

changed from a month ago.

Mosaic, the world's second-biggest potash miner by capacity after Potash Corp, and a top phosphate producer, also fell to a nearly two-year low, tumbling 3.1 per cent.

clients last week, as he cut his Potash-Corp price target to \$45 from \$55.

Moving those supplies to off-shore customers became more difficult recently when a strike shut down the main rail carrier of Canadian potash shipments

prospects and 'risk-off' markets, supports our cautious views," analyst Robert Winslow of National Bank Financial, wrote in a note to clients late Sunday evening.

Winslow cut his price target for Potash to \$35.50 from \$42.

## Wallace McCain Institute names leaders

**PAUL CLARKE**  
TELEGRAPH-JOURNAL

Seventeen promising entrepreneurs, 15 of whom are based in New Brunswick, have been chosen to participate in this year's Wallace McCain Institute's Entrepreneurial Leaders Program.

In co-operation with the University of New Brunswick, the program supports the next generation of senior business leaders in New Brunswick and the surrounding region. Participants will meet once a month for a year to listen to guest speakers, attend workshops and share experiences and insights.

This is the fifth cohort to be selected, joining a growing alumni that meets quarterly. Each meeting will last for two days taking place in a residential retreat environment and will be focused on topics such as business models, strategic planning and marketing tactics.

The program was created for entrepreneurs to develop a network of like-minded peers and a deeper understanding of the keys to successful entrepreneurialism.

"After three years as a judge, it thrills me to see the quality and quantity of the high-growth potential entrepreneurs we have in this region," Francis McGuire, chairman of the institute's management committee, said in a release. McGuire is the CEO of Major Drilling International in Moncton.

This year's winners include Yan Simard, founder and CEO of Zaptap, a Fredericton-based startup that provides customers with real-time information about products and shopping behaviour.

"The honour of being selected as part of such a terrific group of candidates is humbling," said Simard. "This is also a tremendous opportunity for my company and for myself to become the leader that I would like to become."

"We are not profitable yet, but we are successful in the sense that major retail brands, investors, employees and partners think (our product) is a terrific idea. We have been able to get some traction with some very large and recognizable brands," he said.



The Wallace McCain Institute named 17 people to its Entrepreneurial Leaders Program Monday. In the front row, from left, are Patrick Albert, Lisa Williams, Cathy Sweet, Hélène Eusanio, Paul Simmonds, Crystal Lavallée, Ian Lucas and Donnie Fillmore. In the back row, from left, are Chris Boudreau, Mathieu LeBlanc, Nick Matheson, Yan Simard, Justin Beaulieu, Marc Gallant, Glenn Cox, Dave Veale and René Blanchard. PHOTO: SUBMITTED

### Participants

Patrick Albert, Acadia Group of Companies, Dieppe, N.B.
Justin Beaulieu, Beaulieu Plumbing and Mechanical, Edmundston
René Blanchard, Blanchard Group, Dunlop, N.B.
Chris Boudreau, IBL - ClinicServer, Saint John
Glenn Cox, Zengo Inc., Stratford, P.E.I.
Hélène Eusanio, Atlantic Compressed Air Ltd, Moncton
Donnie Fillmore, Atlantic Pacific Transport, Clairville, N.B.
Marc Gallant, FIC Holdings Inc. (group of companies), Rosaireville, N.B.
Crystal Lavallée, VITRAK Systems Inc., Charlottetown
Mathieu LeBlanc, ACFOR Forestry Management, Cocagne, N.B.
Ian Lucas, Scene Sharp Technologies Incorporated, Fredericton
Nick Matheson, One to One Wellness Centre, Halifax
Yan Simard, Zaptap, Fredericton
Paul Simmonds, Robert Simmonds Inc., Fredericton
Cathy Sweet, ComztaInc, Moncton
Dave Veale, Vision Coaching Inc., Saint John
Lisa Williams, Unicare Home Health Care Inc., Miramichi

He would not comment on what brands are interested in his company's product.

"Let's put it this way, they are all brands that are immediately recognizable by

anyone."

The participants in the program were selected from a group of 33 finalists. There were 385 nominated entrepreneurs in total for this year's event.