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blanket classifieds

February 23 to March 1, 2007

saskatchewan employment weekly

call your local community newspaper to advertise or  
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## EMPLOYMENT OPPORTUNITY



BADGER LLOYD  
is looking for  
**HYDROVAC DRIVER  
OPERATORS**

To work in the Lloydminster area.  
Class 1A or 3A licenses. Come join the "Badger Boys".  
We offer a competitive salary structure, benefit package  
and PPE assistance. Training provided.  
Safety first company. Valid oilfield tickets required.

Fax resume with references and abstract:  
Fax (306) 825-3813 or call Ken at (780) 875-1640

## CREATING THE FUTURE



is currently looking for Quality Career Orientated People  
**DRILLERS • DERRICK HANDS • MOTORMEN • FLOORHANDS**  
To help fill the positions in our rapidly growing company.

**WE OFFER:** Competitive Wages  
Health and Dental Benefits  
Excellent Rapid Advancement

Please Fax Resume to: HemSCO Energy Services Ltd.  
Attention: Personnel  
403-362-0357

## EMPLOYMENT OPPORTUNITY

# CASHIERS

required for the Canadian Tire Gas Bar.  
Experience preferred but will train.

Call for appointment  
(780) 871-4637  
or (306) 825-8892  
leave message.



The Int'l Brotherhood of Boilermakers is  
looking for **Pressure Welders** for  
Heavy Industrial Construction and Maintenance.  
Must have F3/F4, TIG tickets an asset.  
Experience welcomed, but not needed.  
We offer great wages, benefits and pension.



Please apply to  
214 4th Ave. East,  
Regina, SK. S4N 4Z6  
Or phone 306-949-4452

## SHIPPER RECEIVER PARTSPERSON Required immediately for large volume parts department.

Send resume to:

**Watrous Mainline Motors**  
Box 70

Watrous, SK S0K 4T0

or call

**Todd Pidborodetsky,**

parts manager  
306-946-3336



## YEARBOOK SALES CONSULTANT

We are an international leader in yearbook manufacturing and have  
an immediate opening for a motivated individual to join our sales  
team in Saskatchewan. Your responsibilities will include increasing  
the customer base in Saskatchewan by actively prospecting and  
closing new accounts. You will also advise and guide all of your  
customers to plan their publication needs. You are highly motivated  
toward achievement, self-confident, competitive and enjoy a  
challenge. The successful candidate will demonstrate excellent  
communication, presentation and sales skills. Ideally your  
background will include two years sales experience, knowledge of  
desktop publishing, experience in photography and teaching.

Candidates will be thoroughly trained for a professional career filled  
with challenge, financial rewards and personal satisfaction.

If you are interested in representing a company that has an 85 year  
history committed to the education market, please submit your  
resume in confidence, with references, no later than March 16,  
2007 to:



41 Scurfield Blvd., Winnipeg, MB R3Y 1G4  
www.yearbooks.biz email: winnipeg@herffjones.com  
Previous applicants need not apply.



ENSASK Biofuels Ltd. is a new company  
advancing plans for a 90 million litre ethanol  
plant to be built in North-eastern  
Saskatchewan.

We are currently recruiting the services of a:

## MARKETING REPRESENTATIVE

[www.ensask.com/jobs.htm](http://www.ensask.com/jobs.htm)

## PRODUCT SUPPORT ADVISOR

Are you skilled in the fields of hydraulics, metering &  
electrical systems on today's zero till seeding equipment?  
Do you enjoy problem solving & helping customers with  
their high tech equipment? Are you a licensed heavy duty  
mechanic or a well experienced service technician who  
communicates well with customers & staff?

If you answered Yes to any of these questions & would  
like to work in a fast paced, challenging position with an  
expanding Sask Company, we would like to hear from you.  
This full time position is located in southeast Sask near  
several communities, the scenic Moose Mountains &  
Qu'Appelle Valley. It includes an attractive salary &  
a full line of benefits.

Please forward your resume to:

Seed Hawk Inc.,  
Human Resources,  
Box 123, Langbank, SK S0G 2X0  
Fax: 306-538-2228 or email: gordon.wyatt@seedhawk.com



## RIG SUPERINTENDENT BROOKS, ALBERTA

Wellco Energy Services is a rapidly growing, multi-service company engaged in the provision  
of drilling and production-related services to the Canadian oil and gas industry. Our  
employees are united by four core values – Quality of Service and Products, Expertise in  
Business Lines, Culture of Safety and Workplace of Respect. We have the following  
immediate opportunity for an individual who enjoys a team orientated environment.

We are currently hiring a **Rig Superintendent** to work in our Service Rig division in  
**Brooks, Alberta.**

This position will coordinate rig duties, follow all industry and CAODC industry  
recommended practices and ensure all new and current employees are trained properly as rig  
personnel.

Qualifications:

- Minimum of 5 years experience as a tool push or rig supervisor
- Must have valid driver's license and clean driver's abstract
- Must have all oilfield tickets
- Excellent verbal communication skills
- Ability to work with people in a leadership role

We offer a competitive salary, excellent employee benefits, and opportunities for  
advancement.

Qualified applicants are invited to submit a cover letter and resume in MS Word format  
quoting job reference number #WEL07-08 by **March 12, 2007** to:

Wellco Energy Services  
Suite 2300, 500-4th Ave. SW  
Calgary, Alberta T2P- 2V6  
Attention: Recruiting Coordinator  
Fax: (403)232-6338  
Email: [resumes@wellcoenergy.com](mailto:resumes@wellcoenergy.com)

For further information on this position and other opportunities within our company, please  
visit our website at [www.wellcoenergy.com](http://www.wellcoenergy.com)

We thank all applicants for their interest in Wellco Energy, however only those who will be  
interviewed will be contacted. Please no phone calls.



## Tool Pushes/Roughnecks/Derrick Hands/Drillers Brooks, Alberta

Wellco Energy Services is a rapidly growing, multi-service company engaged in the  
provision of drilling and production related services to the Canadian oil and gas industry.  
Our employees are united by four core values – Quality of Service and Products,  
Expertise in Business Lines, Culture of Safety and Workplace of Respect. We have the  
following immediate opportunities for individuals who enjoy a team orientated  
environment.

We are currently hiring people for our Service Rig division in **Brooks, Alberta.**

The following positions are available:

- Tool Pushes
- Drillers
- Derrick Hands
- Roughnecks

**Tool Pushes & Drillers** are offered the option of operating their own trucks, guaranteed  
minimum hours per month, plus hourly wage.

**Derrick Hands & Roughnecks** receive guaranteed minimum hours, plus hourly wage.

We offer a competitive salary, excellent employee benefits, and opportunities for  
advancement.

Industry experience is required for some positions and training will be provided for entry-  
level positions.

Qualified applicants are invited to submit a cover letter and resume in MS Word format  
quoting job reference number **WEL07-03** by **March 12, 2007** to:

Wellco Energy Services  
Suite 2300, 500-4th Ave. SW  
Calgary, Alberta T2P- 2V6  
Attention: Recruiting Coordinator  
Fax: (403)232-6338  
Email: [resumes@wellcoenergy.com](mailto:resumes@wellcoenergy.com)

For further information on this position and other opportunities within our company,  
please visit our website at [www.wellcoenergy.com](http://www.wellcoenergy.com)

We thank all applicants for their interest in Wellco Energy, however only those who will be  
interviewed will be contacted. Please no phone calls.



# 1 blanket • classifieds



February 23 to March 1, 2007

we've got you covered

call your local community newspaper to advertise or [www.swna.com/classifieds](http://www.swna.com/classifieds)  
or toll free: 800-661-7962 • saskatoon: 306-382-9683 fax: 306-382-9421

**EMPLOYMENT OPPORTUNITY**

**BAKERY MANAGERS REQUIRED** immediately. We offer above industry compensation, benefit package, performance bonus plan & opportunities across Alberta. Fax resume to (780) 624-1349 or email hyperlink "mailto:vallen@freson.com", vallen@freson.com.

**HEAVY DUTY SERVICE TECHNICIAN** required for rural dealership. Ag equipment, heavy duty truck and trailer repair an asset. School, hospital, recreation facilities, safe, secure. Benefits package. Above average wages. Tweed Farm Equipment, Medora, MB. Fax resumes to The Rolly: 204-665-2404 or email: sales@tweed-eq.com.

**REPORTER/PHOTOGRAPHER** needed for a busy weekly newspaper in Outlook. Candidates should have the following: diploma/degree from a recognized journalism school or equivalent experience; Knowledge of Adobe Suite; motivated, self-starter and team player. Send resumes to The Outlook Box 1717, Outlook, SK S0L2N0 theoutlook@sasktel.net.

**RAYWALT CONSTRUCTION** is looking for people with experience in sewer and water construction for spring startup in Edmonton. We require experienced labourers, pipelayers, helpers, topman, tapman, Class 1 truck driver, track loader, dozer operators. Also required maintenance personnel to prepare manholes and water systems for inspections. Top wages, employee benefits and bonus system in place. Must have vehicle. Fax: 1-780-962-4114 or email [mzutz@raywait.ca](mailto:mzutz@raywait.ca).

**PARTS COUNTER PERSON** required at Cold Lake Ford. Incredible wage/benefits/pension plan. Customer service skills a must. Join a leading Ford dealership in northern Alberta. Email resume to: [humanresources@coldlakeford.com](mailto:humanresources@coldlakeford.com). Fax 780-594-3123. Phone 780-826-9800.

**PRODUCT SUPPORT ADVISOR** - Are you skilled in the fields of hydraulics, metering & electrical systems on today's zero till seeding equipment? Do you enjoy problem solving & helping customer with their high tech equipment? Are you a licensed heavy duty mechanic or a well experienced service technician & communicate well with customers & staff? If you answered Yes to any of these questions & would like to work in a fast paced, challenging position with an expanding Sask Company, we would like to hear from you. This full time position is located in southeast Sask near several communities, the scenic Moose Mountains & Qu' Appelle Valley. It includes an attractive salary & a full line of benefits. Please forward your resume to: Seed Hawk Inc., Human Resources, Box 123, Langbank, S0G 2X0. Fax: 306-538-2 2 2 8, [Gordon.wyatt@seedhawk.com](mailto:Gordon.wyatt@seedhawk.com).

**MAKE THE MOVE TO MOOSOMIN**, a thriving Saskatchewan community. Affordable housing and many entry-level jobs available. For more information contact Coral at Co-op C-Store/gas bar 306-435-2424.

**HOLIDAY ON HORSEBACK** in Banff, Alberta. Seeking individuals interested in riding the Rockies! Hiring for trail guides, cooks, carriage drivers and packers. Horse experience required. Salary starting wage \$2100. - \$2400. monthly plus perks and incentives. Staff accommodation available; [www.horseback.com](http://www.horseback.com) for more details. Contact Ron Warner at 403-762-4551 or [muleman@telusplanet.net](mailto:muleman@telusplanet.net) et. to apply.

**WESTERN RETAIL STORE** in Banff, Alberta looking for sales clerks/reservation agents for local trail rides. Must share an enthusiasm for the western lifestyle! Seasonal and year round positions available. Salary starting range \$1700. - \$1900./month plus commission, perks and incentives. Staff accommodation available. Contact Lisa at 403-762-4551 or [trailrider@horseback.com](mailto:trailrider@horseback.com) to apply.

**EXPERIENCED PARTS MANAGER** required & a Service Technician for our Estevan New Holland dealership. Apply: KE-ED Equipment Ltd., Box 905, Estevan, SK. S4A 2A7. Attention Jim Keating.

Saskatchewan's #1 Ford Super Duty Dealer Cypress Motors has an **IMMEDIATE OPENING** for a **SERVICE MANAGER** in the Maple Creek Store. Competitive Compensation. Contact Jeff Parsons @ 1-888-875-8188 or email resume to [jeff.sc@cypressmotors.com](mailto:jeff.sc@cypressmotors.com).

**TURNBULL EXCAVATING** seeks Permanent Full-time Excavator, Backhoe, Bobcat and Loader Operators. Profit sharing and group insurance. Earn \$50,000 to \$80,000 yearly. Call Ed Turnbull 306-634-6636 Fax 306-634-6639.

**CONTRACT CUSTODIAL** Janitorial position. 30,000 sq. ft. Food Store, 7 days/week. Experience required. Good references. Bondable. Questions? Jeff/Alain 780-853-5335. Resume: Eastalta Co-op, 5013 - 51 Ave., Vermilion, AB, T9X 1B2.

**FULL-TIME BAKER** required in Vermilion and Wainwright, Alberta. Experience required. Good references. Apply: Eastalta Co-op. Attention: Jeff, 5013 51 Ave., Vermilion, AB, T9X 1B2. Phone 780-853-5335.

**PHONE DISCONNECTED?** Super Special: only \$7. for first month plus hook up. Everyone welcome. Guaranteed approval. Free long distance package. Call Easy Reconnect now 1-877-446-5877.

**EMPLOYMENT WANTED**

**CAREGIVERS/NANNIES** with 7 months caregiver training is looking for live-in employment with elderly, disabled or family needing child care. 780-709-0005 or visit [www.worldwidecaregivers.ca](http://www.worldwidecaregivers.ca).

**AGRICULTURE**

**BUY & SELL** grain on line. With the click of a mouse, buyers will view a large list of available grain for sale posted by registered producers, throughout Western Canada. The best way to market grain. If you do not have Internet access, Rayglen has agents in your area with the connections. Crop Management-Rayglen Commodities offers producers the ability to manage their grain inventory, and quickly project crop production costs/returns. Marketing Advice receive the Rayglen newsletter; it contains up-to-date market prices & tips. Register now at [www.rayglen.com](http://www.rayglen.com). Need help? Call 1-800-RAYGLEN (729-4536).

**ANNOUNCEMENTS**

**TELEMIRACLE Saskatchewan's Charity**

Learn how your donation makes miracles happen by visiting our website at [www.telemiracle.com](http://www.telemiracle.com)

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Get HUGE results with the Blanket Classifieds

**TOWN OF ASSINIBOIA**

**Water Treatment Plant Operator I**

The Town of Assiniboia is currently seeking applications for the Position of **Water Treatment Plant Operator I**.

This position is responsible for water testing, record keeping, maintenance of the water treatment plant, pump houses, lift station, lagoon and equipment, as well as other duties which may be assigned. Applicants must have a minimum of Grade 12, and possess or be willing to obtain up to Class 3 Water Treatment, Class 2 Water Distribution, Class 2 Wastewater Collection and Class 1 Wastewater Treatment Certification. Must also have a valid Saskatchewan driver's license.

Wages and benefits is accordance with the service union contract. For more information contact (306) 642-3382 or visit [www.assiniboia.net](http://www.assiniboia.net). Submit applications listing qualifications and references to: Town of Assiniboia, Box 670, Assiniboia, SK. S0H 0B0, fax (306) 642-5622, e-mail: [townofassiniboia@sasktel.net](mailto:townofassiniboia@sasktel.net) by **Friday, March 9, 2007**.



**HEAVY DUTY MECHANIC BROOKS, ALBERTA**

Wellco Energy Services is a rapidly growing, multi-service company engaged in the provision of drilling and production related services to the Canadian oil and gas industry. Our employees are united by four core values – Quality of Service and Products, Expertise in Business Lines, Culture of Safety and Workplace of Respect. We have the following immediate opportunity for an individual who enjoys a team orientated environment.

As a **Heavy Duty Mechanic**, you will inspect, identify, repair and service mechanical components of Wellco vehicles and equipment in the field and in a shop environment. Responsibilities also include repairing and maintaining Wellco one ton, three and five ton deck trucks, service rigs and pump units. You will ensure all power train components, braking, electrical, and hydraulic systems on vehicles and equipment are fully functional and meet Canadian Safety Standards and/or Canadian and Alberta Transportation Regulations levels. You will also perform and issue the CVIP inspections.

The successful candidate must possess a valid Alberta Heavy Duty Journeyman Mechanic designation and/or an inter-provincial Journeyman Red Seal Heavy Duty Mechanic Designation ensuring eligibility to work in the province of Alberta. A CVIP inspection certificate, and Class 3 license with air endorsement is also required. You will be provided with a company truck for service calls. The Brooks facility has a new shop equipped with a five ton overhead crane which services the main work area, and a separate 30'x125' wash bay, all on a five acre fenced, gated and graveled yard.

We offer a competitive salary, excellent employee benefits, and opportunities for advancement.

Qualified applicants are invited to submit a cover letter and resume in MS Word format quoting job reference number **WEL07-02** by **March 12, 2007** to:

**Wellco Energy Services**  
Suite 2300, 500-4th Ave. SW  
Calgary, Alberta T2P- 2V6  
Attention: Recruiting Coordinator  
Fax: (403)232-6338  
Email: [resumes@wellcoenergy.com](mailto:resumes@wellcoenergy.com)

For further information on this position and other opportunities within our company, please visit our website at [www.wellcoenergy.com](http://www.wellcoenergy.com)

We thank all applicants for their interest in Wellco Energy, however only those who will be interviewed will be contacted. Please no phone calls.

**Bourgault Industries Limited**, a leading global manufacturer in technologically advanced seeding and tillage equipment is seeking a highly motivated, mature and out-going team player for our:

**Parts Order Desk**

Prior experiences in agricultural parts management a definite asset. This position requires daily interaction with parts people at dealerships or with farmers. Communication must be provided with excellent consultative service based on product knowledge and expertise while projecting our company image in a professional and courteous manner.

**BOURGAULT PAYS FOR: PERFORMANCE**

We have principal based management, pay for performance, equal employment opportunity, problem resolution, objective performance reviews, plus an open, industry leading pay structure and benefits. All situated in the vibrant community of St. Brieux, Saskatchewan.

We need your high performance, drive, and ambition. To join the innovators in seeding and tillage equipment, please forward resumes to Box 39, St.Brieux, SK, S0K 3V0 or fax to 306-275-4735, or email: [bourgault@bourgault.com](mailto:bourgault@bourgault.com) and don't forget to visit our web site at: <http://www.bourgault.com>



**AUCTIONS**

**UNRESERVED FARM & REAL ESTATE AUCTION**

**Ehlert Family & Mitch & Lorraine Kehrig Monday, April 16/07 Watson, SK**

11 Parcels of Land (RM Lakeside #338), including:

**HOME QUARTER**

w/approx 980 sq ft 1 story house/16x24ft garage/40x30ft steel shed/48x80ft pole shed/30x50ft machine shed/2 bins

**OPEN HOUSES:** Mar. 3 & Mar. 17 (2-4 pm) **FARM MACHINERY** also to be sold by unreserved auction.

Partial Listing only... go to

[www.rbauction.com](http://www.rbauction.com) or call

**1.800.491.4494 for more information. Ritchie Bros. Auctioneers PL309645**

**UNRESERVED FARM & REAL ESTATE AUCTION**

**Bud & Karen Kam Friday, April 13/07 Richlea, SK**

Acreage - RM Snipe Lake #259 (+/- 23.56 acres) Approx 1600 sq ft bungalow \* 14x22 ft garage \* 48x48 ft slant wall shop \* 32x60 ft quonset \* oil shed Beautifully treed yardsite - A Must See!

**OPEN HOUSE:** March 17/07 (2-4 pm)

Farm machinery also to be sold by unreserved auction.

Partial Listing only... go to

[www.rbauction.com](http://www.rbauction.com) or call

**1.800.491.4494 for more information. Ritchie Bros. Auctioneers PL309645**

**UNRESERVED FARM & REAL ESTATE AUCTION**

**Usselman Farm Ltd. Wednesday, April 25/07 Allan, SK**

1 Acreage & 10 Quarters of IRRIGATED LAND in 4 distinct packages (RM Blucher #343) Including: Approx 1008 sq ft house w/dbl attached garage \* 51x80 ft quonset \* 20x52 ft shop. Don't miss this great opportunity!

**OPEN HOUSE:** March 11/07 (2-4 pm)

Farm machinery also to be sold by unreserved auction.

Partial Listing only...go to

[www.rbauction.com](http://www.rbauction.com) or call

**1.800.491.4494 for more information. Ritchie Bros. Auctioneers PL309645**

**AUCTION:** Large Estate Forestry & Construction Equipment, Thursday, March 15, Thunder Bay ON. Featuring: Crawlers, Loaders, Excavators, Graders, Rock Tuck, Forestry Equipment, Trucks, Trailers and MORE! For details go to [www.hodginsauctioneers.com](http://www.hodginsauctioneers.com) or call 1-800-667-2075! PL915407.

**AUTO PARTS**

**AUTO/TRUCK PARTS** Wrecking over 2000 Vehicles. All models, cars, trucks up to 3 tons. Lots of 4x4's. We ship parts anywhere & offer a 90 day warranty. Call Northeast Recyclers Toll Free 1-877-903-3325, Lloydminster.

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**GUARANTEED APPROVAL DRIVE AWAY TODAY!** We lend money to everyone. Fast approvals, best interest rates, over 800 vehicles sale priced for immediate delivery. [www.autoapprovedcanada.com](http://www.autoapprovedcanada.com) 1-800-711-4491.

**LOOKING FOR A QUALITY used vehicle?** Guaranteed lowest prices and interest rates. Approvals for all levels of credit. Auto Outlet 1-866-922-1444 or [www.guaranteedlowestprice.ca](http://www.guaranteedlowestprice.ca)

**BUSINESS OPPORTUNITY**

**MONEY MAKER.** Local route. No selling on your part. For more info call 1-866-821-2569; [www.telecardinfo.com](http://www.telecardinfo.com).

**PIZZA TRUCKS:** EXCELLENT BUSINESS opportunity for you and your community. First Nations and Metis grants available. Visit our websites for details: [www.pizza-trucksofcanada.com](http://www.pizza-trucksofcanada.com), [www.expresswaypizza.com](http://www.expresswaypizza.com), 1-204-297-7667.

**YOUR OWN PET FOOD BUSINESS,** turnkey for under \$10K. For more information Call Toll-Free 1-877-738-3287 Ext. 217 or (604) 518-7706 or visit [www.ripleesranch.com](http://www.ripleesranch.com)

**CAREER TRAINING**

**HEAVY EQUIPMENT OPERATOR TRAINING** Monthly courses starting April Dozer, Grader, Excavator, Loader, Rocktruck, Scraper Level 2 Ground Disturbance included Practicum Training Institute 306-955-0079 [www.practicumtraininginstitute.ca](http://www.practicumtraininginstitute.ca) [pti@sask-tel.net](mailto:pti@sask-tel.net)

**COMING EVENTS**

**FRONT ROW SEATS & JACUZZI SUITES to see...**

**DANIEL O'DONNELL** Sunday, May 27 in Saskatoon.

**These special VIP FRONT ROW Tickets** are held for FANS in Rural Saskatchewan only Until Thursday, March 15th.

**For reservations call 1-800-265-0000 or go online to [www.dashtours.com](http://www.dashtours.com)**

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**..BUYING... FEED OATS**

**BARLEY - PEAS**

- LIGHT

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**HEATED CANOLA**

-FROZEN

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**"ON FARM PICKUP"**

**Westcan Feed & Grain**

**1-877-250-5252**

**RESIDUAL WEED CONTROL** controversy? Certain parties will say anything to keep you from protecting crops with residual weed control. Don't be fooled. Get the facts.

**WESTERN COMMODITIES, Spalding, SK** buying all feed grains including pulses, heated/grain, canola/flax. Looking for large quantities of heavy/light feed barley. 1-877-695-6461, 306-872-2280 for details.

**FOR SALE**

**NEW LOADED COMPUTER ONLY 99 cents/day!** EVERYONE'S APPROVED\* Get a loaded MDG Computer with an Intel Core2 Duo only 99 cents/day. Includes everything you need: 1 GB RAM, 250GB HD, 19" LCD Flat Panel, Windows Vista and a FREE \* Printer/Scanner/Copier (\*Call for conditions) 1-800-236-2504.

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**SAWMILLS** from only \$3,495.00 - Convert your LOGS TO VALUABLE LUMBER with your own Norwood portable band sawmill. Log skidders also available. [www.norwoodindustries.com](http://www.norwoodindustries.com) - FREE Information: 1-800-566-6899 Ext:4000T

**VEGETABLE EQUIPMENT FOR SALE** - JD2130 3PTH, corn airseeder, handmove sprinkler-system, waterwheel/HydroSync hron transplanter, bedshaper, forklift, 6' rotovator, Friday-hoe, sprayer. Phone 306-867-8999.

**AT LAST!** An iron filter that works. IronEater! Fully patented Canada / U.S.A. Removes iron, hardness, sulfur, smell, manganese from well water. Since 1957. Phone 1-800-BIG IRON; [www.bigiron-drilling.com](http://www.bigiron-drilling.com).

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We're here to help.

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**SMOKERS HELPLINE**

today for your free 'Quit Plan'

Free, Confidential, Bilingual.

1-877-513-5333.

A service of the

**Canadian Cancer Society & Heart & Stroke**

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Funded by Health Canada

**LIVESTOCK FOR SALE**

**HORSESHOE CHAROLAIS BULL SALE:** Thurs., March 8 Johnstone Auction Mart, Moose Jaw, SK 2:00 PM. Yearlings and Two Yr. Olds Semen & Performance Tested Wintering. Delivery or \$50.00 rebate if you bring your trailer. For information 306-933-4200.

**PERROT-MARTIN CHAROLAIS BULL SALE,** Sat, March 3, Peterson's Auction Mart, Kelvington, SK 2:00PM- 65 Yearling Bulls-Mainly polled-semen tested. Free Delivery. Terms Available For catalogues call 306-933-4200.

**R PLUS SIMMENTALS & GUESTS**

7th Annual Bull Sale Sun, Mar 4/07, 1 PM at the ranch 5 miles SE of Estevan, SK.

(watch for signs) **Selling:** 95 multi-generation Red & Black Simmental bulls, bred for easy calving & performance .

**For more info call:**

**Marlin Le Blanc**

306-634-8031

cell: 306-421-2470

**Ken Rosengren**

306-458-7503

306-458-2649

**Brain Ross**

306-421-2290.

**THE COMPLETE BULL SALE,** 2:00 PM, Sat., March 10, Saskatoon Livestock Sales, Saskatoon, SK. 60 Red & Black Angus. Semen tested. Delivery, wintering & terms available. For catalogues call 306-933-4200.

**MANUFACTURED HOMES**

1460 SQ. FT. RTM completely finished, 3 bedroom, large front rooms, vaulted ceilings. Call for brochure, Swan River, MB 204-734-8864 or 204-734-8248.

**PERSONALS**

**CLEAR YOUR CRIMINAL RECORD.** Free Pardon and U.S. Entry Waiver Assessment. A record affects, employment, traveling, and other necessities. Apply online [www.canadianpardons.ca](http://www.canadianpardons.ca) Call 1-800-298-5520.

**STEEL BUILDINGS**

**BUILDING SALE...** March/April delivery or deposit holds till spring. 25'x40'x14' \$6,500. 32'x50'x18' \$11,900. Front end optional. Rear end included. MANY OTHERS! Pioneer 1-800-668-5422 or [www.pioneersteel.com](http://www.pioneersteel.com).

**THANK YOU**

**THANK YOU** all ticket purchasers of COW 50 Lottery in support of St. Angela's Academy, Prelate, SK these last thirteen years. Winner 2007: GRAND PRIZE February 15, \$50,000: Harvey Fode, Provost AB; Early Bird \$5000 January 24: Ed Fiisel, Bladworth, SK Repeat Buyers' VIP \$2000 January 10 Bill & Anita Kuffner Glentworth, SK. This is the last lottery because the academy is closing June 30, 2007. Sister Rosetta Reiniger, Executive Director.

**WANTED**

**WANTED** all wild fur muskrats, coyotes etc. Sheds & antlers, old & odd traps. Call Phil 306-278-2299 or Bryon 306-278-2425.

**WANTED:** shed antlers, top prices paid, all grades, extra for trophy sets, buying all the time. Alberta Antler, 780-336-3546, 780-385-0076, Lic. S06K7021.



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*Construction is the fastest growing sector in Saskatchewan.*

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Employees found. Careers made.

**are distributed each week to a readership of over 520,000 people**

# IPSCO Business of the Year 2006

written by Paul Martin

**Part II** continued from last week's workweek.

As appeared in November/December 2006 issue of Saskatchewan Business Magazine.

The first U.S. acquisition was a small pipe mill in the Midwest. Soon another was added. An 11-year employee, Moose Jaw-born David Sutherland, transferred from the personnel department to take on management of these new operations, a move that put him on the fast track that would ultimately lead to the chief executive's chair after Phillips. Then a major facility in Minneapolis was added, giving the company access to the Mississippi River system and cheaper transportation costs. Those of us who toil in the centre of the continent are all too aware of overland freight tariffs but to provide some context, it was costing IPSCO about \$50 a ton to move steel from Regina to Minneapolis. It was roughly \$10 a ton to forward it on water from Minnesota to Houston where the company bought another facility.

Despite the new options afforded by its American acquisitions, its U.S. operations were not integrated so the team began exploring the possibility of building its own steel mill. After considering several locations the firm chose Iowa and a site on the Mississippi River for a half-billion-dollar mill roughly equal in size to the one in Regina.

The idea was to incorporate the innovative techniques developed in Regina in the new mini-mill and create raw material for its rapidly expanding American value-added operations.

Unfortunately, the company encountered all sorts of trouble in the construction phase as a German contractor hired to do the job simply wasn't up to the task. Despite the delays brought on by the construction difficulties, the board of directors chose to make another major bet – to build yet another steel mill in the U.S., this time on the Gulf Coast. Once again they compared sites and were even pursued by Texas Governor George W. Bush to choose his state, but Phillips and his team ultimately recommended a location near Mobile, Alabama.

This time the company would act as its own general contractor and the plant was completed on time and on budget, effectively tripling IPSCO's capacity, making IPSCO

a major player in the United States steel plate market as venerable names such as Bethlehem Steel, firms that didn't keep up with technological advances including incorporation of electric furnaces rather than expensive blast furnaces employed by legacy players, couldn't compete and disappeared.

Two key strategies that were at the core of the corporate strategy through this growth period were something Phillips called 'steel short' and dealing with the market when it was ready.

Steel short remains a fundamental element of IPSCO's operating strategy today. Although the company produces significant volumes of steel in its three plants – more than three million tons annually – it always bought steel from competitors to feed its pipe mills. This gave the company some flexibility in downtimes as it would stop buying from the competition when orders fell but could keep its own facilities operating at full capacity, even in slower periods. In effect it used the competition as a steel supply buffer.

Phillips characterized the second stratagem, going to the market when it was ready, very simply. The company acquired equity when the market was prepared to give it – generally at the top of the cycle – and then the company sat on it until growth or acquisition opportunities presented themselves at the bottom of the cycle. Not only did the company make acquisitions at bargain prices, it tended to get lower construction costs during slower segments of the steel cycle.

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## **IPSCO's new capacity proved a potent combination as it emerged as the leading producer of plate steel and the dominant supplier of large diameter pipe in North America**

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Phillips's plan to expand the company's footprint in the United States, something that very few Canadian companies have successfully executed, was in its final stages by the end of the 20th century, shortly before the North American market took off. It was a fitting final chapter in his two decades at the helm, leaving the company poised to capitalize on the impending upswing as the chief executive duties were



photo courtesy of IPSCO

transferred to David Sutherland, the fifth CEO in the corporation's history.

The last three or four years have been a remarkable ride. The resurgent market coupled with IPSCO's new capacity proved a potent combination as it emerged as the leading producer of plate steel and the dominant supplier of large diameter pipe in North America. It was somewhat ironic given that the old line companies back in Canada were in the midst of restructuring or disappearing. IPSCO was not only the one Canadian company that avoided bankruptcy protection, it actually thrived while others struggled, largely because of its ability to adopt new technology in deploying the highly efficient mini-mill concept. On top of that, it thrived in the United States as well. Clearly IPSCO had become the class of the industry.

Perhaps because of his predecessors' qualities – be they remarkable, flamboyant or efficient – Sutherland's contemporary leadership style unfairly tends to be understated by some. But his contributions

and leadership are immensely significant.

When he took over, IPSCO had very little market and its new equipment installed in Iowa and Alabama wasn't working too well. Stark improvements were made such that a recent third party industry study recognized IPSCO as first in every significant category for a plate supplier.

Though few people would recognize this, it is not easy to build a huge marketing system for \$4 billion in sales and do it well. Yet Sutherland has.

In the years under Sutherland's leadership the company's profits have surged. For example, the third quarter of this fiscal year saw revenues of a billion dollars (USD) and profits of just under \$200 million, positioning it to capitalize on emerging opportunities. The most recent was the \$1.4-billion acquisition of NS Group in Kentucky. The purchase gives the company another steel mill and access to the NS Group's customer base in the pipe market. In announcing

the deal, an IPSCO news release summed it up this way: "With the acquisition of NS Group, IPSCO now operates four steel mills, eight pipe mills, scrap processing centres and product finishing facilities in 25 geographic locations across the United States and Canada."

The significance of the NS acquisition can't be overemphasized due to the burgeoning market in OCTG, the all-encompassing acronym given to pipe products used for petroleum exploration and drilling. The market has roughly doubled in the past two years and IPSCO is now the dominant domestic supplier of tubular products for the oil and gas sector in the United States and Canada.

From a dream inspired by the unlikely combination of a Texas entrepreneur and a socialist premier 50 years ago, IPSCO has written a story that is required reading for any entrepreneur looking to build an enterprise that grows into the dominant player in its market space. And does it in two countries at that.