



### **Canada's 50 Best Managed Companies Announced** *2007 winners flourish amid marketplace flux*

**Toronto, February 12, 2008** – The winners of the 2007 Canada's 50 Best Managed Companies award enjoyed the highest profit and revenues since the program's inception, boasting combined sales of \$8.5 billion and average sales growth of 31%. The Best Managed program celebrates its 15<sup>th</sup> anniversary this year, and winning companies continue to raise the bar for Canadian business success, by showcasing their adaptability and sustainability.

"This year's winners leveraged their entrepreneurial passion to drive their revenue, profits and value in the face of triple-digit oil prices, a strong Canadian dollar, and mixed economic signals south of the border," commented John Hughes, Deloitte partner and national leader of the Best Managed program.

Best Managed companies demonstrated that, in every region of the country and across a significant number of industries, Canadian entrepreneurs have been successful in competing globally and overcoming the many and diverse market challenges.

"Since the creation of this program, Canadian private companies, and more precisely, the people who manage them, have consistently demonstrated their keen sense of knowing how to flourish amid adversity", notes Hughes.

#### **Insights into the 2007 Best Managed Winners**

A close look at this year's crop of Best Managed companies reveals that many have employed, and benefited from the following strategies and tactics:

1. **Optimizing revenue and income** by understanding where they make money and by streamlining customer channels and product and service strategies.
2. **Evaluating alliances, mergers and acquisitions** to enhance revenue and cut costs.
3. **Focusing on implementing technology** and equipment to improve operations.
4. **Dealing with the dollar** by employing some form of foreign currency hedging strategy and seeking out natural hedges by operating globally, in order to best absorb fluctuations.
5. **Optimizing the tax efficiency** of their network of companies, by taking advantage of corporate, personal and government incentives.
6. **Restructuring operations to unlock potential value** and where appropriate, selling non-core business lines.

For businesses seeking ways to mitigate the effects of recent and possible future economic turbulence, one or more of the strategies and tactics listed above could be considered.

"The 2007 Best Managed companies have clearly proven their stability in a changing economy" said Calvin A. Younger, senior vice president, CIBC Commercial Banking, a national sponsor of the program. "They think beyond their own walls and have achieved outstanding results. We are thrilled with their achievements this year."

### 2007 Best Managed Winners

<b>Company</b>	<b>City</b>	<b>Province</b>	<b>Industry</b>
Cactus Restaurants Ltd.	Vancouver	BC	Consumer Business
Cummins Western Canada	Surrey	BC	Manufacturing
Great Little Box Company Ltd.	Richmond	BC	Manufacturing
Quality Foods	Qualicum Beach	BC	Food Service
Big Country Energy Services LP	Calgary	AB	Energy and Resources
David Aplin Recruiting	Edmonton	AB	Business Services
Running Room Ltd.	Edmonton	AB	Consumer Business
STRIKE	Calgary	AB	Energy and Resources
Trico Homes Inc.	Calgary	AB	Real Estate
Waiward Steel Fabricators Ltd.	Edmonton	AB	Manufacturing
Great Western Brewing Company Ltd.	Saskatoon	SK	Manufacturing
West Wind Aviation Limited Partnership	Saskatoon	SK	Aviation and Transport Services
B. A. Robinson Co. Ltd.	Winnipeg	MB	Consumer Business
Hytek Ltd.	LaBroquerie	MB	Manufacturing
Paterson GlobalFoods	Winnipeg	MB	Manufacturing
TransX Group of Companies	Winnipeg	MB	Aviation and Transport Services
Anatolia Tile	Thornhill	ON	Consumer Business
CBI Health	Toronto	ON	Life Sciences and Health Care
CMiC	Toronto	ON	Technology, media and telecommunications
Fengate Capital Management Ltd.	Toronto	ON	Real Estate
Gentec International	Markham	ON	Consumer Business
Geo. A. Kelson Company	Newmarket	ON	Business Services
Globalive Communications Corp.	Toronto	ON	Technology, media and telecommunications
Hatch	Mississauga	ON	Business Services
Holt Renfrew	Toronto	ON	Consumer Business
The Hurley Group	Toronto	ON	Business Services
Ideal Supply	Listowel	ON	Aviation and Transport Services
Johnvince Foods	Toronto	ON	Consumer Business

Losani Homes (1998) Ltd.	Stoney Creek	ON	Real Estate
M. Sullivan & Son Ltd	Arnprior	ON	Consumer Business
MLE Equipment	Brockville	ON	Manufacturing
MaxSys Consulting & Staffing	Ottawa	ON	Business Services
McCormick Rankin Corporation (MRC)	Mississauga	ON	Business Services
Murdoch Group Inc.	Kirkland Lake	ON	Aviation and Transport Services
Ronald A. Chisholm Limited	Toronto	ON	Business Services
RYCOM Inc.	Mississauga	ON	Technology, media and telecommunications
Belle-Pack Packaging Inc.	Markham	ON	Manufacturing
The Central Group	Mississauga	ON	Manufacturing
Weston Forest Group	Mississauga	ON	Consumer Business
Agence Québec Plus Ltée.	Sherbrooke	QC	Business Services
Artopex Inc.	Granby	QC	Manufacturing
BCF s.e.n.c.r.l. / LLP	Montréal	QC	Business Services
LASIK MD	Montréal	QC	Consumer Business
Phipps Dickson Integria	Lasalle	QC	Manufacturing
Richelieu Legwear	Montréal	QC	Consumer Business
Teknika HBA	Montréal	QC	Business Services
ADI Group Inc.	Fredericton	NB	Business Services
McCain Foods (Canada)	Florenceville	NB	Consumer Business
Charm Diamond Centres	Dartmouth	NS	Consumer Business
Wilson Fuel Co. Limited	Halifax	NS	Energy and Resources

2007 Best Managed winners, Platinum Club members, and Requalified members will be honoured at the Best Managed 15<sup>th</sup> annual, invitation-only Symposium and Gala on February 25, 2008 in Toronto.

### **About Canada's Best Managed Companies**

Celebrating its 15th anniversary, Canada's 50 Best Managed Companies continues to be the mark of excellence for Canadian-owned and managed 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 Commercial Banking, National Post, and Queen's School of Business. For further information, visit [www.canadas50best.com](http://www.canadas50best.com).

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