

CANSEE supported 6<sup>th</sup> International conference on mineral resources in the Republic of Serbia

US elections from another perspective, interview with Mr. Goran Obradović, Dominion Voting



We are proud to announce:



LEADING CANADIAN ENTREPRENURIAL EDUCATION COMING TO SERBIA

**Belgrade** from 8-19 of May 2017



#### Introduction

#### Dear readers of CANSEE newsletter,



It is our great pleasure to announce that in October CANSEE Canadian Serbian Business Association marked two successful years of its exsistence, bringing together over 50 valuable Canadian and Serbian companies from diverse business fields.

The year 2016 was filled with numerous exciting events and news. First of all, one of CANSEE's founding companies, Reservoir Minerals, won the Tayer Lindsley award for Cukaru Peki discover of gold and copper deposits in Serbia in March, during the PDAC2016 Awards Evening in Toronto. This significant discovery brought another Canadian gigant from Mining industry to Serbia. Welcome Nevsun Resorces!

For CANSEE and its members year 2016 was also important in educational field, since it was marked by the LEADER Project, Canadian entrepreneurial program free of charge, secured via partnership with Richard Ivey School of Business, University of Western Ontario, organized by CANSEE for the first time in Serbia. LEADER Project 2016 was a great success and we are proud to say that CANSEE was invited to host LP2017. CANSEE is looking forward to meet new Serbian LEADERS and their Canadian instructors!

Through our excellent cooperation with valuable partner, Embassy of Canada to Serbia, we did joint visits to 2 Serbian municipalities, Pirot and Prijepolje. We have learned that many Canadians wear hand-made boots for fishing, mining etc., produced in Tigar Ltd. factory in Pirot, and were impressed with their high quality. Also, it was a great pleasure to see that, in Prijepolje, Canadian way of doing business, combined with Serbian high educated minds, resulted with performance that was above all expectations! Thank you to MDG company and its owners Goran i

Dragana Varaklić. Proud to share that MDG has become a NEW valuable supporter of CANSEE!

During summer, CANSEE members had a chance to visit traditional Cabbage festival in Mrčajevci, hosted by one of CANSEE founding members, Mr. Mike Marić, and enjoy in traditional food, music and good atmosphere. Thank you to Mr. Marić.

October was marked by various important events, starting with 6th International Conference on Mineral Resources in the Republic of Serbia where CANSEE with its members from mining and exploration industry group, for a second year in a row, supported this important event. We have become richer for another valuable member in mining industry, Eldorado Gold.

Opening of the new modern plant for wastewater treatment of Apatin brewery/Molson Coors in October marked a celebration of 260 years of existence of Apatin Brewery. Congratulations!

CANSEE delegation once again attended great Macedonia 2025 Summit, that covered various topics, with one of our new member, LEADER Mr. Mihail Mateski, as a guest speaker on topic of Entrepreneurship in using renewable energies. It was a great pleasure to be a part of this amazing event, that is becoming better each year, thanks to our valuable partner organization, Macedonia 2025. Great job!

In November CANSEE organized a wonderful Wine matinee event, where CANSEE members and friends, in a relaxed atmosphere, had a chance to talk and share their business experiences.

At the end, I would like to use this opportunity to wish you all happy holidays and successful end of the year. May the next, 2017, be even better for us all.

Mirjana Dončić-Beaton

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Design: Dizajn Studio Kliker Print: Apollo Digitalna Štampa







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#### Short about CANSEE

CANSEE Canadian Serbian Business Association is a non-profit organization, currently representing more than 50 corporate members, founded to encourage cooperation between organizations active in both Canada and Serbia, in order to foster mutually beneficial business and trade connections.

CANSEE was inaugurated at a formal reception at the Embassy of Canada in Belgrade on September 1st, 2014, and was honored by the attendance of the then Minster of Foreign Affairs of Canada, the Honorable John Baird, as well as the President of the Chamber of Commerce of Serbia, Mr. Željko Sertić and the Ambassador of Canada in Belgrade, H.E. Roman Waschuk.

The concept of establishing CANSEE business association originated from the Embassy of Canada in Serbia, who has been a supportive and active member of the organization since its inception.

#### CANSEE's mission is:

- To create platforms through which member companies can work together to enhance their business activities.
- To facilitate bi-lateral trade and investments through active participation between governmental bodies and CANSEE members.

The Association wishes to thank our founding members for their support, and for their active involvement as the association's current board of directors. Together with our executive team, they have supported and driven the direction of activities that we have been able to run to date.

#### **CANSEE Founders**





















Bryan Beaton

#### **Welcome to new CANSEE Members**









**CLOUDHORIZON** 













#### CANSEE Timeline 2014-2016

2014 Embassy of Canada - The visit of Honorable John Baird, Minister of Foreign Affairs of Canada and the Inauguration of CANSEE Canadian Serbian Business Association International conference on the topic "Enabling Mining Legislation" 1st Canadian Serbian Business Forum EBRD workshop - speakers were the Director of the European Bank for Reconstruction and Development (EBRD) in Serbia, Mr. Daniel Berg, as well as the financial analyst, Mr. CANSEE Cocktail at the Consulate General of the Republic Emir Zildovic of Serbia in Toronto - over 40 business people, Serbian and Canadian origin who are engaged in a very successful business in Canada and are interested in developing business cooperation and investment in Serbia 1st LEADER Project in Serbia - The Richard Ivey Business School Canada Day celebrated in Residence of Canadian Ambassador, HE Philip Pinnington CANSEE & Canada days in Pirot - business forum was organized as well as visits to Tigar Tyres, Tigar Ltd. and Teri Engineering. CANSEE & Canada Day in Prijepolje - Caravan of Youth Entrepreneurship was organized in partnership with Chamber of Commerce and Industry of Serbia. HE Philip Pinnigton 6<sup>th</sup> International Conference on mineral resources in the Reand CANSEE delegation visited premises of Canadian compublic of Serbia – all the members of exploration and mining pany, MDG that became CANSEE SUPPORTER industry group within CANSEE association took part at the conference, while CANSEE was one of the event supporters Macedonia 2025 Summit - Mr. Mihail Mateski, General CANSEE Wine Networking Event @Vinoteka Chianti Manager of Greentech, CANSEE member company spoke on 'Entrepreneurship in using renewable energies' panel session. CANSEE supported the event CANSEE Christmas Cocktail in Canadian Residence

#### **CANSEE Announcements**

2016

January – ICT event in partnership with Canadian Embassy February – PPP (Public Private Partnership) Workshop in partnership with Canadian Embassy March – PDAC (Prospectors & Developers Association of Canada) Conference in Toronto May – LEADER Project 2017

October – 7th International conference on mineral resources in the Republic of Serbia November – Macedonia2025 Summit



### US elections from another perspective

Exclusive interview with CANSEE president, Goran Obradović, VP product management and GM Europe, Dominion Voting Systems

#### What is the strongest impression from the USA elections 2016?

This election process was in many ways different. We had a situation that, for the first time, in such a large country where presidential elections are conducted for a few centuries now, one of the candidates was a woman. On the other side, we had Donald Trump, a businessman without a political experience or background, who had limited inside support from his Republican party, who frequently made some very controversial statements, and who, at the end, succeeded and became the president of USA. USA voters had a collision of two completely different point of views. It is noticeable that this time we had two, I believe, the oldest candidates for president. The press this year was more engaged. We have heard of slightly increased number of theories of conspiracy, such as one that this way of voting is not safe and hackers will enter the system and change the results. People who said this did not know that this way of election process is not connected to the Internet at all and thus not open for Internet kind of intrusion.

#### What about voters turnout?

Dominion was responsible for 35 - 40% of the entire voting polls in USA, from Alaska to New Hampshire, and we can say that we noticed that the turnout this year was higher. It is obvious that the main reason for that was the entire economic and political situation in USA, with people having a strong sense of dissatisfaction, and a need for change. Also, it is important to have in mind that Republican party won the elections for Congress, Senate... which means that it was not all about Trump, it was also about voters desire for change on different levels of government.

## How is possible that Trump is the next president, even though Hillary won over 1.5 million votes more?

USA has Electoral voting system, where each federal state has an exact number of electors, depending of the number of citizens. This number is not completely precise, since it does not cover a large migration and it is not calculated for each voting process, sometimes not even for a decade. A candidate needs 270 electoral votes for the win. Trump won in so called swing-states, and that gave him the necessary lead. It is interesting, having in mind that USA has numerous time zones, how you can see who is next president very early, even though election process is not over in each state.



#### Can you tell us something about election process from technical side?

The election process in USA is very complex, and preparation for this November election started in September. The entire voting process lasts during the whole year, since they first have primary elections. For each poll, there is a need to conduct Logic and Accuracy check, and make sure each voting machine is working properly. There is no way to use a non-certified machine in USA, from state to federal level. Also, each state has its own system and rules of counting votes that we had to respect and abide by. Our team from Belgrade also made a huge contribution during these elections. They were available, through call center, as technical support, for all kind of questions. At the end, I am very proud to say that everything on Dominion side was done excellent, on each level. I think that's the result of our large investments in product development and testing process, since we believe that the most important thing is to notice the problem in early stage and correct it.

## What was the most peculiar task for Dominion team during company history?

I believe the most challenging election for Dominion voting was the election in Mongolia, a country with an enormous territory and only 3 to 4 million of people. Logistic was our biggest obstacle. Also, Mongolian people have a certain type of Cyrillic letter that differs from Russian in four characters so this had to be built in the voting software. However, we managed to overcome all that and now, the voting process in Mongolia, after couple of years of our involvement, is on such high level so that they can conduct the elections even without our direct support. I believe that is the best proof of quality and reliability of our products.



### LEADER Project held for the first time in Serbia



LEADER Project Serbia, Canadian educational program from Richard Ivey Business School, was held for the first time in Belgrade from May 9 – 20 2016. This program is offered by one of the top-ranked business schools in the world. LEADER Project was implemented by CANSEE Canadian Serbian Business Association, in cooperation with Chamber of Commerce and Industry of Serbia and Canadian Embassy in Belgrade.



Canadian LEADER Project is an international educational program, continuously implemented since 1991 all around the world. The LEADER Project is implemented in a series of MBA – style workshops, which are tailor-made to suit its participant's profile and it is aimed at enabling them to successfully develop their business ideas and entrepreneurship.

During the ten-day course, four Canadian LEADER instructors taught business course material, gave support with case studies and offered individual consultations. This helped participants to reach a more profound understanding of the course materials as well as provide them optimal implementation of the acquired knowledge geared towards their specific business plans or working positions.

Mirjana Dončić-Beaton, Executive Director of CANSEE, stressed that the main implementation goal of the LEADER

"When you are starting something on your own there are ups and downs, so winning LEADER Project was one of these ups with perfect timing to keep going.

In the meantime, our start up team CargoBid has increased number of inquiries with regular updates of web application. Team is in the semifinal for the best technical innovation in Serbia 2016 and won the 4th CEE Logistics & Supply Chain Management Excellence Award @TRANSLOG Connect Congress."

Vladimir Despotović, Winner of the LEADER Project

Project's program in Serbia was to bring together a significant number of leading entrepreneurs who would use their acquired knowledge and contacts to improve the competitiveness of Serbian economy in the upcoming years. "We are very happy that we have managed to organize this educational program free of charge for the Serbian entrepreneurs in partnership with Richard Ivey Business School in the 'Year of Entrepreneurship'.





"In exchange for sharing what I know about strategy and marketing and finance, I'm exposed to a new perspective on business. Each day in our classroom, 25 participants, spanning ages and industries and experience, discuss what our business tools will look like applied in Serbia's developing economy. Together, our perspectives combine into new ideas and solutions."

Cynthia Innes, member of the 2016 MBA class at the University of Western Ontario's Ivey Business School and LEADER Project Belgrade instructor

"The LEADER Project is of high importance and very useful for the entrepreneurs as it enables them to improve their businesses and to get connected with potential business partners", stated HE Philip Pinnington.

Following the opening ceremony of the LEADER Project Serbia, on May 9 2016, and throughout the two-week program, a number of networking events were organized. Within the program, the participants and instructors got the opportunity to visit Schneider Electric company in Novi Sad and see how the successful business looks like. This



global company and a CANSEE member with more than 1,000 workers locally, specializes in energy saving software development in complex power distribution systems. Dominion voting, CANSEE founding member, hosted business networking event in their premises for LP participants and instructors.

#### We are proud to announce:





At the very end of the two-week program, the participants, forming the selected thirty best entrepreneurs from Serbia, simulated the discussion with the investment banks and funds, by presenting their business plans to a seven-member jury. Three participants with the most outstanding business plans were Ms. Marijana Žuvela, Ms. Marija Petrović and Mr. Dušan Jovanović, whereas the winner was Mr. Vladimir Despotović.

#### We would like to congratulate our participants for the excellent results!



"In my opinion CANSEE Association did a great job in organizing Leader Project. They managed to fit and cover all important aspects making this training very successful. CANSEE Association organized this project on the highest professional level."

Marija Petrović, PharmaSwiss/Valeant, one of the participants with the best business plan

#### LEADING CANADIAN ENTREPRENURIAL EDUCATION COMING TO SERBIA

**Belgrade** from 8-19 of May 2017



## General Assembly and BBQ Networking Event @Crown Plaza



In kind cooperation with our valuable member Delta Holding we have organized CANSEE General Assembly and BBQ Networking event at beautiful Crown Plaza Hotel on June 8th 2016.

Prior to the barbecue party, CANSEE General Assembly was held at which

possibilities and means for further successful development of the association were considered. Mr. Dejan Antonić, PharmaSwiss General Manager, was appointed as a new member of the CANSEE Board of Directors.

Pharmaswiss focuses on providing high quality, appropriately priced products to its customers and supports all these with dedicated customer service. Since 2011, it operates within the European branch of the Canadian pharmaceutical company "Valeant" which, in its industry, has the fastest growth in the world. Two years ago, Canadian



"Valeant" built a pharmaceutical factory in Belgrade and it is one of the most modern in this part of Europe.

In June 2016, PharmaSwiss Company was awarded "Beogradski pobednik" Award for its outstanding contribution to the local economy. The annual prize Beogradski pobednik is awarded by the Chamber of Commerce and Industry of Serbia for outstanding results in manufacturing and other fields of economy.

We wish to congratulate Mr. Dejan Antonić on his appointment as a member of the CANSEE Board of Directors. We look forward to having this top expert in our ranks as well as to his active role in further development of our association!

# Canada Day celebrated on July 1st

On July 1st, traditional reception on the occasion of Canada day was organized in the residence of Canadian Ambassador, HE Philip Pinnington. The Canada Day celebration gathered around five hundred eminent guests from various important companies, government officials, diplomats and CANSEE members.

This year, 149<sup>th</sup> anniversary since establishing Canada was celebrated. Canada gained its independence on July 1<sup>st</sup>, 1867, when the Constitution Act was signed, which united the three separate colonies of the Province of Canada, Nova Scotia, and New Brunswick into a single Dominion.

We kindly thank our member companies for sponsoring this significant event!





















#### **CANSEE & Canada Days in Pirot**

Last days of August H.E. Philip Pinington and CANSEE delegation headed by Mr. Aleksandar Obrenović, CANSEE board member and Ms. Mirjana Dončić-Beaton spent in city of Pirot. The aim of the visit was to explore the potentials of Pirot region in order to raise economic cooperation between Serbia and Canada to a higher level.

Connections with the local government and local business community were established, and significant companies Tigar Tyres and Tigar Ltd. were visited. Business forum was organized, where more than twenty businessmen of



the region had a chance to get acquainted with the mission and goals of CANSEE as well as potentials of exporting their goods and services to Canada. During visit of Tigar Ltd. facilities, company's product range was presented and touring of the factory was arranged. His Excellency and delegation had a unique chance to immerse in local culture and tradition by visiting craft union "Damsko srce" where traditional Pirot carpets are made and Dairy School, where famous Pirot cheese is produced. Ambassador stated that these handmade, organic and unique goods could be very interesting if exported to Canadian market.



# CANSEE & Canada day in Prijepolje

Canadian Ambassador Philip Pinnington, Trade Commissioner at the Embassy of Canada to Serbia, Ms. Đurđevka Ćeramilac, together with CANSEE delegation, paid a visit to the city of Prijepolje on 6<sup>th</sup> of September. The purpose was visiting businesses that exists in this region of Serbia, all in order to further develop economic relations and increase trade between the two countries. The delegation met with the Mayor of Prijepolje, Mr. Dragoljub Zindović, attended "Caravan of youth entrepreneurship" organized in partnership between Serbian Chamber of Commerce and Industry and CANSEE, designed to promote to the young people possibilities of entrepreneurship; and visited MDG premises in Prijepolje.





MDG, Canadian company founded in 1991, is a manufacturer, vendor and distributor of personal computers and other electronic products, appliances and furniture. After a year of business operation, MDG office in Prijepolje has surpassed other working teams in Canada with its outstanding results. This shows that Prijepolje has higheducated and very motivated young people with excellent English and French skills ready for constant improvement. MDG enabled them to get well-payed jobs without leaving their home town, in that way economically empowering the whole area, said Mr. Varaklić.



# CANSEE supported 6<sup>th</sup> International Conference on mineral resources in the Republic of Serbia

On October 4, Belgrade hosted 6<sup>th</sup> International Conference on mineral resources in the Republic of Serbia on the topic of "The driving force for economic development", on which all the members of exploration and mining industry group within CANSEE association took part.

CANSEE exploration and mining industry group gathers the biggest Canadian investors in this field. Among them are world-class Canadian companies, such as Nevsun Resources, Mundoro, Dundee Precious Metals, Erin Ventures and Medgold which have so far made significant investments in mining and geological exploration in Serbia. In addition to the aforementioned Canadian companies, members of the association that participated at the Conference are companies Terragold, Jantar group, Geoing Group, Contango, Metalfer, Drilexx International, Metso and S&V Drilling Mine Services.



The aim of this annual conference is to connect mining sector investors and experts with all relevant governmental, financial and social stakeholders. Numerous speakers came from Canada in order to exchange ideas and experiences that would contribute to the improvement of business practices in the mining industry in Serbia.

After the opening speach of Mr. Aleksandar Antić, Minister of Mining and Energy, Ambassadors of Canada, Great Britain and Finland, vice-president of the CANSEE Canadian Serbian Business Association, representatives from the Mining Institute, Institute for Technology of nuclear and other miner-





al raw materials, Faculty of mining and geology, foreign and Serbian companies addressed to the audience.

#### Dr. Bill Mercer: The most valuable thing that comes out of the mine is the miner

One of the leading Canadian geologists and an expert in health and safety in exploration and mining industry, Bill Mercer was one of the speakers at this year's Conference. Dr. Mercer's long career includes series of managerial positions and working on international projects in over 30 countries. Also, he has strong beliefs in the need for the



exploration industry to improve its environmental, health and safety performance. Dr. Mercer is the founder and chairman of PDAC Health and Safety Committee, as well as the winner of many prestigious awards including "David Barr Award for Excellence in Leadership and Innovation in Mineral Exploration Health and Safety", "Award for Environmental Excellence", PDAC "Environmental and Social Responsibility Award". He is also a recipient of the Queen Elizabeth II Diamond Jubilee Medal for his service to the Canadian mining industry.

At the Conference, Dr. Mercer spoke on the topic of Health and Safety in the extractive industries where he gave the insights about the best standards on evaluation and control requirements. CANSEE had an opportunity to talk to Dr. Mercer at the Conference opening.



# Dr. Mercer, you have a very rich career, during which you have worked a lot abroad. On which country should we look up to when it comes to health and safety standards?

I wouldn't say we should look up to countries, but to the specific companies. Larger companies tend to be much more organized, and I would say that the best health and safety practices and standards have companies from Canada, Australia, USA. Australia has a very good system and they put a lot of effort in health and safety issues.

## In your opinion, which profession is riskier – geology or mining?

I used to work for the biggest Canadian mining company, Noranda, which had offices all around the world. One of my jobs was bringing together all the health and safety information for the company. All the offices would report instances to me and I would put them together with the information about mines and smelters. Quite often the exploration group had worse statistics than the mining people and the smelter people. I think exploration people think exploration is very safe and mining is dangerous, but actually mining people have less accidents. I think that's because mines are very specific and very organized locations. It is very important to collect information of this kind, because people don't know this. And, if the people don't know, they can't take the necessary measures to improve safety at work.

#### Could you name some situation that led to increasing of the awareness of health and safety importance in exploration and mining industry?

The most dramatic thing in Canada was so called "Westray disaster" that happened about 20 years ago. It was a coal mine accident in Nova Scotia, where a number of people

were killed due to methane gas explosion. I am mentioning this one because it caused changing of the Canadian law. Federal government realized they cannot charge the people with negligence because there was no law to cover that kind of a situation. People running the mine knew that there was gas in the ground and they did nothing. So, the government introduced a clause in the criminal law, next to the clause to do with the arm robbery. They are in the same category now and the potential sentence is life in prison. That tells us a lot about the large responsibilities in exploration and mining industry and health and safety importance.

#### In Serbia, there is a lot of small companies in exploration and mining. What are the first steps they should take when it comes to health and safety?

It is important to develop safety culture as a part of company's culture. Geologists in small companies have even bigger responsibility, because they don't have safety and environmental departments, so the geologist who is in charge of the project has to cover these issues as well. Prevention is very important and we can learn a lot from other people's experiences. PDAC Health and safety committee has put out Health and safety manual which is available online for free and it is international, therefore I recommend it to companies in Serbia. I would also recommend taking the Health and safety course within PDAC, with the reduced price of 50\$.

# We have one tricky question for the end. What is the most valuable thing that comes out of the mine?

Mine has the effect on the whole community and the economy, but from the health and safety perspective it definitely is a human, a miner.

# Cabbage Festival in Mrčajevci, Čačak

Cabbage Festival, organized by CANSEE Board Member Mr. Mike Marić in September, became CANSEE Traditional Networking event. Guests had an opportunity to immerse themselves in local culture and try famous, traditionally



prepared wedding cabbage, that last year entered Guinness Book of Records! The event was attend by H.E. Philip Pinnington, Erica Pinnington, CANSEE members, Municipality delegates associates and friends.





### CANSEE supported Macedonia 2025 Summit 2016

Canadian Ambassador Philip Pinnington, CANSEE member companies, Redknee, Jantar Group and Greentech, and CANSEE delegation attended the Macedonia2025 Summit, held on October 20 - 21 at Marriott Hotel, Skopje. This year more than 250 guests attended 11 panel discussions presided by 40 speakers from more than 25 countries in the world.



The Macedonia2025 Summit is a dynamic platform for sharing knowledge, where top notch experts and highly ranked regional and global thought leaders discuss business, technology and leadership.

The speakers discussed on topics such as the electronic vehicle revolution, the development of smart cities, connectivity between platforms and the use of natural resources towards reaching sustainable economic development. Experts from Italy, Norway, Poland, Japan and other countries presented the best practices that are used around the world, and implemented in Macedonia. The panel on women leadership emphasized the importance of women business for every country that is striving to reach sustainable development.

Mr. Mihail Mateski, general manager at Greentech was one of this year's Summit speaker, on 'Entrepreneurship in using renewable energies' panel session. Mr. Mateski



spoke on the business case of recycling plastics across the region: general industry trends and prospects including plans for regional expansion.

"Stop littering and start recycling. That waste is a resource. So you need to care. Let's make recycling cool!", Mr. Mateski pointed out.

Greentech is a leading recycler of PET packaging and is a member of Green Group which is the largest PET bottle recycler in Eastern Europe.

Key speaker at the Summit, Mr. Guruduth Banavar, Chief Science Officer and Vice President at IBM Research, gave an impressive presentation about the way in which smart systems can analyze and process data which is used in the development of smart cities. Mr. Banavar talked about the example of Rio de Janeiro and cited ways in which people can work to preserve the environment and improve health through the cooperation between humans and machines.



CANSEE Canadian Serbian Business Association supported the Summit, second year in a row. The number of CANSEE member companies attending the Summit increases every year and we hope that this good practice will continue to develop in future.





#### Keeping track of our members

In October, Apatinska Brewery celebrated 260th anniversary by oppening first waste water treatment plant in Serbia

Opening of waste water treatment plant which will in a long run provide drainage and treatment of wastewater in the



brewery and the city was attended by the Serbian government representatives, HE Philip Pinnington, Ambassador of Canada, HE Kyle Randolph Scott, Ambassador of the USA to Serbia, Ms. Mirjana Dončić-Beaton, CANSEE Executive director and numerous guests and media representatives. Not only that this investment represents the company's continuous commitment to invest in the community in which it operates and preserve the environment by giving back to nature completely clean water used in our production processes, but it simultaneously provides Brewery with renewable source of energy - biogas. In the afternoon, all-day event was hosted in order to delight both consumers and customer as well as employees. It Included the exhibition of art-works, photo exhibition presenting the history of Apatinska brewery, various games and workshops as well as rich music program.



In the month of the big anniversary, Canadian Molson Coors, the owner of Apatinska brewery, acquired MillerCoors and became third largest brewery in the world!

#### Bilje Borča @ prestigious International Food Exhibition SIAL in Paris!

This year, CANSEE valuable member, Bilje Borča presented its high-quality products at SIAL, one of the most significant international food industry fairs in the EU market, held from October 16 - 20.



### Division Visual Solutions @ 12th International Energy Fair in Belgrade!

Division Visual Solutions took part at 12th Energy Fair where they presented their Smart, LED and 24/7 video wall technologies, designed to meet the most demanding applications and users!



Division Visual Solution is a company specialized in the design and implementation of professional visual solutions using the recent developments in the field of audio and video industry.

#### Medgold is Granted Five Exploration Licenses in Serbia

New CANSEE member, Medgold Resources has been granted five exploration licenses for precious and base metal mineralization in the Republic of Serbia.



This success is a good example of member cooperation within CANSEE association. Medgold invests in geological research in Serbia, and a local company engaged in exploration program design and consulting, Jantar group, has prepared all the necessary documentation for obtaining the exploration areas.

Congratulations to our members for the amazing achievements!



#### **Business News**



#### Canada and EU signed free trade agreement

The European Union and Canada officially signed a free trade agreement (CETA) on Sunday, October 30, which envisions the abolition of customs tariffs for nearly all products. CETA is the most wide-ranging trade agreement ever concluded by the EU.

#### Ivica Dačić, Minister of Foreign Affairs, visited Canada

Dačić was on a two-day trip to Canada, where he had meetings with Foreign Affairs Minister Stéphane Dion and Immigration Minister John McCallum. Minister Dion and Minister Dačić reviewed elements of the Canada - Serbia relationship and discussed topics of mutual interest, including security in the Western Balkans and broader region, human rights, the rule of law and deepening bilateral trade, Canadian investments in Serbia and air transport.

### Serbia advanced 12 positions on the Doing Business List, Canada takes 22<sup>nd</sup> place

At the recently published Doing Business list of the World Bank, Serbia climbed from the  $54^{\text{th}}$  to the  $47^{\text{th}}$  place, and it is among the top 10 countries in the world that have made the greatest progress. On this year's list Canada took  $22^{\text{nd}}$  position.

#### **Culture News**

# Exhibition "Belgrade – Ottawa Diplomatic Relations from Their Establishment to Date" | June – October 2016

On the occasion of 75<sup>th</sup> Anniversary of the establishment of diplomatic relations between Canada and Yugoslavia, the Archives of Yugoslavia prepared the exhibition of archival documentation "Belgrade – Ottawa Diplomatic Relations from Their Establishment to Date".



# "Invisible Thread" Connecting Serbia and Canada | August – September 2016

Gordana Brelih, world famous Canadian artist of Serbian origin, known for original design and excellent workmanship presented her art in Ethnographic Museum in Belgrade. The exhibition was organized in cooperation of Canadian embassy and Ethnographic Museum in Belgrade.





### Fashion show by designer Alex Susak @Canadian Residence | September

In September, the fashion show was organized in Canadian Residence where Alex Susak had the opportunity to present her new collection "Colors" to the Serbian audience. Her first collection, based on individually hand painted pieces, has garnered critical acclaim from the fashion community.



## Canadian L'orchestre d'hommes-orchestres performed in Belgrade for the first time! | October

Serbian audience had an exclusive opportunity to enjoy the performance of Canadian eccentric troupe, L'orchestre d'hommes-orchestres on October 31st @Dom Omladine Beograda. The band featured Tom Waits' music in a unique way – on more than hundred real and fictional instruments!



Announcement | Canadian Dance Troupes @Belgrade dance Festival 2017

Two Canadian troupes, Kidd Pivot and Ballet BC will be performing at the upcoming Belgrade Dance Festival in March – April 2017.



### **CANSEE Wine Networking Event @Vinoteka Chianti**

In November 2016, CANSEE has organized 4<sup>th</sup> Networking Event for its members at Vinoteka Chianti in Belgrade.

The aim of these after-work bar nights is to allow CAN-SEE members to get to know each other better in an informal and pleasant environment and share experiences and business ideas that would hopefully bring about some mutually beneficial business relationships. This time the focus was on the upcoming Board of Directions elections



in December, so Wine Night provided our members the oppurtunity to discuss the future Leading Team of CANSEE association.

The event was attended by HE Philip Pinnington, Ambassador of Canada to Serbia and Erica Pinnington as well as members, partners, associates and friends of CANSEE association.



# CANSEE Membership

CANSEE has opted to move to a tiered system of membership benefits in order to better serve our members. The three tiers of membership are Platinum, Gold & Silver levels.

Our Platinum Level Members receive the following benefits as part of their CANSEE package:

- Invitation to all CANSEE Networking events (maximum of 5 company representatives, or as space permits).
- Participation in Annual Business Forum and free attendance for company representatives.
- Free attendance for all CANSEE events.
- Open Invitation participation in regional business partner events through the CANSEE network.
- First choice for free participation in the Ivey LEADER Project (limited to 1 employee, based on seats available).
- Free Participation in CANSEE organized Promotional and Educational workshops.
- Invitation to special events with high profile business contacts.
- Membership of chosen CANSEE Industry Working Group and right to be elected as Industry Group President.
- Executive Office Services

Schneider

- Free advertising within CANSEE media incl. website and promotional materials.
- · Member logo on CANSEE website.
- Brief presentation at CANSEE events.
- Complimentary promotion of Member company events and news on CANSEE website.
- Connections to exclusive media coverage and discount with CANSEE rates.

#### **CANSEE Members**







Nation





DIVISION

metso

REDCINEE



SOBOTEC



