

Canada's 50 Best Managed Companies announced

Setting the pace in a reset world

Toronto, February 22, 2011—The winners of [Canada's 50 Best Managed Companies](#) for 2010 are setting the pace for Canadian business by putting growth back on the agenda.

Fifty of the country's leading private organizations, spanning a wide array of industries, have earned the distinction of Best Managed Company by demonstrating business excellence through a rigorous and independent process that evaluates their management abilities and practices.

"After two years of shoring up, deleveraging balance sheets and focusing on cost reduction strategies, Canadian businesses now have growth back on the agenda," said John Hughes, Deloitte partner, [Private Company Services](#), and national leader of Canada's 50 Best Managed Companies Program. "Clearly we're not out of the woods yet, but one of the most impressive aspects of this year's award recipients is the focus of management teams and employees on growth and investment."

Combined, 2010's 50 Best Managed Companies generated \$11.5 billion in revenue and employed over 52,000 Canadians.

"By pursuing innovation and investing in meeting the needs of their clients, this year's winners have made a positive impact in the Canadian marketplace," said Jon Hountalas, Executive Vice-President, Business Banking, CIBC.

Growth means different things to different companies and the following are just some of the ways Canada's Best Managed Companies are directing their CEOs and management teams to drive higher revenue and profit in the years to come.

- **Best Managed Companies see growth opportunities via mergers and acquisitions.**

Over the next 12 to 24 months, there will be a significant amount of [merger and acquisition](#) (M&A) activities as private companies see growth opportunities in acquiring competitors or complementary businesses. Companies which have weathered the storm and have maintained solid core businesses, and those with realistic valuations and multiples will become attractive return on investments opportunities for private companies.

- **Best Managed Companies drive innovation across their organizations.**
 This year's winners understand the ability to innovate is a strategic competitive advantage for their organizations. Whether it's the shop floor, back office or the front-line delivery of products or services, re-engineering operations continues to be on the agendas of Canada's Best Managed Companies.
- **Best Managed Companies employ detailed and divergent strategies for business south of the border and beyond.**
 A continuing theme for Canadian private companies is managing their exposure to the U.S. market. Many companies see this as a huge opportunity to capture market share, grow revenue, relocate manufacturing facilities and engage in M&A activities. On the flipside, other emerging theme is Best Managed Companies' desire to reduce their exposure to the U.S., and pursue acquisitions or other collaborative investments such as joint ventures and alliances on a global scale, with growing interest in South America, Europe, China and other parts of Southeast Asia.
- **Best Managed Companies build close relationships with customers.**
 Helping their customers weather the last year was a key focus of Best Managed Companies. While many companies focused internally, this year's winners concentrated on their customers' issues and how to solve them as a means of strengthening their own business.
- **Best Managed Companies plan for succession or business transition.**
[Succession planning](#) will be a mega trend private companies will experience over the next 10 years. With the aging population, planning for a massive transfer of wealth—including the ownership of a significant number of Canadian private companies—means that preparing strategic succession plans continues to be a theme with this year's recipients.
- **Best Managed Companies adopt green strategies.**
 In support of their overall growth, Best Managed Companies increased their adoption of [green strategies](#). Those tied to the energy supply chain saw significant opportunities in serving an expanding global market domestically and internationally. Others investigated how making their organization greener could support cost-reduction initiatives, increase their reputation as good corporate citizens by protecting the environment, and help to attract the socially conscious Gen-Y labour force.

2010 Best Managed winners

Company Name	City	Prov.	Website
4Refuel	Langley	AB	www.4Refuel.com
Artopex inc.	Granby	QC	www.artopex.com
Associate Veterinary Clinics	Calgary	AB	www.associatevets.com
BCF s.e.n.c.r.l. / LLP	Montréal	QC	www.bcf.ca
Cactus Restaurants Ltd.	Vancouver	BC	www.cactusclubcafe.com
Calco Environmental Group	Brockville	ON	www.calcogroup.com
Capital Paving Inc.	Guelph	ON	www.capitalpaving.net
CBI Health Group	Toronto	ON	www.cbi.ca
Charm Diamond Centres	Dartmouth	NS	www.charmdiamondcentres.com
Chaussures Régence inc.	Québec City	QC	www.regence.ca
Crestline Coach Ltd.	Saskatoon	SK	www.crestlinecoach.com
Dessau Inc.	Laval	QC	www.dessau.com
Evertz Technologies Limited	Burlington	ON	www.evertz.com
Farm Boy	Ottawa	ON	www.farmboy.ca
Fengate Capital Management	Toronto	ON	www.fengatecapital.com
First Air	Kanata	ON	www.firstair.ca
Gentec International	Markham	ON	www.gentec-intl.com
Geo. A. Kelson Company Limited	Newmarket	ON	www.kelson.on.ca
GreenField Ethanol	Toronto	ON	www.greenfieldethanol.com
Gregg Distributors LP	Edmonton	AB	www.greggdistributors.ca
Groupe Robert inc.	Rougemont	QC	www.robert.ca
Hatch	Mississauga	ON	www.hatch.ca
Holt Renfrew	Toronto	ON	www.holtrenfrew.com
Ideal Supply	Listowel	ON	www.idealsupply.com
Imperial Manufacturing Group Inc.	Richibucto	NB	www.imperialgroup.ca
Johnvince Foods	Toronto	ON	www.johnvince.com
Kaizen Automotive Group	Calgary	AB	www.kaizenautomotive.com
LASIK MD	Montreal	QC	www.lasikmd.com
Le Groupe Master	Boucherville	QC	www.master.ca
Losani Homes	Stoney Creek	ON	www.losanihomes.com

Maple Lodge Farms Ltd.	Brampton	ON	www.maplelodgefarms.com
Maple Reinders Group Ltd.	Mississauga	ON	www.maple.ca
McCain Foods (Canada)	Florenceville-Bristol	NB	www.mccain.ca
Medcan Clinic	Toronto	ON	www.medcan.com
Pfaff Automotive Partners	Vaughan	ON	www.pfaffauto.com
Quality Foods	Qualicum Beach	BC	www.qualityfoods.com
RGO Office Products Partnership	Calgary	AB	www.rgo.ca
Ronald A. Chisholm Limited	Toronto	ON	www.rachisholm.com
Running Room	Edmonton	AB	www.runningroom.com
S.i. Systems Ltd.	Calgary	AB	www.sisystems.com
Sargent Farms	Milton	ON	www.sargentfarms.ca
StarTech.com	London	ON	www.startech.com
Supreme Group	Edmonton	AB	www.supremegroup.ca
The International Group, Inc	Toronto	ON	www.igiwax.com
The Miller Group	Markham	ON	www.millergroup.ca
TransX Group of Companies	Winnipeg	MB	www.transx.com
triOS College Business Technology Healthcare	Mississauga	ON	www.trios.com
West Wind Group of Companies	Saskatoon	SK	www.westwindaviation.ca
Western Sales Ltd.	Rosetown	SK	www.westernsales.ca
White Spot Limited	Vancouver	QC	www.whitespot.com

2010 Best Managed winners, Platinum Club members, and Requalified members will be honoured at the 18th annual, invitation-only Best Managed Symposium and Gala on March 29, 2011 in Toronto.

About Canada's 50 Best Managed Companies

Canada's 50 Best Managed Companies continues to be the mark of excellence for Canadian-owned and managed private companies with revenues over \$10 million. Every year, since the launch of the program in 1993, hundreds of entrepreneurial companies have competed for this designation in a rigorous and independent process that evaluates their management skills and practices. The awards are granted on three levels: 1) Best Managed winner (one of the 50 new winners selected each year); 2) Requalified member (repeat winners retain the Best Managed designation for two additional years, subject to annual operational and financial review); 3) Platinum Club member (winners that maintain Best Managed status for a minimum of six consecutive years). Program sponsors are Deloitte, CIBC, National Post and Queen's School of Business. [Learn more.](#)

Best Managed has launched an online community for private companies: a new Best Managed channel on the [Financial Post \(FP\) Executive](#) site. A collaborative effort by Deloitte, CIBC and FP Executive, the new micro-site is aimed at showcasing Best Managed insights gleaned over our 18 years of celebrating the stars of Canada's private company stage. The site will feature whitepapers relevant to private companies, as well as tools and resources designed to boost best practice sharing across the Canadian private company community.

About Deloitte

Deloitte, one of Canada's leading professional services firms, provides audit, tax, consulting, and financial advisory services through more than 7,600 people in 57 offices. Deloitte operates in Québec as Samson Bélair/Deloitte & Touche s.e.n.c.r.l. Deloitte & Touche LLP, an Ontario Limited Liability Partnership, is the Canadian member firm of Deloitte Touche Tohmatsu Limited.

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee, and its network of member firms, each of which is a legally separate and independent entity. Please see www.deloitte.com/about for a detailed description of the legal structure of Deloitte Touche Tohmatsu Limited and its member firms.