



Development Issue
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Mining, Energy & Manufacturing
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Plain & Valley

Covering Southeast Saskatchewan and Southwest Manitoba



Kevin Weedmark photo

Growing Communities

Communities across southeast Saskatchewan and southwest Manitoba have been growing, and have much more potential. The town of Moosomin, above, is leading the region in growth, according to the 2016 census, growing at 10.4 per cent.

Lots of development potential in SE Sask, SW Man

With oil, potash, pipelines, manufacturing, and a solid agricultural base, there is a lot of development potential in southeast Saskatchewan and southwest Manitoba.

Drilling is starting to pick up across the region, but the potential of the Bakken formation is just beginning to be tapped.

The Petroleum Services Association of Canada is forecasting a major increase in oil and gas activity in Saskatchewan. The association is forecasting 2,670 new wells will be drilled in Saskatchewan in 2017, up from 1,940 in the original forecast for this year.

The Bakken formation in southeast Saskatchewan is estimated to hold 1.4 billion barrels of marketable crude oil and 2.9 trillion cubic feet of natural gas, according to Canada's National Energy Board in a report.

Crude has been produced from conventional reservoirs in Saskatchewan since the mid-1950s, but over the past decade the oil industry has shifted toward unlocking shale oil and gas using unconventional horizontal drilling and multi-stage fracking techniques. The joint assessment by the NEB, the Canadian oil and gas industry regulator, and Saskatchewan's ministry of economy is one of the first attempts to assess the potential of the Bakken formation in Saskatchewan.

Potash expansion continues in the area. PotashCorp Rocanville has completed its \$3 billion expansion and Mosaic Esterhazy is in the midst of a multi-billion dollar

expansion with its K3 potash project.

Both of these projects are adding solid, long-term jobs to the local economy. PotashCorp and Mosaic between them directly employ about 2,000 people at their Rocanville and Esterhazy operations—about 1,270 at Mosaic and 750 at PotashCorp.

If regulatory hurdles can be cleared, pipeline projects proposed for the area include Energy East, which would include a tank terminal at the Moosomin Trans-Canada Compressor Station and a feeder pipeline from Cromer to Moosomin, and the Upland Pipeline, which would carry

North Dakota crude from Williston to the Moosomin Compressor Station.

If Energy East goes forward, it will be a major project for the area.

The \$7.5 billion Line 3 replacement project along the Enbridge right-of-way has been approved. Work may start on the part of the project in eastern Saskatchewan and across Manitoba in August 2018..

Manufacturing is also an important part of the local economy.

Zero-till air seeder manufacturing company Seed Hawk continues to grow from their original roots, a southeast Saskatchewan factory in Langbank.

Started up in 1992 by Pat Beaujot, who inherited his family farm in Langbank, and wanted to create a better air seeder, Seed Hawk has grown from a small family business, selling seeders to small farms in the region, to a massive manufacturing plant with annual sales in the \$80 million range.

The manufacturing plant in Langbank now has 250 employees, and over 2,000 air seeders in the field. In 2006, they partnered with a Swedish manufacturing company, Väderstad, to increase their reach into the European market, and in 2013, Väderstad bought 100 per cent of Seed Hawk shares. Now the two companies share dealerships in 40 countries, and have 50 in North America.

Many communities in the area are growing as a result of these industries, and there is a lot more growth potential on the horizon.



The proposed Energy East pipeline project would include a tank farm at the Moosomin compressor station and a feeder pipeline from Cromer to Moosomin.

Town of Moosomin



Strength In Diversity

Diverse Population • Diversified Economy • Boundless Opportunities

The town of Moosomin is a progressive community of 3,200 people on the southeastern edge of Saskatchewan.

Moosomin is surrounded by rich farmland, oil, and potash mining industries which help make our economy vibrant.

Moosomin offers a wide variety of business and professional services and has a strong Chamber of Commerce. A newly formed economic development committee aims to develop local entrepreneurs as well as recruit outside businesses to locate to our community.

The town has a tax incentive program providing a year free of taxes on new construction valued at \$150,000 and over.

Our recreation facilities are second to none! We have city grade facilities available in a small town. We offer a full selection of recreation including, football, minor ball, hockey, soccer, dance, gymnastics, figure skating and more.

For visitors we offer three new hotels perfect for hosting sports teams or conferences, a museum, rodeo, and Moosomin Regional Park, which hosts an annual fireworks competition, camping, boating and fishing in the summer, and ice fishing in the winter.

Moosomin is a safe, healthy place to live, work and play.

"This is the place to do business in Saskatchewan."

—Josef Tesar, Owner of Motel 6

"It's a good place to build and develop a dealership."

—Bob Mazer, Mazergroup

"Moosomin is a central point . . . that's where you want to be."

—Ron Kaban, vehicle dealership owner

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twn.moosomin@sasktel.net
Larry Tomlinson, Mayor
Paul Listrom, Administrator



- Located at the centre of three massive industries: oil, potash & agriculture.
- Commercial development land available.
- Billions of dollars of new investment within 20 miles.

COMING SOON:

- TransCanada PipeLines
- Energy East Tank Terminal
- MazerGroup Implement Dealership
- Borderland Co-op new 25,500 square foot Home Centre
- Tim Hortons Outdoor Eventplex
- Chrysler Dodge Dealership
- New Expanded Mazergroup Dealership

NEW AND EXPANDED BUSINESSES IN RECENT YEARS:

- Canalta Hotel
- Motel 6
- Best Western Plus Motel
- Pipestone Villas Phase I and II
- Eastgate Business Park
- Sharpe's Soil Services expanded fertilizer plant
- Flaman Sales & Rentals
- Tim Hortons
- A & W
- Subway Restaurant and Strip Mall
- New Celebration Ford Dealership
- Zaylies Furniture and Appliances
- Klassen Water & Ice
- PotashCorp Sportsplex at Bradley Park
- Parrish and Heimbecker new 35,000 square foot fertilizer facility
- TJ's Pizza

Moosomin Chamber of Commerce

306-435-2445

Kevin Weedmark, Secretary
Janelle Davidson, Treasurer





Town of Moosomin:

Town offers tax incentive for commercial construction

The town of Moosomin is offering tax incentives for new commercial construction for the next three years.

The new policy came into effect on April 1 of this year.

Under the policy, new commercial building construction, and additions to commercial buildings with a building permit value of \$150,000 or more, will have all property taxes on the value of the new building or the addition cancelled for the first year the building is complete.

The proposal for the tax incentive came from the town's economic development committee. The committee is chaired by Councillors Ron Fisk and Jason Miller, and includes some community members.

Councillor Ron Fisk said he believes the tax incentive will be a valuable tool for attracting businesses to the community.

"Having an incentive available for commercial development is a way to help offset the high cost of construction that a new business is faced with by not having to pay property tax in their first full year of operation," said Councillor Ron Fisk.

"It also is a way the town can show a new business how much we want them here without spending tax dollars, it just delays collecting taxes for one year from the new or expanding business.

"Moosomin is fortunate to be located in the centre of such a diverse area and I am confident that

we will see some new developments over the next few years that will surpass expectations."

"It is one more tool to help attract businesses," said Councillor Jason Miller at the council meeting where the incentive plan was passed. In the past, the town has sometimes made deals on land prices or provided infrastructure to attract development.

"We look back at the one-offs that we've done, and it's something different for everybody," said Councillor Jason Miller. "This will be fair to everybody."

"It's definitely got to be consistent," said Councillor Chris Davidson. "If we do this it will definitely be consistent."

Councillor Teddi Taylor suggested that the tax abatement be

introduced for three years. "One or two years wouldn't be long enough to be effective," she said.

Councillor Garry Towler read out an email from a business owner who said "Just reading the paper. Wanted to say I think the tax incentive is a good idea. I like the \$150,000 minimum. It's kind of saying if you invest in Moosomin, we'll invest in you. I know

other businesses in Moosomin including myself asked if this was available when we bought, and it wasn't, but it's good to see the progressive thinking. Keep up the good work, guys. Ideas like this will bring more businesses, more employment, and hopefully higher paying jobs to Moosomin. If that happens the spinoff will be awesome."



The town of Moosomin and the RM of Moosomin both have tax incentives available for commercial construction. Commercial land is available within the town of Moosomin, above, and in an RM of Moosomin development immediately east of Moosomin.

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Brylee Estates is ready for your dream home!

Are you ready to build your dream home?

Brylee Developments' first phase—Brylee Estates—is a unique country residential development bordering the town of Esterhazy, Sask. The development consists of quiet cul de sacs and panoramic views located just minutes away from the scenic Qu'Appelle Valley that winds its way through the area.

Brylee Estates has 17 acreage lots, ranging in size from 2 to 3.3 acres and priced from \$119,000 to \$149,000 per lot. Two of the lots have already been sold and a limited time spring promotion is currently on for the remaining 15 lots.

Located in the RM of Fertile Belt, each lot is fully serviced, including power, gas, ethernet/phone, town

water and town sewer to the property.

The development has been created with architectural control guidelines to ensure quality and proper esthetics. Darcy Borys, the owner of Brylee Developments, says this is entirely for the advantage of the home owners in Brylee Estates.

"It would be easier for me to simply sell lots without guidelines," Borys says. "But this protects the home owners' investments and ensures that the properties in this development maintain and increase their value."

Borys has overseen each detail of the entire project. Borys says Brylee Estates is in a great location, and the lots give people the room they need for country-style living.



Darcy Borys and his daughter at the construction site.

"There are great demographics in that area with the potash mine, and there is a call for bigger lots within the area," he says. "It's enticing for residents who are not wanting all

of the maintenance that is required on a farm, and who still want to enjoy town amenities. They are looking for bigger lots to build their dream home and having the approval to build

their dream shop. Storing their quads, bikes, mowers vehicles, etc. is part of the attraction at Brylee Estates."

Another attraction is that the taxes are paid to the RM which is normally discounted compared to the town taxes.

As an added bonus, Brylee Developments is also offering to build that dream home for those buyers looking for a turn-key property!

Borys currently lives in Alberta but has a very personal connection to Brylee Estates. Born and raised in Yorkton, his roots are firmly planted in the Saskatchewan landscape. He still has many friends and family who reside in the area.

He also says he developed Brylee Estates as a way to

have a lasting legacy for his family in Saskatchewan. The name Brylee is derived from his two daughters' names—Bryden and Levi.

"I wanted to continue a legacy for my children and Saskatchewan is where I am from," he says.

"I was at a stage in my life where I wanted something more meaningful. Obviously it is still business, but it was more involved and more of a personal goal of mine."

Borys began working on Brylee Estates four years ago, and the lots were ready to sell last fall. He says it felt good to see the project come to fruition.

"It is an accomplishment," he says. "We built a community that the residents will be as proud of as I am for what it is and for what it represents."

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Plain & Valley
DEVELOPMENT ISSUE



The new Chrysler dealership in Moosomin will look very similar to this, in Chrysler's Millennium style, with the signature arch in the centre.

Chrysler dealership opening in Moosomin

BY KARA KINNA

Moosomin will soon be the home of a new Chrysler dealership.

Ron Kaban—who owns Yorkton Hyundai and White-wood Chrysler Dodge, and is a partner in other dealerships around Western Canada—says that he plans to open a Chrysler dealership in Moosomin.

The new dealership will be located where the Mazer-group implement dealership is currently located, on Highway 8 north of Moosomin. Mazergroup plans to build a new dealership on the TransCanada Highway in Moosomin starting this summer.

"It's going to be great for the town," says Ron Kaban. "Chrysler gave me the okay to put a location there, and the location will be in full swing by the start of 2018."

Kaban currently has a sales office located in the Mazer-group building until the new location can be built.

Kaban said Moosomin's location and the growth of the business community are the reasons he decided to open a dealership here.

"It's a central location, it seems to be the place that things are happening," he says. "It was something I discussed with Chrysler."

"When I first bought Whitewood it was one of my long-term goals and plans to put a location in Moosomin because it is a good location and that seems to be where everything else is located.

"It's been in the making for a couple of years but I wanted to see how things were going to go in Whitewood and they've been awesome there. But we have to branch out."

"And let's face it, Moosomin is a central point where if oil takes off again, which it will, that's where you want to be."

"There's no Chrysler representation in the area outside of Whitewood so we need to fill that void for Caryle and Esterhazy and Rocanville by putting a store in a centralized area like Moosomin.

"In Moosomin the farming community is good. You're close to oil activity and the mines. There is the activity of all those things that add to the reason why you want to be in a place like Moosomin. It's because you are centralized in a location that has a lot of activity when it comes to other things besides farming."

Kaban says adding a Chrysler dealership to Moosomin will be a benefit to the town, especially since there is already a Ford and GM dealership in Moosomin. He says

he's seen the impact of having multiple dealers in Yorkton, where he owns Yorkton Hyundai.

"Having more stores like import stores in Yorkton, no one goes to Regina anymore to shop for cars," he says. "When there were no import stores, people went out of town and we don't want that to happen. The more stores you have in any town, the less people opt to go out of town to look at other brands."

"I think it will be beneficial for the whole town and the other stores too."

When the dealership in Moosomin opens it will employ at least 10 people. "Between parts, service and sales we are going to be looking at 10-12 people," says Kaban.

The new facility will be built in Chrysler's Millennium style, which features a large central arch over the main door. "It will be equivalent to other Chrysler locations in towns the same size," he says.

Kaban says his long term goal is to expand into South-east Saskatchewan with more Chrysler dealerships in the future, although that will depend on the economy and other things.

"It's the start of our expansion of more Chrysler dealerships in the area," he says.



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 <p style="font-weight: bold;">The Beachgrove, 1554 sq.ft. Kitchen island included!</p> <p style="font-weight: bold; color: #FFD700;">\$139,400.00</p> <p style="font-size: x-small;">Front covered deck included!</p>	 <p style="font-weight: bold;">The Hywinds, 1428 sq.ft Kitchen island included!</p> <p style="font-weight: bold; color: #FFD700;">\$126,500.00</p> <p style="font-size: x-small;">Front deck optional</p>	 <p style="font-weight: bold;">The Crosswinds, 1607 sq.ft Vaulted ceiling!</p> <p style="font-weight: bold; color: #FFD700;">\$132,000.00</p> <p style="font-size: x-small;">Front deck optional</p>

*Plus taxes and delivery

Plain & Valley
DEVELOPMENT ISSUE

Business success in the Southeast

Business ownership can be so rewarding—you work each day, doing what you love to do. You're the boss, you call the shots! But there are some hurdles to starting a business that can put a damper on a new entrepreneur's enthusiasm. Getting registrations in place, arranging suppliers, dreaming up marketing ideas, and getting financing arranged for the business are just a few of the tasks that can seem overwhelming.

That's where Community Futures (CF) Sunrise comes in. CF Sunrise provides loans and advice to both new and seasoned small business owners in southeast Saskatchewan. "We're happy to sit down with clients over a cup of coffee and help them navigate their way through the start-up steps, or share our business resources as clients encounter challenges in their business. Really, we're here to help entrepreneurs reach their goals and run successful businesses!" says Teresa LaFoy, business lender at CF Sunrise.

Take a new business in Moosomin for example—Zalie Furniture and Appliances. After much planning and a tremendous amount of hard work, owners Wayne



Arvelle Leslie and Wayne McGonigal with Zalie Furniture—a Moosomin business that benefited from using the services of CF Sunrise.

McGonigal and Arvelle Leslie, opened the doors of Zalie Furniture and

Appliances in April, 2017. "This is something that we had wanted to do for

some time. We needed extra funds for our appliance department and

Community Futures Sunrise was there to help. Business lender Teresa

LaFoy was very helpful and knowledgeable to work with. This loan definitely helped us improve our appliance inventory, which helped increase our sales," says Arvelle Leslie.

"We talk with entrepreneurs about everything from business basics and start-up registrations, to financial projections and marketing strategies. Our business loans are often the right fit for entrepreneurs looking to start up, expand or buy an existing business. We encourage people to give us a call if they have questions about business. We're here to help you grow your business from an idea into a success!" says LaFoy.

Across Canada, Community Futures make a difference. There are 269 Community Futures offices in Canada, all ready to help entrepreneurs succeed. Over the past 30 years, Community Futures have collectively helped more than 120,000 entrepreneurs create or maintain 495,800 jobs and invest more than \$4.2 billion directly into Canada's rural economy.

Find out more about Community Futures Sunrise and how they can help your business in southeast Saskatchewan at www.cfsask.ca/sunrise

Thinking of starting, expanding or buying a business?

Community Futures Sunrise provides loans, advice and support to both new and seasoned business owners in southeast Saskatchewan. Give us a call - we're in the business of making YOUR business a success!

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Plain & Valley
DEVELOPMENT ISSUE

**\$2.5 million building in Eastgate Business Park:
SaskPower plans new building**

BY KEVIN WEEDMARK

SaskPower is planning a \$2.5 million, 8,200-square-foot building in Moosomin.

The building, in Eastgate Business Park, will replace the current SaskPower building on Pentland Street.

SaskPower plans to demolish the current building and use the space for additional material storage.

The new building is designed for eight staff, and will include office and shop areas, and a maintenance bay.

The building will be located on Celebration Drive in Eastgate Business Park.

The SaskPower announcement is the third major building project announced in the town of Moosomin so far this year—the first two were Mazergroup and a new Dodge dealership.

Mazergroup is planning a new 25,000 square foot building on the North Service Road, facing the Trans-Canada Highway. Construction should start on that project this summer.

Once the Mazergroup building is completed, a Dodge dealership will be built on the former Mazergroup location on Highway 8 North. Currently Whitewood Dodge

has an off-site sales office at the Mazergroup location.

The lot purchased by SaskPower is the third lot sold in Eastgate Business Park.

Tyler Thorn says there has been a lot of interest in land in Eastgate Business Park, especially since the start of this year.

"We've seen a lot more interest since the first of January than we have in quite some time," he said.

"It's a bit of an indication of the strength of the economy in the area, that there's so much interest in the business community here.

"Most of the people we're talking to would be new businesses to the community."

There are 17 acres left to be sold in the 32 acre Eastgate Business Park.

"There's tons of room, and we're open to subdividing it as needed," said Thorn. "We've certainly got some interest, and we're hoping it will be full in a couple of years."

"We want to make sure we get the right businesses out here that complement our business, and that complement the town."

**Solid growth projected
for Saskatchewan and
Manitoba economies**

Alberta and Saskatchewan are expected to emerge out of recession and lead the provinces in economic growth this year, according to The Conference Board of Canada's Provincial Outlook: Spring 2017. British Columbia is forecast to see growth ease this year, but the province will still tie with Saskatchewan for second place.

"The difficulties in the resources sector are slowly dissipating and helping Alberta and Saskatchewan emerge out of recession. However, the turnaround is still in its early stages and a full recovery will take time," said Marie-Christine Bernard, Associate Director, Provincial Forecast, The Conference Board of Canada. "Economic prospects are also improving across the country, but continued weakness in busi-

ness investment—both in and out of the resources sector—could hurt economic growth in all provinces down the road."

Alberta will have the fastest growing provincial economy this year, with real GDP forecast to increase by 3.3 per cent.

Saskatchewan and British Columbia's economy will tie for second place, both expected to grow at 2.5 per cent this year.

With the exception of Newfoundland and Labrador, all provinces will see their economy expand this year.

Saskatchewan's economy is on a more solid foundation than it was one year ago. The energy outlook is more positive as drilling bounced back last winter and oil production is expected to increase at a good pace over the near term. As

well, adaptation to the low-oil-price environment has led to growing investment into cost-effective thermal extraction technology, which will provide a significant boost to construction over the next three years. The province's labour markets are also starting to turn around, boosting growth in household spending. In all, Saskatchewan's economy is forecast to grow by 2.5 per cent in 2017.

Manitoba's economy is forecast to expand by a solid 2.1 per cent in 2017, slightly lower than last year's growth. The province will continue to see strong construction activity as investment in the Keeyask dam ramps up and work continues on the Bipole III transmission line. Manufacturing will remain a growth driver for the province, with bright spots

in transportation, equipment manufacturing and food processing.

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TOWN SQUARE

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TOWN OFFICE: (306) 735-2210 Email: general@townofwhitewood.ca

Come for a visit or come to stay - We welcome you to our community!

Plain & Valley
DEVELOPMENT ISSUE

Welcome to the town of Whitewood!

A warm welcome awaits all who stop to experience what the community of Whitewood has to offer. Located at the crossroads of Highways 1 and 9 in southeastern Saskatchewan, Whitewood is home to about 1,000 residents. Whitewood is close to Round Lake in the Qu'Appelle Valley (to the north) and Kenosee Lake and Moose Mountain Provincial Park (to the south).

Whitewood proudly boasts reverse osmosis water, a modern campground, a swimming pool and a brand new splash park, arena complex, and a second-to-none nine-hole grass green golf course.

To accommodate our growing community, a new residential subdivision has several lots now for sale. Commercial space is also available, and information on both residential and commercial space can be obtained from Whitewood's town office.

Whitewood is home to a number of eating establishments, a grocery store, two banks with ATMs, a pharmacy, and more! For those who are interested in relocating to our community, our real estate agents will be happy to help you.

Whitewood is also home to a new 18-suite condo complex with suites available for rent!

TOWN SQUARE

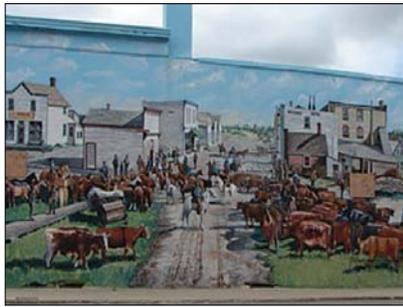
Whitewood officially cut the ribbon at the new Town Square park in 2016. This park is located directly south of the Town Office located on Whitewood's main street. What was once an empty lot is now a beautiful green space complete with flowers, trees, shrubs, and a huge rectangular gazebo—the perfect spot for a family picnic or gathering.

WHITWOOD BIRTHDAY BASH 2017

Whitewood will celebrate Canada's 150th and Whitewood's 125th birthdays on June 30, July 1 and July 2, 2017. This event boasts a parade, an art show, a meet and greet night, kids' activities, a car show, cabaret, fireworks, pancake breakfasts, a banquet and a family barbecue in the park. The 100-mile-mall takes place at the Flag Garden on July 1 as well. For information, you can reach us at: whitewood-birthdaybash2017@gmail.com

LARSON PARK

Larson Park is home to the swimming pool (seasonal), a new water park (2015), newly renovated ball diamonds, modern campground, kiddies' playground, and picnic area. The golf club boasts a challenging (and immensely enjoyable) nine-hole layout well known locally for its high quality greens. Flat and easy to walk, the course has fairways of average width that are bordered by thick growths of trees and affect a player's strategy on the most difficult hole—the par four 9th.



COMMUNITY CENTRE

Whitewood's curling/skating arena is one of the finest arenas in Southeast Saskatchewan and is home to minor hockey, figure skating, adult rec hockey, men's hockey, and AA midget hockey. It is equipped to offer specialty programming on a year round basis. The curling club offers weekly leagues and many bonspiels throughout the year and is the home of a 64-team bonspiel every spring! In the off season, the arena complex accommodates rentals for weddings, reunions, banquets and much more.

MILLENNIUM MURAL

No stop in Whitewood would be complete without seeing our murals, including the Millennium Mural painted on the side of the Whitewood Outdoor and Pet Supply store in downtown Whitewood. The mural was created from an original photograph of Whitewood, North West Territories, and was painted by local artists.

HERITAGE CENTRE

ARCHIVE BUILDING & HISTORICAL LIBRARY
Whitewood is home to the award-winning Merchant's Bank Heritage Centre in historical downtown



Whitewood. The reclaimed building houses an interpretive display featuring the story of the French Counts of St. Hubert. Contact the Town Office at 306-735-2210 for information.

The Archive Building and Historical Library is located at 503 3rd Avenue and is housed in an old restored Methodist church. It is open by appointment only. Contact the Town Office at 306-735-2210.

HERITAGE WALKING TOUR

What better way to explore Whitewood than at your own pace, assisted by the award winning Heritage Walking Tour Guide, where you'll see Whitewood's historical buildings. Stop by the Town Office or Whitewood Museum for a copy of the guide.

FLAG GARDEN

Located at the north end of Lalonde St, the flag garden is comprised of 14 flags standing amidst a beautiful flower garden. The flags represent the ethnic diversity of this area. It's a great place to take a few snapshots, as well as have a picnic.

OLD GEORGE'S

Whitewood is home to Old George's Museum and



Hidden Village with its 1900 period home filled with antiques. Old Geo's is located along the Trans Canada Highway at Whitewood.

anticipate all the rodeo action that Whitewood's rodeo is famous for.

COMMUNITY EVENTS

Whitewood hosts a number of events annually, including a dinner theatre production, trade fair, Falcons' Ball Tournament, 64-team Farmers' and Friends' Curling Bonspiel, town-wide garage sale (first Saturday of June), Farmers' Market (fall), museum open house, Daily Vacation Bible School, rodeo, fall craft sale, Santa Claus Day, Poinsettia and Pine Art Show, Carol Festival and live Christmas Nativity.

WHITWOOD CHACACHAS RODEO

Every summer, local area residents and visitors alike

Visit our website at www.townofwhitewood.ca or www.destinationwhitewood.ca.

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Plain & Valley
DEVELOPMENT ISSUE

New 25,000 square foot building: Mazergroup building in Moosomin this year

BY KEVIN WEEDMARK
Mazergroup has big plans for its Moosomin dealership.

Bob Mazer says the company will build a new 25,000 square foot building on a site on the North Service Road facing the Trans-Canada Highway.

Plans for the building are now being finalized.

"It's going to be in that vicinity of about 25,000 square feet, so it's two and a half times the size of what we're living in today," says Bob Mazer.

"We will be moving the canvas shed over to the new property. It's very easily moved."

Construction will start within the next few months.

"We'll be letting the contract for the building probably within the next 60 days," said Mazer. "It may go a little quicker, but worst case scenario, we'll have the building up and enclosed for freeze up, and we'll complete the interior over the winter, and moving sometime over the winter before the season starts. We'd like to be in the building and prepared for the spring of 2018."

Mazer says the company will likely increase staffing to meet an anticipated growth in business once the new building has been



The new Mazergroup dealership in Moosomin will be similar to this location in Neepawa.

completed.

"Because we've got limited space, we really are limited to what we can do out of that facility. We will be increasing our staff as we increase our business, and we believe we will increase our business when we have facilities to do so."

"With the facility here,

it will supplement our facility in Shoal Lake, and to some extent Brandon, believe it or not. We could potentially be servicing equipment sold out of Shoal Lake and Brandon in the new facility in Moosomin."

Mazer feels total staffing in Moosomin could be

in the range of 15-17 when the new facility is fully up and running.

Why did Mazergroup decide to build the new store in Moosomin?

"Nobody is going to build a new implement business between Brandon and Moosomin, and nobody is going to build

a new implement business between Moosomin and Regina," he says. "Then Yorkton's to the north. That's a big area served from Moosomin."

"Industry numbers tell us there is the same amount of equipment sold out of Moosomin as is sold out of Brandon."

"It's a big territory. You have to go past Grenfell to start running into the Regina dealerships, and it's a long way up to Yorkton."

"It's a good place to build a dealership and develop a dealership."

Mazergroup has a long history in Manitoba. Moosomin is the group's one Saskatchewan dealership.

Mazer said the expansion in Moosomin is a long term investment.

"On an individual basis, it would be very difficult for us to do what we're doing in Moosomin. If we were a single store, it would be very difficult to build a 25,000 square foot facility. But we're supported by all of the stores and the whole group. I think it's a good thing for Moosomin and area. We feel that it's a long, long term investment so we're going to build properly and we think Moosomin is the correct place to be if you're in the implement business."

"I don't think there will ever be a time when the big three won't be there. We want to present ourselves differently than we have to this point."

"It is going to be one of our anchor stores, because it's on Number One Highway and it encompasses that big trade area."

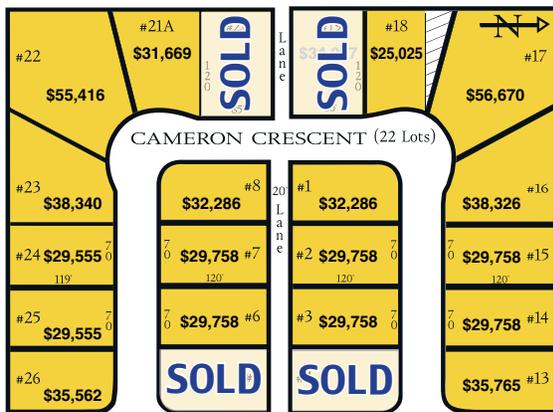
Town of Rocanville - Cameron Crescent Residential Development

Residential lots of varying sizes are available in the vibrant community of Rocanville.

Come and enjoy a variety of recreational opportunities including a grass-green golf course, indoor swimming pool, curling rink, skating rink, ski trails, snowmobile trails, shuffleboard, cards, etc.

Rocanville offers well-paying career opportunities, an excellent K-12 school, a pre-school daycare, doctor and dental services, massage therapy, pharmacy services, Dial-A-Van, seniors' lodging and a comprehensive recycling program for you 'green' folks.

Check out our website at www.rocanville.ca for information on home rentals available. The website is updated daily with new information that becomes available so please visit the website frequently to find out what is happening in Rocanville as well as the many services that are available.



MERCER STREET

Cameron Crescent is Rocanville's newest neighbourhood with 22 properties serviced with water and sewer to the front property line. Natural gas, electricity, telephone, etc. are located in the lanes and concrete curbing was poured in 2014.

Property Tax Incentive - Residential

The Town of Rocanville will provide a tax incentive program, applicable to the municipal and school property taxes (Section 298 of The Municipalities Act), for new residences based on the following criteria:

- The incentive shall apply to new constructions and ready-to-move residences.
- The incentive may apply to "used" homes moved into the Town of Rocanville, upon Council's approval.
- The incentive does not apply to renovations of existing homes or to additions such as garages, decks or sheds.
- Year 1 - 100% Abatement - year construction begins**
Year 2 - 50% Abatement
Year 3 - 50% Abatement
Year 4 - 25% Abatement
Year 5 - 25% Abatement
- The incentive applies to the annual levy only, not including local improvements, and will not be entered on the tax roll until the portion of taxes not eligible for a concession are paid. If taxes due are not received by December 31 of the current year, the incentive will not be granted for that calendar year.
- The property owner shall be eligible for the tax concession whether or not the property is occupied.
- The tax concession shall not continue beyond the 5th year.
- The tax concession may transfer to a new owner should the property be sold within the period of the agreement.
- The property owner is required to apply for the tax concession, in writing, prior to beginning construction.

Please send inquiries by e-mail to:

rocanville.town@sasktel.net

We thank you for your interest and look forward to having you here!

Plain & Valley DEVELOPMENT ISSUE



Esterhazy . . . Come grow with us!

Residential, commercial lots available

Esterhazy is a prospering industrial and agricultural community of over 3,000 people located just west of the Saskatchewan-Manitoba border, well known for its rich and abundant resource of high quality potash. Esterhazy is known as the Potash Capital, with a strong and stable economy.

Esterhazy is a major service centre for the area and offers more than 80 categories of local and national franchise businesses. It is also a major centre for public services including health care and education.

Signs of increased activity in industrial, commercial and residential development are visible throughout the town. There is confidence in our local economy and in the potash industry itself.

Two newly created residential subdivisions in Esterhazy offer a variety of lot sizes and building options. Newly-developed acreages just south of town within the RM of Fertile Belt add choice for poten-

tial home owners. The Sylvite Subdivision developed by the Town offers affordable, attractive lots for single family residences, serviced with water and sewer, street lights and paved streets. Spacious lots in the Margaret Court subdivision are available for owners of modular and mobile homes. For more information on these residential lots, please contact Nancy Johnson, RE/MAX Realtor, at 306-745-7578.

Town Council would be pleased to hear a proposal if you are interested in building spec homes within the Sylvite or Margaret Court Subdivisions or developing commercial or industrial property for lease.

Esterhazy is 'Open for Business'

With the influx of young families into town, many business opportunities are created, especially with anything relating to children—clothing, toys, activities, etc. The Esterhazy Community Daycare Cooperative has just doubled the number of spaces available.

Existing local businesses, with their high level of expertise and secondary industrial support, services and supplies, have the capacity to provide support to any size business including those involved in the mining, oil and gas and agriculture sectors.

Highly desirable highway commercial lots are available along Broadview Road. These new lots, developed by the town, are close to hotels and restaurants, are highly visible, with easy access off of Highway #22. For more information regarding these commercial lots, please contact Rob Kozak, RE/MAX Realtor, at 306-621-5047.

With future growth in mind, land to the south may be available for residential development with the probability of future commercial or industrial land to the west.

Our invitation is to "Come grow with us!"

For more information, please contact the Town Office at 306-745-3942, town.esterhazy@sasktel.net or visit www.townofesterhazy.com



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For information on Residential Lots contact:

Nancy Johnson
REALTOR®
306-745-7578



For information on Commercial Lots contact:

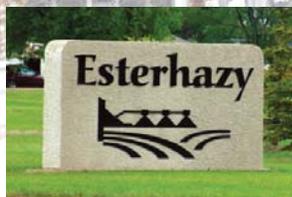
Rob Kozak
REALTOR®
306-621-5047



Esterhazy Proud of our heritage

The residents of Esterhazy and surrounding districts appreciate the contribution that small and medium businesses bring to our life.

In addition to providing valued services and products, our business owners have a solid legacy of supporting community and charitable initiatives.



Esterhazy Proud of our sustaining industries

Esterhazy is a prospering industrial and agricultural community of nearly 3,000 people located just west of the SK-MB border.

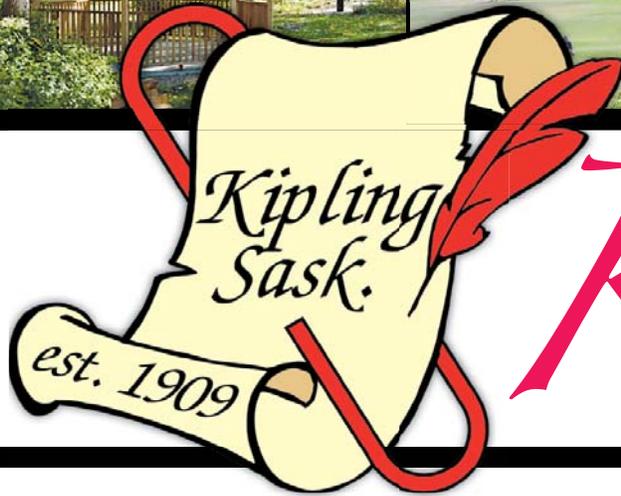
Known as the Potash Capital of the World, our economy is strong and stable.

As a major service centre, Esterhazy offers more than 80 categories of local and national franchise businesses that serve a trading area of 10,000 people.



For information on zoning and permits please contact the Town Office www.townofesterhazy.com
town.esterhazy@sasktel.net 306-745-3942





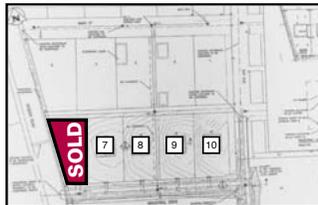
BUILD IN Kipling

Kipling is proud of its infrastructure and the basic services it provides:

- Water treatment plant upgrades 2017/18
- Lagoon system expanded in 2012
- Paved streets with concrete curb, gutter and storm sewers
- Concrete sidewalks
- Regular garbage and curbside recycling
- Asphalt airstrip with arcal lighting
- RCMP detachment
- K-12 education facilities
- Hospital, medical clinic, dental clinic, visiting optometrist, massage therapist, visiting chiropractor, veterinary clinic
- Public health office
- Licensed daycare & creative playschool
- Swimming pool, skating & curling arena, tennis courts, soccer pitch and ball diamonds, public parks and playgrounds
- Nine hole golf course with clubhouse
- Seniors living complex and units, and seniors care home

Serviced Light Industrial Lots

- Next to new integrated healthcare facility
- 30 m x 73 m
- Priced at \$39,000
- Eligible for Commercial Incentive Policy for New Business Construction



Mary Balogh Place Residential Lots

- Lots 3, 4, 8: \$35,500
- Lots 6: \$39,500
- Utilities to curb
- Close to golf course and swimming pool
- Street Lights

Kipling is located just one and a half hours drive from the cities of Yorkton, Regina, Estevan and Weyburn.



Plain & Valley DEVELOPMENT ISSUE



RM of Pipestone

Limited number of \$10 lots remaining

This spring will be vibrant for residential development in the RM of Pipestone. With only one \$10 municipal property remaining in the town of Reston, the RM of Pipestone has further developments on the horizon.

The RM of Pipestone currently has a twenty-four residential lot subdivision in Reston with one property remaining and is working on a multi-year development plan for a quarter-section adjacent to Reston. This parcel of land will not only encompass further residential devel-

opment but also the opportunity for alternative housing such as modular and mobile homes, industrial property and extended commercial property. Long term plans also include residential and commercial development in Pipestone.

Additional properties for residential development are not the only priority. "The first phase of this quarter section development is timely. Not only do we have limited space for residential development in the Reston subdivision, but commercial activity is on the rise as



well," stated Tanis Chalmers, Manager of Economic Development for the RM of Pipestone.

There are currently a handful of properties

available in Pipestone and one in Reston under the \$10 Municipal Residential Lot Sales Policy. This policy allows the RM of Pipestone to sell residential lots

in the RM for a low cost of ten dollars. "This policy creates authentic growth, as a purchaser has feasible guidelines to follow considering the timeframe for construction," says Chalmers. The RM of Pipestone is working towards sustaining growth in the communities by offering incentives for construction or the purchase of existing residential properties in the RM. Home buyers can receive up to \$6,000 for simply constructing a home in the RM of Pipestone.

The priorities do not

end at homes; the RM of Pipestone also supports a policy for new business growth. This includes grant incentives for newly constructed businesses or the purchase of an existing business within the RM. The RM of Pipestone anticipates growth and is implementing strategies to support economic activity.

For more information about the RM of Pipestone and their programs please contact Tanis Chalmers, Manager of Economic Development at 204-877-3327 or visit www.rmofpipestone.com.

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Plain & Valley
DEVELOPMENT ISSUE

Olympic Homes: Pushing the limits on ready to move homes

Olympic Homes, based in Winnipeg, Manitoba has been building RTM homes for over 20 years, but the way the company builds homes has vastly changed in those 20 years. Today the company prides itself on building homes that are far from typical.

"In Manitoba we're really striving to build the best that can be built within the restrictions of an RTM home," says Derek Fyfe, General Manager of Olympic Homes and Northern Sales. "We're including high roof lines and 11-foot ceilings when many RTM builders are still building the basic box-style we saw back in the 1980s. Our designs are inspired by elements you see in many upscale developments. They include cultured stone on the exterior, covered entrances and glass railing for staircases, for example.

"We've also expanded our selection of interior finishing elements and now include items such as granite countertops and laminate floors. We have an on-site Design Centre and an in-house Consultant who will guide you through all the selections necessary to finish your home with elements you choose. We know there are many decisions to be made so with that in mind our starting home specifications include items which would be considered upgrades with other builders such as cushion linoleum flooring, higher quality carpet and triple pane low E argon windows, to name a few."

Fyfe says Olympic Homes has found that building unique homes with more options is the best way to serve their customers.

"We really want our finished product to stand out," he says. "Ultimately we want our customers to be proud of the home they purchase from Olympic and really enjoy it. There is no typical Olympic Homes customer. Our customers are from all walks



Olympic Homes' build yard

of life so our flexibility with design and options ensures the customer's home fits them and not the other way around. We do build spec homes because it's very important for potential customers to be able to walk through a show home to see the quality of our workmanship and design elements. Then we will offer the show homes for sale but stress that each home is essentially a custom build.

"Many of Olympic Homes' customers are located in Manitoba and Saskatchewan and most recently from as far away as Alberta. We build on average forty to fifty homes a year. Our build time is about three months from the time the paperwork is in place."

Fyfe says Olympic Homes also particularly prides itself on offering a great customer experience. "We really focus on the customer experience here," he says. "From the time customers walk in the door and speak with a Consultant or visit our show

homes we ensure they don't feel overwhelmed by all there is to see and think about. We are aware that buying a home can be very stressful and we want to make sure that we explain the process thoroughly and help each customer work through the process. While the customers' home is being built we are in very close contact with them, sometimes daily. We want our customers to be happy and offer a referral program should they recommend us to friends, family or colleagues.

"The overall customer experience is something that we're very proud of and we continue to improve upon."

Olympic Homes is a family owned company and Fyfe says they continue to grow and expand their services. "We continue to grow. The company has two yards on site at its location in Winnipeg—one for viewing homes and another for building homes. Our building yard has been expanded sev-

eral times over the last few years to add more stalls to give us more build spaces. The yard at the back of our property is where our main building stalls are. We just finished an expansion. We had 23 building lots and just added another seven. Every year we get a little bit bigger.

"The show home village is something we really take a lot of pride in," says Fyfe. "We've got 10 fully finished show homes on the property and they are available to walk through. If a customer can't wait to have his or her home built, one of our spec homes may be an option. Our spec homes do come up for sale on a regular basis which gives us an opportunity to feature different floor plans and finishing details.

Fyfe says, because their homes are all built at their site there is a high level of quality control that is applied to each build. This is much more difficult with site built homes. "All the phases of purchasing a home are completed right here at Olympic, from sales, design and finally the build," he says. "Our site supervisor and site inspector are better able to monitor the processes of all the homes most efficiently. They constantly monitor each build and work closely with the trades. They're not travelling all over the city or province, dealing with problems. If something comes up we're on it immediately."

It should also be noted that Olympic Homes is a CSA certified builder.

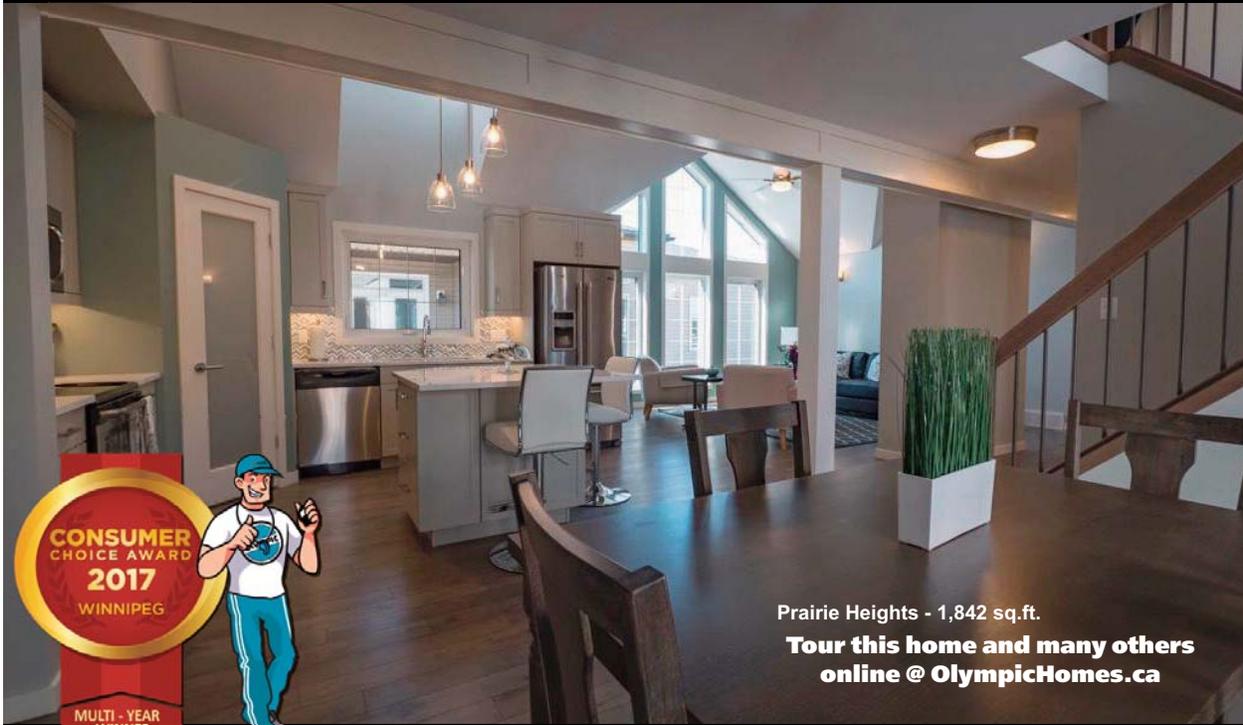
Fyfe says at the end of the day, it's the team he works with that makes the Olympic Homes vision possible. "Olympic Homes has a great group of people," he says. "We really stress working together as a team and work hard to make sure that we're all aiming for the common goal, which is to have a happy customer with a great product."



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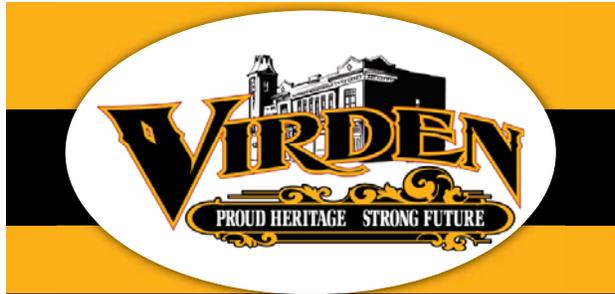
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Plain & Valley
DEVELOPMENT ISSUE



Virden a growing community

The town of Virden is a growing community at the centre of the oil industry in Western Manitoba. Virden is one of the most rapidly growing communities in Western Manitoba, growing by 6.7 per cent according to the 2016 Census. Virden's business community has grown a lot in the last few years. Jim Treliving brought a location of one of Canada's best known chains, Boston Pizza, to his home town of Virden a year and a half ago, and Virden got its third new car dealership when Virden Chrysler opened earlier this year. Virden is home to many businesses such as Four Seasons Sales and Virden Rec and Watersports, that serve a large area of Western Manitoba and Southeastern Saskatchewan.



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Plain & Valley
DEVELOPMENT ISSUE



Some photos of the beautiful and growing community of Souris, Manitoba.



Souris is a stable, but growing community. Investor confidence has led to millions of dollars in infrastructure projects – both private and public sector – being made in our community over the past few years. With designated areas for growth, we're equally excited about future opportunities for development in residential, commercial and industrial zoned properties.

Souris

Manitoba



Land Development Opportunities

Souris is located just 35 minutes southwest of Brandon. If you would like to live and invest in a bustling safe community, start a business or would like to work in the area, give us a call or come by for a visit.

For a **2017 Visitor and Relocation Guidebook** or for more info call Lon Turner at (204) 741-0631 or email sgcdc@mymnts.net.
www.sourismanitoba.com
Facebook.com/townofsouris

Map of Souris

Shaded areas indicate general location of properties (not to scale)



\$15,000/lot

- Light industrial/commercial zoning
 - Lot size 50x125'
 - Electricity and water to property
- Lon Turner (204) 741-0631

\$84,900

Bare land, residential/other zoning
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Leslie Chudley - Century 21
(204) 761-0421, www.century21westman.com
www.lesliechudley.com



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Oak Ave. residential lots
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\$75,000-\$120,000

1.2 and 3 acre parcels
Reagan Rome (204) 570-1840

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- 39.1 acres - \$254,150
- 44.9 acres - \$291,655
- 17.0 acres - \$163,800

Jodi Logan Remax Valleyview
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Lots sold:
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O, T, U, V



\$45,000-\$55,000/lot

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Plain & Valley DEVELOPMENT ISSUE



Many communities in southeast Saskatchewan and southwest Manitoba have seen a building boom in recent years with new retail outlets, vehicle dealerships, hotels, motels and restaurants being added to local business communities. Above, Borderland Co-op's new 25,500 square foot home centre opening soon in Moosomin.



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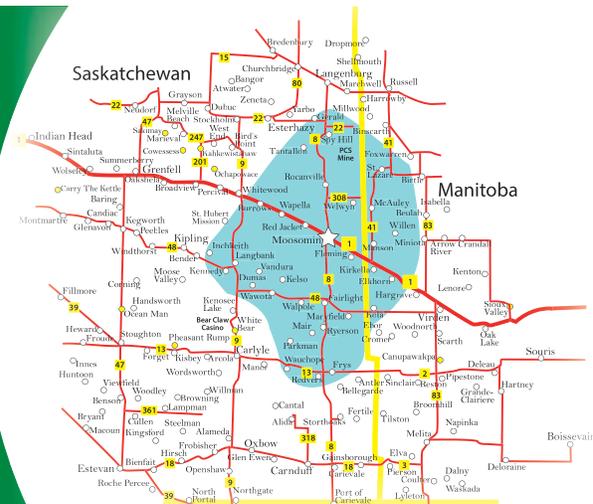
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NEXT ISSUE: JULY 14

DEADLINE: JULY 5



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2017 Mining, Energy & Manufacturing

Perseverance, tenacity helped Seed Hawk grow

BY KEVIN WEEDMARK

Pat Beaujot had taken Seed Hawk from an idea to a farm shop to the field, to a name recognized by many farmers around the world.

Seed Hawk is based at Langbank, and its seeders were part of the zero till movement that revolutionized farming.

On May 6, at an event in Kipling organized by the Kipling Entrepreneurs Group, he spoke about the growth of the company and spoke about the persistence and tenacity it took to grow the company.

"We tested the very first Seed Hawk on our farm 25 years ago, in 1992," he told the crowd. "We seeded our crop with it. Like with any new invention we thought this is great. We built this machine, we thought it looked great. We got it in the field, and it stalled the tractor right away, because the packer wheels were too narrow. When the knives made the furrow, the packer wheel went all the way to the bottom, and it went deeper and deeper, and it stalled the tractor."

"We had to put bigger tires on it. We went out and bought a bunch of wheelbarrow wheels, painted them, and put them on, and after that it did a nice job seeding."

"We got our crop in, about 1,000 acres, and it was about the best crop we had ever seen come up. It came up evenly. At that time I was a sales agronomist for Simplot out of Brandon—I sold fertilizer for them. I quit that perfectly good job to start this and most of my friends thought I was crazy."

"I had already invested in the farm and really wanted to move back to the farm and get into business. We took this machine and pulled in the farm progress show in 1992 beside the John Deeres and the Bourgaults and the Flexicoils and talked to farmers."

About three weeks later, a farmer from Glenavon visited the Beaujots and said he would like a Seed Hawk for the next spring.

"To me that is the spirit of Saskatchewan farmers and prairie farmers—their innovative spirits and willingness to try new things really helped us get started. When someone like this comes along and wants to order the machinery right away, that is a huge help. We didn't even know what price it would be or anything. That got us off to a good start."

The next step was to set up a plant.

"We bought an old yard site two miles north of Langbank and built an 80 x 80 building. In 1992 there were three couples and two staff. I hit the road that winter and sold five machines. The one we had made already sold and I sold four more at trade shows. For farmers to buy a machine from a company that is just going to build our first production run wasn't an easy sale and took every sale skill I had developed over 11 years of selling fertilizer to make those sales. We had an engineer, a machinist and an agronomist working on this thing and I think it took all three minds to make it all work together. Sometimes your idea requires more than just you to do it."

"We built six machines in our shop that winter. You can imagine all of the work that went into it. There were eight of us working on it all winter to build those machines."

"The next year we travelled all over, doing demonstrations. We were changing and improving all the time and working demos. People think Seed Hawk has always been big, but it hasn't been. When I started, I had a display in the back of my truck to go from trade show to trade show."

"When I wasn't working at trade shows I was working in the shop or talking with farmers and trying to sell machines. Sweat equity is so important in business. If you think you have got a good idea you have got to remember you have got to put a ton of work into it and not get paid for it for quite a while."

"With myself, my brother and Brian Kent, we had three very skilled professionals working for nothing for several years to get this started. If you had to hire those people to get this started it wouldn't have worked, because we were not making very much money. We had a farm and so we had a little bit of income from the farm and that's what kept food on the table basically."

"We built 15 the next year and 23 the year after that. We sold directly to farmers. In the spring we had all the farmers come pick up the machines themselves and we would do an orientation to explain how they worked and whatnot."

"By 1995 we needed to expand our facility because we had outgrown that 80 x 80 building and so we added on a weld and paint area and a drying area. We thought we had the world by the tail because we had this great welding facility and everything else. This made it a better flow of production."

"We had pretty good success and kept growing and growing and in 2006 Christer Stark from Sweden made an appointment and came to our shop. An engineering consultant we worked with said this guy is going to come see you, he owns a big company in Sweden and he is looking for a machine that would work for them in the Ukraine, Russia and other parts of the world."

"When he came to see us he just wanted to buy the tank alone and put it on his machine and I showed him the opener and how it works and said why don't you take our whole product line overseas instead of just the tank. He didn't say anything at the time but he called a couple months later and said we are interested in your product line but want to own part of your company if we are going to do that. That was music to our ears because we needed some capital to expand. We had outgrown our facility at that time and of course having a big company that is experienced in doing business in Russia, Ukraine, Australia, wherever, how could you be any more fortunate to have somebody like that?"

"When Väderstad partnered with us they put some money into the company and we added an expansion and in 2008

we opened it. It seemed like a huge expansion but we filled all the offices. We had a little trailer full of people working in it as an office and we were crammed in. We were building 84 foot machines in an 80 foot assembly shop and it wasn't working well. We needed a bigger building and more office space."

More growth followed. "With Väderstad we became an international company very quickly in 2008, 2009, 2010," said Beaujot. "It was a great experience for me. I got to go to places like Australia to talk to farmers who were using our machine, visiting farms in Spain doing presentations, visiting farms in France and seeing how they farm there, visiting farms in Estonia. This

seemed like significant growth to us, and then we got partnered up with Väderstad and we saw some pretty significant growth. That kind of growth is not easy to manage."

"In 2011 we expanded our plant quite a bit again. Brad Wall came out and cut the ribbon with us and that was pretty cool. We were proud of that."

"Seed Hawk today has become a market leader in Western Canada. We have become known for innovation and have a strong influence on the way we do things and innovate for agriculture."

"But it all started with those first customers and the people that believe in you early on."

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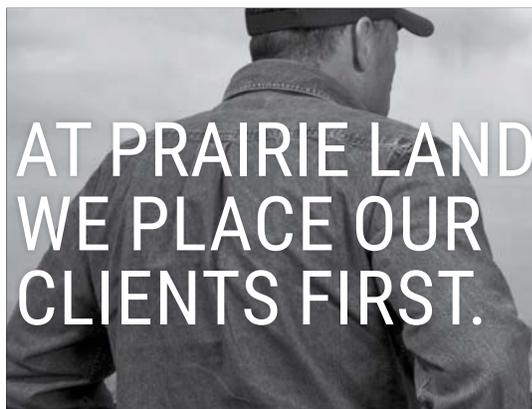
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2017 Mining, Energy & Manufacturing

Seed Hawk's Beaujot says passion for soil conservation the key to his success

BY KEVIN WEEDMARK

Bringing passion to what you do is key, Pat Beaujot told an audience at an event in Kipling May 6.

Seed Hawk is a large manufacturing operation at Langbank. It started 25 years ago in a farm shop. At an event organized by the Kipling Entrepreneurs Group, Beaujot explained that Seed Hawk wouldn't have become the success it is if he was not driven by a passion for what he is doing.

"I grew up on a farm near Langbank," he said. "I grew up in the '70s and my parents really taught me respect for the land, respect for farming, and how to work hard. In the '70s farming was booming. In the '70s grain prices came to a peak, land prices went crazy, interest rates were going crazy too, so to me when I was going through high school that is what was influencing me and I got a real passion for farming and agriculture, so I went to U of S and got a degree in agriculture. My intent when I went to university was to come back to the farm and become a seed grower or something like that. My dad was still farming and doing fine at it and he encouraged me to go and work."

At that time Saskatchewan was half summerfallow—you don't see a crop that year in that field, you tilled it all year to kill weeds and increase the moisture in it. It depletes the organic matter and leaves more nutrients in the soil, and after that year of summerfallow you grow a much better crop, but you pay for it by losing topsoil and losing the opportunity to grow a crop that year, so it was a bad practice. Soil erosion was at its peak in the '70s. There were some really bad years in the '30s but in the '70s because of bigger tractors, cultivators, bigger farms, they were able to till a lot better than they used to. On a windy day in the '70s there would be dust in the air everywhere, and you don't see that any more because of no till.

"It was really in university I developed a passion for soil conservation from two professors. They taught us that you can actually grow a crop year after year without summerfallow if you use fertilizer and pesticides to control weeds instead of tillage and if you left the stubble standing and trapped snow you would have enough moisture."

"It was a real change in farming practices that they taught us but it really needed to be done because we were really destroying our soils here. When I went to university I had a passion for soil conservation and really wanted to help farmers change, and selling fertilizer became a part of that. Farmers had to start using fertilizer so when I went to work for a fertilizer company it was partly because I wanted to teach farmers to change the way they were farming,

"You are not going to change farming practices unless you can make money out of it. Farmers are running a business too. If you are trying to say change your farming practices for the good of the soil and environment they are going to say were is the money. I have got to make money doing this. Farmers wanted to change and everyone in the industry wanted them to change but the tools were not there for them to change."

"These were the challenges we saw and some of the solutions. That is what was driving us and the opportunity I saw in the market place. There were lots of little start ups like ours that were trying to figure out how to put a crop in without tilling. It wasn't easy, believe me."

"We brought to the industry big machines that would follow the ground very accurately. If you want to seed canola half an inch deep with an 84 ft machine with independent depth control—that is what we brought to the industry. "When you are starting your business you better be passionate about it because there is a lot of money to be made at times and a lot of work for nothing."

"But if you are passionate about it then you will get through those times. For me I was more passionate if I convinced a farmer to zero till and he bought a competitor's machine. I was still happy because he was at least farming the right way. That is how passionate I was. The fact that I studied what I wanted to do made a difference for me."

"I developed a passion for soil conservation. I think growing up in a small town was an advantage. A lot of people think it is too bad I grew up in a small town and didn't have many opportunities."

"I had a graduating class of five. There were nine in my family. My family was twice as big as the class. In a small town you learn to get along with people who are older and younger than you, smarter than you, not as smart, richer than you, poorer than you. When you want to sell your ideas, you are selling them to everybody not just selling them to people like you. You are selling them to people that are older and younger than you. I think growing up in a small town you are around that all the time and it is easier to relate to people that are different than you and I think that is an advantage we have in a small town."

Beaujot told the crowd at Kipling that partnerships are important in business, but it is important to structure them carefully.

"You have to be willing to take a risk if you are going to start your own business, and partnerships to bring in expertise is important. The lesson I learned from the difficult

times in our partnership is that you should spell out if you can an exit strategy from the beginning of your business. If you partner with a relative or friend, you should think 'if we stop getting along, what do we do?' At the beginning you are all getting along and excited, but it doesn't work that way forever."

"You don't want to feel trapped if you want out and if someone else wants out you can say this is what we agreed to at the beginning and it is a little less stressful."

Another bit of advice—hire good people and give them the freedom and the tools to do their jobs.

"As you grow you need to hire good people and let them do their job," Beaujot said. "That sounds easy but it is not. I sold the Seed Hawks for the first ten years and then we hired a salesman. For me to listen to him make a sale was really hard. I would be sitting at my desk and I could hear him talking to a farmer in the other room and I would think I would answer that differently but you have got to let the guy learn and do his job. If you interrupt all the time that is not going to work. You can't grow your company if you do everything."

"I envisioned a big company and the only way to do this was to hire really good people—hire experts in their field and let them do their job. Do what it takes, whether it is long hours or not making very much money at the beginning. You have to keep try and not give up."



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2017 Mining, Energy & Manufacturing

IJACK introduces new technology to oilfield

BY KARA KINNA

It was on a drive past bobbing pumpjacks around Carnduff that Dan McCarthy had the idea that led to a fast growing oilfield company, IJACK Technologies, which builds pumpjacks and gas compressors for the oil industry.

McCarthy grew up on a farm south of Moosomin, earned a degree in industrial systems engineering, and began a career as a design engineer for Rite Way Manufacturing, Python Manufacturing, and Brandt Agricultural Products.

While working in southeast Saskatchewan he thought that he could apply his engineering skills to come up with a better pumpjack.

"I remember the day," he says. "I was driving a semi hauling a combine for a company I worked for in Regina. I was over by Carnduff on my way back to Regina, driving past pump jacks. The wheels were turning and the idea was formed."

"Over the course of the next two to three years I was talking about it with people in the industry. The idea seemed to gain more and more validity as I talked to people, and at one point it was time to shut up and get at it. I had never done anything in the oilfield, but I jumped right in."

The IJACK automated hydraulic lift is McCarthy's own design.

"It's basically a hydraulic cylinder that mounts to the well head and basically pulls straight up and straight down," he says. "The dream has always been to be more of a technology company than just to pump oil, and with the linear lift, using hydraulics we can be more efficient and apply the technology that I thought that could be applied, even though I had never been in the oilfield."

"You can do a lot more things with hydraulics. You can go slower up and faster down. You can achieve very slow stroke speeds with the long stroke length, which is the benefit for gassy wells that have trouble producing."

"Using this technology,



Dan McCarthy in front of the IJACK shop at Wapella.



Lifting one of the IJACK pump jacks.



An interior view of the IJACK shop.

we also fully automate our pump jacks."

IJACK has entered a crowded market. "The first hydraulic pump jacks came out in the late 70's early 80's," says McCarthy. "There are 30 plus competitors I know of around the world."

McCarthy says he started off thinking he had an idea for a better pumpjack before he knew the oil industry, and he has learned a lot about the industry in the last few years.

"It always starts out that

way—you start out thinking you have a better idea, and then you learn some hard lessons. But we made it through those hard lessons and learned a bunch about this industry, and now that we are in it we are able to bring solutions that I wasn't even thinking of when we got into this."

"For instance, we have a new high efficient pump jack power unit right now which uses very similar horsepower to a conventional unit, which is a lot better than its counterpart

hydraulic unit. We have got some new technologies that we are patenting."

"It is a quicker install, and better management of the well. They can pump longer, pump slower. One pumpjack can basically do the entire life cycle of the well versus needing a big one and downsizing to a smaller one and a smaller one."

How did McCarthy get started with IJACK?

"I found a couple of partners out of Virden, Manitoba that had some con-

nections and knowledge in the industry. Coupled with their knowledge of who needs a solution like this and my idea, we found a test well and made a few prototypes and got them out there."

IJACK started small.

"It was me on the farm by myself with front end loaders just bringing in parts with a little bit of seed money and putting stuff together," he says.

McCarthy said his engineering experience prepared him for getting

IJACK off the ground.

"It was a risk, but having that knowledge of the entire process—right from conceptualizing a new product to designing it, to getting it into manufacturing and costed, and after sales support—I had a pretty firm grasp on the whole spectrum from start to finish."

"I felt it was time for me to employ those skills for myself."

The company took a couple of years to get into production.

"We incorporated in 2010 and we didn't actually sell one of our machines until 2013, at which point we had something that I felt was ready to go—it was reliable and working well. We started with a limited run. We built three and then we built ten. We sold those ten and just kind of got rolling. The first addition was a guy in the shop who helped with assembly and service, and then we added a sales guy after that, and a few more guys. Now there are eight of us in varying capacities."

The units are assembled at IJACK's shop just north of Wapella.

"We don't do any welding or painting—we outsource that—but we do all the assembly, testing and service from here," says McCarthy.

The business has quickly grown. "We also have a second product, a well head gas compressor which is in its second year. Combining that product and this product we would be doing around 100 machines a year."

"This other new product I mentioned came along half way through 2015. Just listening to production engineers and oil companies and what technologies they needed, we branched off into well head gas compression which has been very successful for us."

"That is leading into a third product now which is a hydraulic drive stand alone gas compressor which combines the technology from the pump jack and the gas compressor all into one."

Continued on Page 57

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2017 Mining, Energy & Manufacturing

IJACK introduces new technology to oilfield

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IJACK's sales have mostly been in southwest Manitoba, from the oilfield north of Elkhorn, to Cromer, to Waskada.

McCarthy wants to move into the southeast Saskatchewan market, and believes that serving the Saskatchewan and North Dakota markets can help grow his company.

"The new product that's coming online, I'm hoping it turns into around 200-250 units a year within the next two years," he says. "For pumpjacks it looks like, as the oil industry picks up, it is going to continue to be around 75-120 a year. These gas compressors will be around 150 a year. We're ramping up to hit those targets as the price of oil improves.

"We have shown some really good success in the last few years. As oil was going down we were actually growing. The last three years we have been growing very steadily basically by giving the oil company products they can be more efficient with. They can get more out of ground, they can do it safer and easier and generally for a bit less money."

What was the effect of the oil crunch on the new company?

"It actually helped us," said McCarthy. "We branched off into that second product, and now a third very important product. It did give us time to further refine and develop this new high efficient power unit.

"Looking back on it we are probably in a better spot than we would have been if it just kept on going.

"When oil companies' bottom lines start to suffer, they are looking for new creative ways to make more money and decrease their costs, so that has really been a strength for us."

McCarthy said there has been a good response from the industry to IJACK's

products.

"That has always been one of the most important things to me—to create a repeat customer, because building a hydraulic pump jack can be kind of a swear word because people have done it so poorly. And some of the competitors out there have taken the approach that there are a lot of companies in the world so let's just sell one to every company in the world and that will be a lot of pump jacks sold and but no happy customers. We have totally reversed that now—it has taken time but through a quality product and great service the customers are very happy. It is very enjoyable to talk to the production engineers that are out in the field. They tell me to keep on bringing out the new technology."

McCarthy says leading a growing new company comes with a lot of challenges.

"There are just new challenges all the time," he says. "Now that the product is running smoothly it is a transition more into management and hiring people and putting my faith into them to continue growing, because I have definitely realized I can't do it all by myself anymore. It is just an evolution I am having to adapt to."

What does he enjoy about the business?

"I love the product, building the brand, dealing with like-minded people, creating a positive workplace for people—where we make cool things and customers can make more money and they are happy. That is what I strive for."

McCarthy says IJACK is planning to build its own shop, hopefully this year.

"We are planning on building a shop in Moosomin, and whether we break ground here this summer or fall that will be the next question. It will centralize us, put us a little closer to the customer, and it'll be a shorter drive for the guys every

day."

The company is looking at building up to a 15,000-square-foot shop.

McCarthy believes there is a lot of potential for growth for his company.

"This is just a start," he says. "I believe if you make a good product or a world-class product and you support it well, as

long as it's scalable and there are more markets for it, you can just keep growing. We are a long way from being topped out I would say.

"As far as getting lots of products out there, that is what makes me happy. Not really the money or the business as much as getting the product out."



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2017 Mining, Energy & Manufacturing

Major increase in 2017 oil drilling forecast

In a revision to expected drilling totals for 2017, the Petroleum Services Association of Canada (PSAC) is forecasting a major increase in oil and gas activity in Saskatchewan.

The April 28 update to the PSAC drilling activity forecast includes a significant increase

in the estimated number of wells drilled in the province to a new total of 2,670 wells, up from 1,940 wells in the original forecast.

"This announcement is a clear sign of renewed operations in Saskatchewan, in part because of our province's sta-

ble and competitive operating environment," Energy and Resources Minister Dustin Duncan said. "After an extended period of cost management and reductions, this industry is showing us once again the kind of resiliency and efficiency that makes it one of our

most dynamic economic sectors and a major contributor to Saskatchewan's economic growth."

Nationally, PSAC is anticipating an estimated 6,680 wells will be drilled in 2017, an increase of 2,505 wells and a 60 per cent increase from the

original 2017 drilling activity forecast released in early November 2016.

The number of wells already drilled in Saskatchewan for the first three months of the 2017 calendar year is 856, compared to 399 wells drilled during the same period in 2016.

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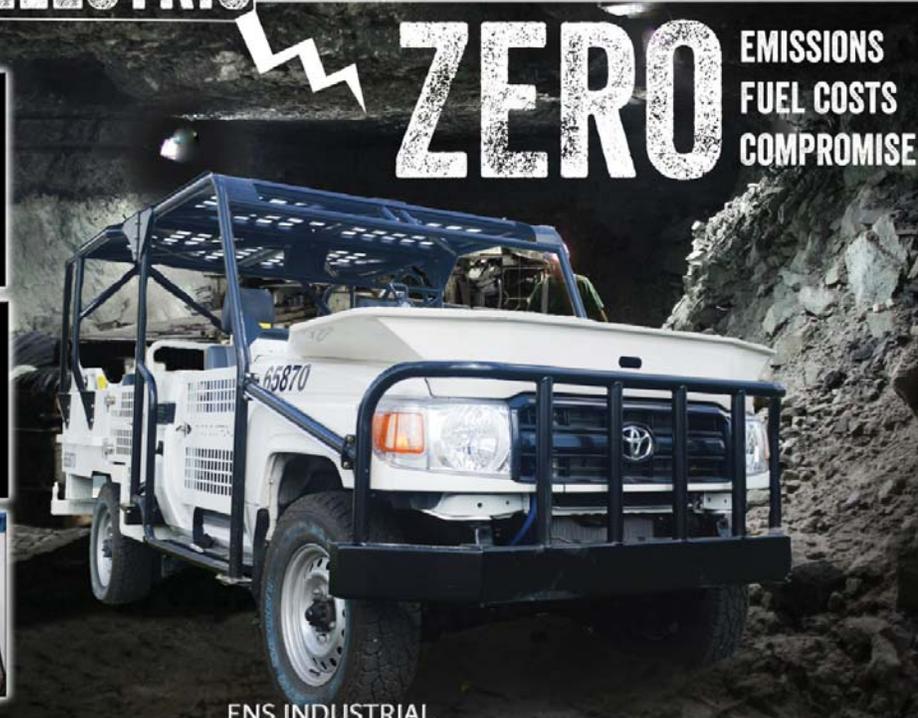
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SLE
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PST Paid
SEL

\$35,900 ~~\$261~~ BI-WEEKLY

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2015 F-150 XTR
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\$267 BI-WEEKLY

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\$267 BI-WEEKLY

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AS TRADED

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