urban issues as well as rural.

Why did you decide the PST decision needs to be revisited?

I have been hearing about it tons. Following the budget in March I heard quite a bit about it from insurance brokers and individual policy holders.

One of the things that I didn't truly realize until I got out onto the campaign trail and spent some time out on farms in Saskatchewan, I didn't realize the extent to which farmers are consumers of insurance products. And when you begin to have those conversations you realize that they have multiple vehicles, crop, hail, life, disability, the list could go on. When you are looking at all of those together, some are estimating it is a \$30,000 hit. That to me says a couple things. One, at this time with plummeting resource prices we really shouldn't be saddling our agricultural sector with an additional tax burden when they are shouldering our province's economic growth, that is the first thing. The second thing is, as the former Minister of Social Services I can tell you that I'm morally opposed to penalizing people for doing the right thing and trying to prevent their families from falling into hardship, and those things brought me to that decision.

What kind of response are you getting to that announcement?

Very favorable. People are really pleased to see it. We released a video today. I think our aim in that video was to explain it to people that may not understand why it is such a big issue. I am hearing some very positive feedback. You might have seen there was also an Insightrix poll that was done that shows about 78 percent of people in Saskatchewan are opposed to (the expanded PST), and so people are quite excited about that, at least that they feel like they are being heard on the issue and that is the most important thing.

What sort of things are you hearing now that you are out and about with people?

Definitely the GTH issue is on people's minds. There are some concerns about education.

I am definitely hearing concerns from producers about their ability to access American markets with NAFTA with President Trump, and I'm hearing some concerns about health care, although not as much.

There are some concerns in rural Saskatchewan about the amalgamation of the health regions, although many would say they are not unhappy to see the bureaucracy go, the CEO's of all those health regions go. They are just worried about having a voice in terms of those things.

Economic growth is the number one thing for people, and people want to make sure we continue to fight the carbon tax, and definitely the number one issue on people's minds right now is the federal tax changes.

Does the provincial government have a role in trying to directly foster economic development?

Absolutely. Let me give you a couple of examples. This is something the premier has started and I think it is really important. We can either create a climate that is positive for investment or not through a number of things we do. One way we can do that is we have been lobbying for several years to have direct flights out of Regina so we can get head offices here and attract head offices to Saskatchewan and create head office jobs here. That is a very important role the government can play. I think we need to get out of the way on a number of things but there are places we can advocate and that is certainly one. The NAFTA piece, the carbon tax is another one. Government should not be competing with private business when ever possible, but we can advocate to create a climate that is positive for investment, and we should be.

How has your campaign been going so far?

We are trying to run a bit of a different campaign than some of the other campaigns. I'm not going to disparage any of my colleagues because I am really pleased, actually. I think we have great candidates across the board and that is good for us. We are all slightly different, which means we are all speaking to slightly different groups, which is good for our party. We're running a slightly different campaign.

We're trying to be a little bit more grassroots with our approach. Definitely we are a small organic kind of team going on and having a lot of one-on-one conversations with people. We are trying deliberately to go to new people and not the same sort of people that we have historically gone to. I think that is different. I am starting to feel that it is getting some traction. I think all the campaigns are going well.

What I can tell you is that I think the Sask Party has a new energy right now. And while I was extremely sad when the premier announced he was leaving, as this campaign has gone on, I realized it was brilliant in terms of just being able to re-energize and get us back out to the people following a really difficult budget that had a lot of people angry or demoralized.

This leadership race has done a lot to get us out into communities, which is really important, talking to people and hearing from them and trying to regroup and I think it was brilliant in terms of that perspective. I think all of the campaigns are doing well in that sense.

How will you determine the success of your campaign? Is it simply if you are the next premier, that's success, and anything else is failure, or are there other goals?

My value add in this process is I want to run a slightly different campaign than everybody else.

I want to bring in some new people. I want to engage the youth.

I want to bring some people back that may have left us. I want to keep the policy debate broad enough so that we can make sure that we don't lose any more of our urban seats and that our party remains a big tent.

If I can do all those things at the end of this, then I have added value to our party and that is the most important thing. Even if I am not successful in the leadership I'm going to feel very, very good about this campaign.

Why the flu shot matters



Kara Kinna

Flu season is here. As winter begins to peek through the door, we suddenly find ourselves bumping into sad looking, sore throated, sniffing people in our workplaces, on the street, at home and at school.

When we live in a place with a climate like the Prairies, people accept these symptoms as a simple fact of life. The weather changes and seasonal viruses begin to make their rounds. As the winter deepens and our bodies run low on Vitamin D, it's not uncommon for some pretty nasty viruses to lay people low for a few days, or even a few weeks in some cases, as these viruses can often lead to other more serious problems, like bronchial infections that can last for extended periods of time.

So why do we put up with this? After all, there are free flu shots offered every year at local clinics, and the flu hits us like clockwork every fall and winter. Wouldn't it make sense for every prairie person to roll up their sleeves each fall and suffer a tiny pinprick and suffer a little less misery over the winter months?

If you're like I was a few years ago, you probably don't worry about getting a flu shot. Until a few years ago, getting a flu shot didn't even cross my mind. Why? A few reasons.

I was young and healthy and didn't feel I needed it. Besides, I didn't want to take time out of my busy week to get poked by a needle. Also, I paid little heed to the warnings about the flu, as being fairly healthy, even if I came down with the flu, I found myself recovering within a few days.

It wasn't until the year that H1N1 hit—a particularly sticky and persistent bug—that I finally got sick of being sick, and I decided I would try a flu shot.

Not everyone has the same experience, and the flu shot is not a 100 per cent guarantee that you will never get the flu, but after one year of getting the flu shot, I will never go without it again. After years of thinking it was normal to feel crummy off and on over our long Canadian winters, it was the first winter I felt great. I got the flu shot again the next winter, and again I avoided the symptoms I saw in others around me.

I decided to make the flu shot an annual staple in

my life, as it was nice not to suffer from the draining effects of the flu (winter is long enough!), plus it was simply convenient not to have to worry about illness laying me low when I was busy.

I have become a big believer in the flu shot since then. Aside from my own health, I began to think of others. Millions of Canadians come down with the flu each year. Although most of them recover completely, an estimated 4,000 to 8,000 Canadians—mostly seniors—die every year from pneumonia related to flu. Many others may die from other serious complications of flu.

I'm still fairly young and healthy, but why not take advantage of a free flu shot which will help me avoid passing this virus on to someone who might not be so young and healthy.

In fact, you don't have to be ill with the flu at all in order to carry the virus and pass it on to someone more vulnerable.

There are a lot of myths and misconceptions surrounding the flu shot, including the often voiced opinion that it doesn't work.

The flu shot is considered 70 to 90 per cent effective against the most common strains. There are many studies that show that vaccination significantly lowers the risk of getting the flu, and reduces the risks for pneumonia, hospitalization, and death in elderly persons.

And why wouldn't it? We have been vaccinating for various diseases for more than a hundred years now, and in countries like Canada, where we have a strong health care system, many diseases that still exist in the

third world have been eradicated here. While the flu virus changes year to year, we can't eradicate it, but we can use vaccination to keep it at bay each year, and minimize the damage it does.

So far, we've been fairly successful at keeping the flu under control. Flu vaccination began in Canada in earnest in the 1940s. Consider what happened before that. In 1918, the Spanish flu pandemic killed 50 million people around the world, including an estimated 30,000 to 50,000 Canadians. The Spanish flu has been described as "one of the most dramatic events of medical history" and "the greatest medical holocaust in history."

Because of vaccination, even when a particularly bad strain of the flu make the rounds, it will likely never kill that many people again.

I am a strong believer in science over superstition, so here are a few basic facts about the flu vaccine that may help dispel a few of the myths out there:

- The flu vaccine cannot give you the flu. The flu vaccine contains inactivated viral proteins (in other words, the viruses are not live), so it is impossible for the vaccine to cause the flu. If you had the vaccine and got sick within the first couple of weeks, it is probably because the vaccine had not yet triggered an immune response. It takes about two weeks for the vaccine to become effective.

Consider the fact that the flu is highly contagious and spreads easily from person to person, and that the bug you carry could make its way to someone who really can't battle the

virus adequately. And besides, Canadian winters are long enough. If we can avoid the misery that the flu causes every year, then that has to be a good thing.

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NOVEMBER			
17	FRIDAY	BRED COW	11:30 A.M.
20	MONDAY	BUTCHER SALE	9 A.M.
22	WEDNESDAY	PRESORT FEEDER SALE	10 A.M.
24	FRIDAY	BRED COW	11:30 A.M.
27	MONDAY	BUTCHER SALE	9 A.M.
29	WEDNESDAY	PRESORT FEEDER SALE	10 A.M.
DECEMBER			
1	FRIDAY	BRED COW	11:30 A.M.
4	MONDAY	BUTCHER SALE	9 A.M.
5	TUESDAY	NO BORDERS CHAROLAIS FEMALE SALE	9 A.M.
6	WEDNESDAY	REGULAR FEEDER SALE	9 A.M.
8	FRIDAY	BRED COW	11:30 A.M.
11	MONDAY	BUTCHER SALE	9 A.M.
12	TUESDAY	BONCHUK FARMS SIMMENTALS PRODUCTION SALE	9 A.M.
13	WEDNESDAY	REGULAR FEEDER SALE	9 A.M.
15	FRIDAY	BRED COW	11:30 A.M.
18	MONDAY	BUTCHER SALE	9 A.M.
20	WEDNESDAY	REGULAR FEEDER SALE	9 A.M.
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Pipeline Foods has purchased the grain elevator at Wapella along with an elevator at Gull Lake and another at Lignite, North Dakota to source organic grain. Work is under way to reconnect the elevator to the CP main line to be able to ship by rail.

Wapella elevator part of organic grain network

BY KEVIN WEEDMARK
Wapella is one of three communities in southern Saskatchewan and northern North Dakota where Pipeline Foods will source organic grains.

Pipeline Foods has purchased elevators at Wapella and Gull Lake, Saskatchewan, and Lignite, North Dakota, just south of North Portal.

Wapella, a 3,500 metric tonne facility, and Gull Lake, a 4,000 MT facility, will each serve as a primary collection point for Canadian organic grain originating in their regions (southeast and southwest Saskatchewan, respectively).

Pipeline Foods will store, screen and blend grains including barley, corn, rye, flax, lentils, oats, peas, soybeans and wheat, and then ship via truck or rail.

"These investments help Pipeline Foods move quickly toward our vision of building a more sustainable organic supply chain in agriculture," said Eric Jackson, CEO of Pipeline Foods.

"The Wapella and Gull Lake grain elevators place us right in the heart of Canadian organic grain production, provide a new channel for farmers to do business, and allow us to connect this grain supply with food companies and manufacturers across the U.S."

Both facilities are certified organic through Pro-Cert, which is accredited in both the United States and Canada. They are each forecasted to move an estimated 25,000 MT in 2018, with increasing capacity expected after initial capital investments are made this year.

Wapella and Gull Lake are located along the Trans-Canada Highway and the Canadian Pacific Railway, providing inbound and outbound truck and rail shipping options.

Pipeline's purchase of the Wapella facility includes installation of the main line rail switch, reconnecting the facility to the Canadian Pacific Railway after being out of service for over 15 years.

"We are very excited to have Pipeline Foods take over the elevator in Wapella, and about the return of trains rolling through town to pick up grain cars," said Sandy

Hintz, Mayor of Wapella.

"Pipeline Foods has already been very supportive of community fundraisers and projects. The addition of staff at the elevator will create more support for our local businesses, and Pipeline Foods' big investment in infrastructure will create additional tax revenue for our town."

Neil Juhnke, Pipeline Foods' Managing Director of Assets and Operations, said the company got its start earlier this year.

"We're a relatively new company," he said in an interview Thursday. "We were funded and formed in February of 2017. The development work leading up to that was in excess of nearly a year ahead of that. We were working on the concept and putting plans together ahead of that point."

"We are growing rapidly. We are just over 40 employees already. We are focusing on non-GMO and organic supply chain development in North America and we also have a South American office, too."

Who does Pipeline Foods supply product to?

"Our end customers are widely ranging from individual organic cattle or poultry farmers to some of the major multinational food companies with organic product lines," says Juhnke.

He said the three elevators are the start of an elevator network.

"It is the start of a network. We benefitted from having one of our founding members be an organic farmer in southwestern Saskatchewan. The gentleman's name is Jason Charles and we acquired his consulting business at the beginning of our development, which gave us a head start on the Canadian organics picture. Buying the two elevators in Saskatchewan and one in North Dakota enabled us to provide delivery points for Canadian organic farmers and aggregate, screen, blend and clean those grains and deliver it to our customers via rail. Bringing efficiency and scale to the industry and hoping to see the organics in that region, organic acreage and production ramp along with our commitment to the industry."

Juhnke said the company

is already sourcing grain at the three elevators, and business is going well so far.

He said Pipeline Foods is making a significant investment in the Wapella plant.

"It's fairly significant," he said. "We had to fund the re-installation of the rail switches and we have updated the facility to modern safety standards and we are installing a modern screening system as well. We are making an investment."

He said product will be shipped from Wapella by both truck and rail.

"Wapella will be a combined facility," he said. "Some of the production will be shipped by truck to Canadian destinations, but the majority will be headed to the U.S. by rail."

Pipeline Foods currently employs three people at the Wapella elevator.

Juhnke says he sees lots of potential growth in organic grains.

"I see significant growth," he said.

"The demand from the consumer side in the U.S. at least is the only portion of the food sector that is growing in double digits."

"Some of the mainline and big companies report that their overall top line is stagnant to slightly declining while they report their organic sectors are growing at double digit rates from 12-15 percent."

"We would like to see—with the investment we've made and giving organic farmers ready access to delivery points and other tools, contracting tools and such—we would like to see organic acreage grow at a similar pace."

Elevators sited near organic production

Juhnke said Wapella was chosen as an elevator site as

it is close to a lot of organic production.

"There were a combination of factors," he said.

"It was mostly geographic—needing to be close to the concentration of organic acreage already in production but also give us some diversity in terms of rail service."

Where does Juhnke see his company's elevator network five to ten years from now?

"On that scale, five to ten years, we would anticipate the potential for organics to be shipping in larger car groupings—maybe 54 car groupings or even shuttle groupings."

"I wouldn't be surprised if you see further investment into the facilities that we have already bought in terms of additional storage and maybe track capability and potentially further investment in additional facilities as well."

Potential for more development

Juhnke said he sees potential for further development of businesses dealing with organics in the immediate area.

"I think there is potential," he said. "Saskatchewan is well known for its ability to produce multiple specialty commodities. We are—in the early stages of our company—focusing on the main organic commodities which are milling wheat and durum of several grades, but I think with the specialty commodity capability that Saskatchewan provides, you never know what might be appropriate to further invest in, whether it be value added processing or other specialty commodities, organic or otherwise."

"We feel very welcome in Saskatchewan and are glad to be doing business in the province."

Continued on page 43



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Wapella elevator part of organic grain network

Continued from page 41

Organic production growing in Sask.

Organic grain production has grown steadily in southern Saskatchewan, largely in response to consumer demand for organic grains, and supported by the diverse crop rotation in the region.

Organic cropping benefits from weed and pest control without the use of synthetic inputs due to a more diverse, longer crop rotation.

"Our expansion through these two facilities (in Saskatchewan) will enable Pipeline Foods to cultivate closer

relationships with producers, ensure a clean and transparent supply, and ultimately offer better value for our customers," Pipeline Foods CEO Eric Jackson said.

Too small for traditional crops

Pipeline Foods has also purchased an elevator at Lignite, North Dakota. "The elevator at Lignite is an old facility which is too small and inefficient for conventional crops in today's market, and most similar elevators have already been closed and torn down," said Folske.

"Transitioning that facility to handling organic grains

should mean that it has a viable future for years to come, with corresponding jobs and property taxes for the city of Lignite and Burke County."

Pipeline Foods is pursuing opportunities to invest \$300 million to \$500 million over the next three to five years to build its supply chain.

Pipeline Foods is actively buying all classes of organic wheat, pulses and oats.

With headquarters in Minneapolis, Minnesota Pipeline Foods is a global organization developing sustainable supply chains in agriculture with a focus on non-GMO and organic grains, oilseeds and ingredients for food and feed.

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