

## Enterprise

### National

#### GOING RATE

Average weekly earnings for all employees

Nfld./Labrador	\$662.48
P.E.I.	\$575.12
Nova Scotia	\$641.25
New Brunswick	\$666.73
Quebec	\$691.24
Ontario	\$778.74
Manitoba	\$666.57
Sask.	\$681.18
Alberta	\$776.58
B.C.	\$719.18
Yukon	\$829.93
N.W.T.	\$965.18
Nunavut	\$876.20

Source: Statistics Canada

### International

#### ABOUT THAT RAISE

The best time to approach the boss for a raise is after you've successfully completed a major project or done something that's drawn attention or praise. "You need to point to things you've done above the daily routine — ways you've increased revenues, reduced costs, driven the organization forward," says David Fagiano, chief operating officer of Dale Carnegie Training, a management company. Instead of walking into your boss' office and arguing that you need more pay because you've just gotten married or had a child, try to prove that you're worth more money because you're making a significant contribution to the company's performance.

#### FLIPPING THEIR LID

Although Bud Light's Real Men of Genius campaign won the Grand Prix for radio at the international advertising festival in Cannes, France, in June, not everybody is amused by the commercial spots. Airtran Airways says it may stop serving Anheuser-Busch Cos. products on its flights to protest an ad that pokes fun at discount airlines and their pilots. A TV spot, titled Mr. Really Bad Toupee Wearer, drew complaints from the American Hair Loss Council.

#### NO SUGAR PLEASE

In a recent survey by Dunkin' Donuts of more than 1,000 people, 19 per cent said they'd give up sex before giving up coffee.

### Sask. portfolio

Quotes Provided by Union Securities Ltd  
www.saskstocklist.com

	Last Trade	Daily Change
Sask Stock Index	315.52	4.69
Ag Growth	14.20	n/c
Cameco Corp	55.87	-0.95
Churchill Energy	2.75	n/c
Claude Res	0.87	-0.03
Cons Pine Ch.	0.09	0.01
Explor Resources	0.23	n/c
Fytokem Prod	0.10	n/c
Gr Wst Diamonds	0.37	-0.02
Gr Wst Min Grp	0.46	-0.04
Golden Band	0.30	n/c
Hodgins Auction	0.30	-0.06
HTC Hydro Tech	3.69	n/c
Intl Road Dyn.	1.15	-0.05
IPSCO Inc	78.20	-4.52
JNR Resources	1.14	0.02
Long View Res	0.51	0.01
Potash Corp	90.25	-8.13
Sk. Wheat Pool	5.56	-0.04
Shane Res	0.25	0.02
Shore Gold	6.82	-0.38
United Carina	0.25	0.03
Wescan Gold	0.52	n/c
Big Sky Fin	10.50	n/c
Philom Bios inc	3.90	n/c
NorthWest Term	3.50	n/c
Weyburn	24.00	n/c

  

	Sig.	SK.	Op
Agricore United	7.42		0.07
Agrium Inc	23.00		-0.60
Callian Tech	11.75		0.05
CGI Group	8.30		-0.20
Helix Biopharm	3.39		0.30
Husky Energy	53.24		-1.79
Kensington Res	4.39		-0.21
Mosaic (US \$)	12.79		-0.60
Nexen Inc	48.45		-0.18
Purcell Energy	3.05		-0.03
Talisman En	51.00		-0.55
Titan Logix Crp	0.28		n/c
UEX Cp	3.85		0.08
Weyerhaeuser	73.20		-0.80

  

	Sask.	LSIFs
SaskWorks	10.05	n/c
Golden Opp	13.84	n/c

### Markets

S&P/TSX Index	Dow
10,245.45 -38.21	10,229.95 -115.03
S&P/TSX 60	S&P 500
577.70 -1.40	1,178.90 -12.48
TSX Venture	Nasdaq
1,992.57 +0.74	2,063.81 -36.24
Dollar (US\$)	Gold (NY US\$)
85.33 -0.08	473.80 +2.60
NYMEX N. Gas (US\$)	West Texas Oil (US\$)
13.832 -0.208	\$61.10 +0.43



—SP Photo by Richard Marjan

The addition will make the CLS unique in its capacity to handle large animals

## More power to them

□ Synchrotron adding second suite of beam lines

By Murray Lyons  
of The StarPhoenix

Just a little more than a year after symphony music and a laser light show filled the cavernous Canadian Light Source synchrotron building for a gala opening, the CLS is again a construction zone.

Piles are being driven for a two-storey addition to accommodate the second suite of beam lines, including BMIT, which is short for the BioMedical Imaging and Therapy line. It alone costs \$17 million.

Its two beam lines will be installed in a special \$5 million building designed to assist scientists doing research and diagnosis in both animal and human health.

The CLS will be the third synchrotron in the world to have a biomedical line, but will have its own unique character — and perhaps odour — when it is ready for use in 2008.

"It will be unique in its capacity to handle large animals," says CLS communications officer Matthew Dalzell. "We'll be able to handle everything from a mouse to a buffalo."

"We will be imaging living large animals, including humans."

The original CLS building has often been compared to the dimensions of a football field while the light produced in its beam lines is rated a million times brighter than sunlight. Often called a giant microscope, a synchrotron beam line can produce a picture of matter at the molecular level.

#### Labs for plants, animals

The total suite of six beam lines in phase two, including a special nanotechnology line announced at the gala a year ago, is expected to cost \$50 million, says Dalzell.

The original CLS building and the suite of seven beam lines installed in the first phase had a \$174 million price tag when the University of Saskatchewan facility was given its gala opening last Oct. 22. With the addition of phase two, CLS remains Canada's most expensive public investment in science.

Most of the phase two beam lines are being funded by the Canada Foundation for Innovation (CFI), except for the nanotechnology which is being given separate federal funding, plus some corporate investment, Dalzell said.

While construction so far this month has resulted in some lawn being dug up, eventually the distinctive glass-fronted CLS feature wall will be partially removed to accommodate a 2,000-square metre

addition over two floors.

"It was always our intention to move that wall out as we built the facility," Dalzell says.

One of the biomedical beam lines is a full 60 metres long, while the other is 30 metres. Scientists will be able to use both simultaneously.

"Because of the way the beam line is designed and the x-rays it uses, it has to be a longer beam line," Dalzell explains.

The medical facility will have labs for humans, animals and plants and other support facilities such as "clean rooms" which will benefit users of all the beam lines at the site.

#### Scientists from around world

Building the phase two beam lines, including BMIT, is a tricky process so construction doesn't interfere in the operation of the phase one beam lines. This month, for example, the main CLS ring is shut down for routine maintenance and upgrades.

That's good timing, says Dalzell, because it's not a good thing to be pounding piles into the ground outside while the main synchrotron beam is fired up.

Just like the original building, which has a heavy concrete floor that was engineered to eliminate most vibration, the addition will see piles driven down to bedrock to ensure a stable platform for the beam lines, the CLS official explained.

The commissioning process for the original seven is now all but complete and most will be declared operational in the new year.

Nevertheless, some 53 scientific users from across Canada and internationally, including one from Germany, have used the CLS in the past year, Dalzell said.

While it may seem odd that the original seven beam lines are not quite fully operational a year after the opening gala, Dalzell says things are on schedule at CLS.

"In terms of the world of synchrotron construction, we are where we're supposed to be in the curve," he says. "We're turning on, not only the facility, but the programs in the facility."

To that end, Dalzell says CLS will soon be a 24/7 operation where experiments can be performed at any time of the day or night.

For those dedicated scientists who don't want to spend time in a hotel room, a bed for a few hours sleep can be had at the Lutheran Seminary building down the road from CLS.

However, Dalzell says local hotels are also getting business with many American scientists finding room rates here a pleasant surprise.

## Airport ramps up customer service

SP Staff

The need to put on an overcoat when leaving on a jet plane at Saskatoon's John G. Diefenbaker International Airport is all but eliminated.

The Saskatoon Airport Authority now has as many loading "bridges" as Saskatoon has traffic bridges over the river.

The authority announced this week it has spent more than \$500,000 to buy and install a fifth loading bridge to connect the second floor departure lounges to commercial aircraft.

Airport authority president and CEO Bill Restall says several other bridges, including one acquired from Air Canada, are being modified so that the new CRJ regional jets flown by Air Canada Jazz can be served

by the bridges. The entry door to the CRJs is lower than that of a 737 or other commercial aircraft.

Restall says passengers using turboprop aircraft still have to depart by walking from the lower departure lounge across the tarmac to the plane. Jazz uses Dash-8 turboprop aircraft on its Saskatoon to Edmonton runs.

Restall says the capital cost of the new bridge and modifying the existing bridges is taken out of the expected surplus in the airport operating budget.

Saskatoon airport recently reported that passenger traffic this year has set a record in seven out of nine months so far reported. Year to date passenger numbers are 669,802, which is 11.6 per cent ahead of the nine-month numbers in 2004.



Restall

## Play it again: Success story worth repeating

□ Son of Turkish immigrants key player in our lentil industry

COMMENTARY

It is Saskatoon's turn to play host to the annual Abex business excellence awards Saturday at Centennial Auditorium.



MURRAY LYONS  
StarPhoenix Business Editor

It was timely then that **Murad Al-Katib**, president of Abex award winner **SaskCan Pulse Trading**, was the speaker at an NSBA luncheon this past Tuesday. Al-Katib's story in business is one worth repeating because it shows what can happen when somebody believes in the potential of the province.

Murad was born in Davidson to a family that had moved to Saskatchewan in 1965 from Turkey. His father was a doctor and his mother worked in the community and later became mayor of the town. As for Murad, he admits he shared the same thoughts as his fellow University of Saskatchewan commerce grads in the 1990s

in believing he would have to move outside the province to make his mark.

But a stint in the U.S. left him homesick and determined to move back to Saskatchewan and make a career here.

That he did.

He wrote a brash letter to then premier Roy Romanow describing the need for the province to have an international trade department and how he, as a 23-year-old, was the best guy for the job. Astonishingly, that letter landed him an interview with the Industry department. Later, he was part of the original staff of Saskatchewan Trade and Export Partnership (STEP) when that organization was made more arm's length from the department as a government-industry partnership.

In 2001, and with his wife pregnant with twins, Murad announced to her that it was time to quit the security of STEP and get going on a business plan to help better market Saskatchewan lentils.

Why lentils?

"I didn't want to see the lentil story end up like the mustard story," said Al-Katib.

His point is that even though Saskatchewan is the source of raw material for almost all of the many prepared mustards made in France, the province hardly gets even a sniff of the value-added potential of the thousands of acres sowed here to mustard.

SaskCan Pulse Trading, in its brief four-year history, has done its part to ensure the lentil story won't always be about raw materials leaving the province unprocessed. Through his contacts in Turkey, Al-Katib brought in millions of dollars in investment, including proprietary technology used to split and oil the red lentils his company is buying. On the Saskatchewan side of things, he praises the public investment in crop research at the U of S which has led to some of the best new lentil varieties in the world.

As the first generation child of immigrants, it is no surprise Al-Katib says increased immigration has to be pursued by the province if the economy is to grow. He's done his part.

There were seven Turkish technicians who moved to Regina to help run the SaskCan processing equipment and Al-Katib says the wheels are turning for these people to become Canadian citizens.

As for winning Abex Business of the Year in 2004, he says fellow business people's reaction to the win was the warning that the award could be a "kiss of death," citing the business failures of past winners such as Shuttlecraft.

"This type of attitude we have to get over," he said bluntly.

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It used to be a tradition on these pages to pick all the winners of the Abex awards in advance. I won't go out on that big of a limb since several categories have me stumped, especially those which pit tiny companies against much larger firms. Overall, however, I predict that **VCom Inc.**, the north end Saskatoon manufacturer of broadband electronic devices that serve both cable and wireless networks, will end up as Abex Business of the Year.

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While we're celebrating success, the 10-year record of Women Entrepreneurs of Saskatchewan, Inc. is well worth noting.

**Laura Small** and her Saskatoon-based staff, perhaps sensing in me a weakness for carrot cake, invited me to a small gathering Tuesday night where the track record of this organization in creating small business opportunities for women was celebrated.

In the past decade, loan money made available to Women Entrepreneurs from Western Economic Diversification (WD) Canada has amounted to \$11.2 million, split among 326 individual loans to businesses that now employ 584 full-time equivalent workers.

Among the big success stories out of those loans is Saskatoon's **Kim Weimer**, president of **Fastener Warehouse Ltd.** Weimer, along with her husband Bob, started a company selling industrial fasteners a little more than 10 years ago. I interviewed Kim in 1999 when she readily admitted the company, then known as Saskatoon Fasteners, was started with cash advances from their credit cards.

Weimer has made the list of Profit magazine's Top 100 women entrepreneurs in Canada in each of the past four years, steadily moving up the rankings (by sales). This year's list put company sales at \$10.24 million with 34 full-time employees and a building that can house \$2.5 million worth of nuts and bolts, washers, rivets and screws, etc. to serve local industry, which needs these fasteners on a "just in time" basis.

Weimer has been a member of Women Entrepreneurs almost from day one of the business and says the organization's networking was always there for her. "Either they knew or they'd steer you to the right person," she says.

With 31 per cent of the 36,000 small businesses in Saskatchewan owned by women, Women Entrepreneurs is an organization worthy of its recent five-year funding extension by the federal WD.