

# PROFILE: Board Member Terry Henderson

Terry Henderson is a management professional with more than 30 years experience working in government and international agri-food manufacturing and distribution businesses.

Henderson was employed by the federal Department of Environment for four years in

Fredericton and Halifax prior to entering agri-food manufacturing in 1978 with Kraft General Foods. Increasing levels of responsibility led to relocations from Nova Scotia to Alberta, and later to Ontario. Henderson is dedicated to industry improvement, serving on a number of

committees of the Canadian Snack Food Association.

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WINDSOR ESSEX DEVELOPMENT COMMISSION

JANUARY 2008

# Good News



## Economic Summit Report Released

At a recent press conference, the Windsor Essex Development Commission's Board of Directors presented the Challenges of Change Summit Report, which outlines the findings of the

Economic Summit held on August 24, 2007. Representing a significant milestone in our path to success as a region, the report summarizes the key information provided during the Summit's morning presentations and brings together 50 actionable recommendations generated by the afternoon sector workshops.

The Board also introduced the leaders of new strategy teams who will provide the vision and expertise to support the development of economic strategies in four major sectors of our economy. Roy Verstraete, President of Anchor Danly, is the manufacturing sector

leader; Peter Frise, Director of Automotive Research and Studies at the University of Windsor, will lead the education sector team; Kristen Callow, General Manager of the Ontario Greenhouse Vegetable Growers, will direct the agri-business team; and David Malian, a healthcare consultant and entrepreneur who has held several senior management positions in the health care industry, will be the leader of the health sector team.

The team leaders will provide assessments of the issues and opportunities that present challenges to success for these sectors. WEDC will provide administrative support to each team by arranging meeting venues, preparing agendas and recording action items agreed to by the teams. The Commission will also implement approved programs and initiatives developed by the strategy teams.



Photo courtesy of The Kingsville Reporter

From left to right: Dr. Allan Conway, Roy Verstraete, Dr. Peter Frise, David Malian and Dr. Albert Schumacher

## Message from the Chairman

In early November, the Windsor Essex Development Commission's Board of Directors announced a private-public partnership between WEDC, Woodslee Credit Union, the City of Windsor and the County of Essex.

The funding commitment of \$150,000 from Woodslee Credit Union was given with the understanding that the City of Windsor and County of Essex would each contribute \$50,000 to the partnership, which they have

agreed to do. These commitments will enable the launch of a major marketing and promotional campaign, including a complete redesign of WEDC's website.

This show of faith in our organization and in our region by a private sector company reinforces my belief that we are on the right track and gives a major boost to the forward momentum already achieved by the Development Commission. The formation of this partnership and the willingness of all

parties to work together in promoting Windsor Essex demonstrates a recognition that the well-being of any individual part of the region will affect the region as a whole.



Remo Mancini, Chairman

- Matt Fischer - Chief Executive Officer
- Mike Burton - Vice President, Director of Corporate Services
- Lee Anne Damphouse - Executive Assistant
- Roxana Gosman - Project Analyst, Board Liaison
- Rakesh Naidu - Director, Business Attraction
- Tracy Pringle - Director, Business Retention & Expansion
- Sandy Smith - Administrative Assistant
- Wendy Stark - Economic Development Officer
- Lina Williams - Information and Systems Coordinator

**SMALL BUSINESS CENTRE**

- Sabrina DeMarco - Manager, Small Business Development
- Diane Barrette - Programs Advisor
- Jarrett Bezaire - Programs Advisor, Kingsville Office

**WindsorEssex**

**ECONOMIC INDICATORS**

**Workforce, Windsor CMA, November 2007**

Unemployment Rate:	7.8%
Size of Labour Force:	178,400
Employed Labour Force:	165,300

**Housing Starts, Windsor CMA**

November 2007: Single Detached:	40
Multi Family:	8
Year-to-date: Single Detached:	388
Multi Family:	183

**Building Permits, WindsorEssex January - November 2007**

Industrial:	\$2,278,284
Commercial:	\$2,806,500
Institutional:	\$7,182,500

The Windsor CMA includes the City of Windsor and Towns of Tecumseh, Lakeshore, LaSalle and Amherstburg. Please note that the above building permit data is preliminary and is subject to revision.



**WEDC Welcomes New Director of Business Attraction**

The Windsor Essex Development Commission is pleased to welcome Rakesh Naidu as the new Director for Business Attraction. In this role he is responsible for initiating and executing the strategy and activities to attract, support and facilitate new investment in the region. He will be working closely with the leaders in the industry and different sector heads to identify and maximize the potential in each sector. He will be coordinating attraction activities with all other Windsor Essex area government departments and municipal economic development personnel as appropriate, to ensure the broad level of support for new investment. He brings along a great deal of enthusiasm, zeal and professionalism to this position.

Rakesh is a Chemical Engineer with a post-graduate diploma in business management. In the past he has worked in environmental engineering, automotive and management consultancy firms. The bulk of his career has been in the automotive industry (OEM and Tier-1). Rakesh is married to Dr. Padmaja Naidu, a physician by profession, and has a four year old son, Rishi.

You can reach Rakesh at 519-255-9200 ext. 2235, his cell at 519-890-8922 or e-mail rnaidu@choosewindsorsex.com.

**CBAR Initiates Angel Network**

The Centre for Business Advancement and Research (CBAR) at the University of Windsor's Odette School of Business recently hosted its inaugural Angel Round Table event. This program aims to match entrepreneurs with potential investors. Such groups of investors exist in many communities but this is the first of its kind in Windsor Essex. An angel investor is someone who has access to capital to invest in a business, but who also wants to become involved its operation.

Following the introduction of all participants, the meeting began with a presentation by Patrick Lor, an entrepreneur from Calgary, who recently sold his iStockphoto web-based business for \$50 million. Chris Arsenault from iNovia Capital, a venture capital firm from Montreal spoke about various sources of business funding. A local perspective was provided by Stu Sutton

of GPSNet Technologies, which provides integrated technology solutions to transportation companies throughout North America.

During the second portion of the event, the group heard presentations by two local entrepreneurs with ideas or products that could benefit from an angel investor. The opportunity presented by Carlo Miceli of Miceli Technologies was a new CNC controller that can reduce machining time on a complex part by half. The company has an existing customer base but needs help in commercializing the product. Kelso Sharp of Sharp Biofuels has access to technology from Germany that will allow his company to produce 5 million gallons of biodiesel fuel per year, and eventually grow to 24 million gallons per year.

Following the presentations, the entrepreneurs were given advice on their pitches and suggestions as to how to capture an investor's interest. The next meeting of the Angel Round Table will be February 13.

**Local Companies Innovate With NRC-IRAP**

National Research Council of Canada Industrial Research Assistance Program (NRC-IRAP) has assisted over 50 small- to medium-sized Windsor and Essex County companies over the last year. Companies often work with NRC-IRAP to access technological and business advice, literature and patent searches, market validation studies as well as potential financial assistance towards specific projects. Fourteen local companies will receive over \$560 000 in financial assistance this fiscal year to cover a portion of their costs towards specific R&D projects.

If your company has an innovative project or idea that you wish to advance, NRC-IRAP, with its Canada-wide network of technical advisors, can help you create a plan or access the resources you need to get on your way. NRC-IRAP office in Windsor is growing and it will soon have an additional Advisor.

For more information contact Vladimir Franjo, NRC-IRAP Technology Advisor in Windsor at 519-971-2015 or e-mail vladimir.franjo@nrc.gc.ca



## Local Art Glass Company Expanding its Horizons

Tsunami Glassworks, a company started by artists Eva Milinkovic and Kriston Gene, is actively exploring new markets for the artists' innovative yet affordable designs. Not satisfied with sending their products across Canada and to the U.S., Milinkovic and Gene are pursuing markets in Japan and Europe as well as the growing hospitality design market in Dubai.

The company is also starting to produce architectural glass in addition to the decorative pieces. The sand cast wall tiles can be used for windows, wall inserts or decorative inclusions. A series of standard



Olive/aqua tubes from Tsunami Glassworks

designs are available but custom pieces can also be produced.

Each piece of decorative glass is individually blown but the use of standard designs and colours allows for quicker production and enables Tsunami to reduce the cost to the customer. Milinkovic and Gene also say that the low overhead costs of having a facility in Windsor, as compared with Toronto, have helped them keep their prices reasonable.

Both Milinkovic and Gene, who are married in addition to being business

partners, graduated from Sheridan College, which has one of the oldest and largest educational glass programs in North America. Their studio and showroom are located at 1167 Mercer Street in Windsor but their designs can be seen on the company's website: [www.tsunamiglassworks.com](http://www.tsunamiglassworks.com).

## CenterLine-SST Receives NRC-IRAP Funding

CenterLine (Windsor) Ltd. and its newly created division, Supersonic Spray Technologies (SST) have received funding from the National Research Council (NRC) through the Industrial Research Assistance Program (IRAP). Subject to the terms of the agreement, the company will receive approximately \$200,000 over one year in support of its internal research and development expenses related to key aspects of its low-pressure coldspray technology.

"The NRC-IRAP support represents a significant milestone as the company endeavours to reach new markets by creating innovative products, processes, and services," said Dr. Julio Villafuerte, head of research and development at CenterLine. Working directly with CenterLine, NRC-IRAP will provide a range of both technical and business oriented advisory services, along with the financial support, to help the enterprise grow.

CenterLine created the SST Division in 2003 to develop and commercialize low-pressure cold spray equipment. This technology was invented in Russia in the 1980s and it is capable of providing corrosion protection, dimensional restoration, metallization of ceramics, and other applications, without the undesirable effects of elevated process temperatures such as oxidation, tensile residual stresses, or metallurgical transformations.

For more information, please contact Dr. Villafuerte at 519-734-8464 or visit the website: [www.supersonicspray.com](http://www.supersonicspray.com).

## GPSNet Wins Global Trader Award

Local technology company GPSNet Technologies Inc. recently received a silver medal for innovation at the annual Ontario Global Trader Awards competition. The company was recognized for its

innovative expedited freight tracking system which uses GPS technology and dispatch software to allow its customers to not only track their own shipments, but also allows them to share capacity with other trucking companies in the system.

This concept of uniting many different and highly competitive trucking companies to their mutual benefit and the benefit of their customers is what sets GPSNet apart. If a trucking company does not have capacity in a truck in the vicinity of a potential customer, by using this technology, they can find another company's truck that does have capacity in order to accommodate that customer.

The technology thereby allows the trucks of a 11 members to run full more

often and become more efficient.

Established six years ago, GPSNet has more than doubled the number of employees to 11 over the past year and now has 360 customers across North America, 85 per cent of which are in the U.S. This growth came about with very little marketing, as information about the company has spread within the trucking industry."

Company partners Stu Sutton and Ed Deleon give credit for this award to their customers, "who share this vision and made winning this award possible. Your continued insight, support and stream of innovative ideas for improvement help to shape and refine our technology offerings.

GPSNet was nominated for the Global Trader Award by Nancy Creighton, Senior Business Advisor with the Ontario Ministry of Small Business and Entrepreneurship. She feels the company has created "an innovative and unique business model in that it brings competitors together in a cooperative environment."

The Global Trader Awards have been given out annually for the past eight years and are sponsored by the Ontario Chamber of Commerce and the Ontario Ministry of Economic Development and Trade. The awards recognize Ontario's most innovative and successful exporters in two categories: Innovation and Market Expansion.

NEWS  
FROM THE  
REGION

## Upcoming Oil Sands Buyer Seller Forum

The Ontario government is organizing a delegation to the 2008 National Buyer Seller Forum in Edmonton, Alberta from March 25 to 27, 2008. For Ontario companies

pursuing oil sands business, the NBSF should be part of their marketing efforts. For those new companies learning of the oil sands opportunities, it offers a chance to be exposed to the marketplace. In 2007, the Ontario delegation was comprised of about 225 delegates from approximately 140 companies. Thirty-eight

businesses had the opportunity to exhibit.

Booths are available to Ontario companies on a first come first served basis. Target sectors desired by NBSF organizers include: structural steel, pressure vessels, tanks, heat exchangers, turbines, pumps, machine shop services, engineering/construction, maintenance/repair/operation, environmental technologies, industrial accommodation, and infrastructure.

For more information, please contact Nancy Creighton at the local office of the Ontario Ministry of Small Business and Entrepreneurship, at 519-252-1704 or by e-mail at [nancy.creighton@ontario.ca](mailto:nancy.creighton@ontario.ca).

## Aerospace Trade Mission

The Ontario Ministry of Economic Development and Trade, in cooperation with the Canadian Consulate General in Dallas, is looking for companies to participate in a trade mission to Dallas/Ft. Worth, Texas, focusing on business sales and partnering opportunities in the aerospace industry.

The primary focus of this initiative is to facilitate new aerospace industry contacts for Ontario companies displaying exceptional technical expertise and competencies. The underlying objectives of the mission are to provide an insight into this regional market and allow participants to explore potential collaboration with local companies, with a view to future export sales of goods and services to the region.

For more information, contact George Braoudakis at MEDT, 416-314-0203, or e-mail [george.braoudakis@ontario.ca](mailto:george.braoudakis@ontario.ca).

## Wanted: Innovative Companies

The Development Commission is seeking companies wishing to showcase their innovative products or technologies at the SAE 2008 World Congress to be held at Cobo Center in Detroit, April 14-17, 2008. SAE is the world's largest automotive technology event and Chrysler will be this year's host.

For more information about how to participate with the Development Commission, please contact Tracy Pringle, Director of Business Retention and Expansion at 519-255-9200 ext. 2229 or e-mail [tpringle@choosewindsorsex.com](mailto:tpringle@choosewindsorsex.com).

## Shoeless Joe's Looking for Franchisees

Shoeless Joe's Restaurants are sports-themed casual dining restaurants located in communities across Ontario. More than 40 locations exist currently and the company expects to grow significantly in the next five years.

Shoeless Joe's is looking for franchisees in Windsor Essex. For more information, visit the company's website at [www.shoelessjoes.ca](http://www.shoelessjoes.ca) or contact Shawn Saraga at 905-760-1295 or by e-mail at [shawn@shoelessjoes.ca](mailto:shawn@shoelessjoes.ca).

## Attention: All Biotech Companies

The International Trade Branch of the Ontario Ministry of Economic Development and Trade is inviting companies to participate in the Ontario booth at BIO 2008, the world's pre-eminent biotechnology convention and exhibition. Over 20,000 biotechnology and life sciences professionals and industry leaders from around the world will attend this event to be held from June 17-20, 2008 in San Diego, California. The Ontario booth has enough space to accommodate 10-12 exhibitors. The participation fee will be \$2,500 USD.

For more information on the exhibition, visit [www.bio.org](http://www.bio.org). For exhibitor information, contact Patricia Cosgrove at MEDT, 416-212-1030 or by e-mail at [patricia.cosgrove@ontario.ca](mailto:patricia.cosgrove@ontario.ca)

## Board Member: Terry Henderson

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He also served as Chairman of the provincial Alberta Potato Advisory Committee, Chairman of the Alberta Potato Cultivar Association and Chairman of the Industrial Association of Southern Alberta.

Henderson joined Beatrice Foods Inc. in 1990 and was promoted to Vice President Operations in 1993. He continued his industry involvement as a Director and then President of the Association of Canadian Biscuit Manufacturers. Expansion of the Beatrice Bakery Division into the United States, the transfer of European technology to Canada and the launch of product offerings in Mexico, were key priorities from 1993 to 1997.

Henderson joined Signature Brands in 1997, improved operations and prepared the company for sale to the George Weston Company. The sale was completed in 1999 at which point he became Vice President Operations for the Humpty Dumpty Snack Food Company and continued there until early in 2006. He was a member of the Board of Directors of the Canadian Snack Food Association, Chairman of the Potato Research Committee and a member of the Task Force on Biotechnology in Canada for the Food and Consumer Products of Canada organization during those years.

MRRM Inc. employed Henderson commencing in early 2006 as President of Dainty Foods in Windsor. He was promoted to Chief Executive Officer of MRRM Inc. in June of 2007 and continues as President of the Dainty Foods business. MRRM Inc., in addition to Dainty Foods business, owns Robert Reford, an international ocean shipping agency based in Montreal. Priorities in the current role include business expansion into the U.S., the addition of value added product manufacturing and diversification of product lines.

Henderson has extensive experience in agricultural commodity purchasing, efficiency improvement, human resource management, expansion and growth management, logistics planning, product quality, research and development, public company operation, environmental emissions improvement, automation, and health and safety.

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