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Regina Office
P.O. Box 1787
#320 - 1801 Hamilton Street
Regina, Saskatchewan
CANADA S4P 3C6
Telephone: 306-787-9210
Toll Free: 1 -877-313-7244
Fax: 306-787-6666



Saskatoon Office
#500 - 402 21st Street East
Saskatoon, Saskatchewan
CANADA S7K 0C3
Telephone: 306-933-6551
Fax: 306-933-6556

www.sasktrade.sk.ca
inquire@sasktrade.sk.ca

Date for Release: October 9, 2008

Finalists Announced for STEP Exporter of the Year Award

The three finalists for the **2008 STEP Exporter of the Year Award** are Highline Manufacturing of Vonda, NORAC Systems International of Saskatoon and Terminal Systems International of Saskatoon.

The annual STEP Exporter of the Year Award, sponsored by Export Development Canada, acknowledges these companies for their success in tackling world markets. The winner of the award will be announced during the Canada Trade Summit organized by STEP and Enterprise Saskatchewan to be held from October 27 - 30th at TCU Place in Saskatoon.

“STEP is very encouraged and excited by the caliber of applications received for the Exporter of the Year Award” noted Lionel LaBelle, President & CEO of STEP. He added “it is vitally important to recognize achievement and success and this award confirms STEP’s strong commitment to that process. Our province excels in exporting goods and services around the world and it is a privilege to work with these STEP member companies.” The three finalists for the 2008 Exporter of the Year Award are:

Highline Manufacturing, located in Vonda, Saskatchewan is a manufacturer of short line agriculture equipment and industrial machinery including rock pickers, bale processors, a bale mover as well as environmental products. The company has been exporting products for eighteen years and has seen export sales increase in the past year by 29% with such sales accounting for 36.5% of the enterprise’s total sales. Highline continues to manufacture and design quality machines and create strategic alliances with internationally recognized companies to expand their product line. With a staff of 130, the company’s target markets for their agricultural equipment and products are Russia, Kazakhstan, Ukraine, Germany, Australia and the USA.

NORAC Systems International Inc. specializes in the development and manufacturing of weighing and control systems. The company pioneered the use of ultrasonic technology in the development of control systems for agricultural equipment and currently offers the leading sprayer boom height control system on the market. Located in Saskatoon, NORAC has been exporting for thirty years and offers full product and customer support worldwide. Export sales this year increased by 24% over the previous fiscal year representing 71% of the company’s total sales. The primary market for the company is the USA, which accounts for just over half of NORAC’s total sales volume. Sales to markets outside of North America, including Western Europe and Australia, have almost doubled in the past year.

Terminal Systems International (TSI) is a family owned and operated firm based in Saskatoon which provides innovative advancements in airport technology and information systems. TSI is focused on providing airports with quality information management solutions with a focus on advanced products, including flight, baggage, gate information display systems, integrated Gate Management and the Airport Operational Database. TSI has installed their products in over 40 airports in North, Central, South America, and Asia. TSI has demonstrated a consistent ability to export technology and services outside of Saskatchewan for over a decade.

STEP is a non-profit, membership driven, government/industry partnership, designed to promote the growth of Saskatchewan's export industry. STEP assists provincial businesses to realize global marketing opportunities through specially tailored services and programs pursuing growth in existing foreign markets and opening doors to new ones.

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For more information, please contact:

Mr. Lionel LaBelle, President & CEO, STEP
Tel: (306) 787-1550

Mr. Phil Reddekopp, Sales Manager, Highline Manufacturing
Tel: (306) 258-2233

Ms. Danae Armstrong, Manager of International Markets, NORAC Systems International Inc.
Tel: (306) 664-6711 ext. 333

Mr. David Reid, President, Terminal Systems International
Tel: (306) 934-6911