

# SASKATCHEWAN'S FASTEST GROWING COMPANIES

By Keith Moen

Once again it's that time of year to look at the Saskatchewan companies which are experiencing the greatest growth. Like the Top 100 Companies list, this Fastest Growing Companies listing is developing quite the loyal following amongst Saskatchewan's business community. Unlike the Top 100, however, judging is not based upon comparisons from one company to the next, but rather by comparing a company to itself over the short term.

The criteria is simple. Look at the growth of the company's revenue over the past three years. Then apply these numbers to a relatively simple formula provided to determine the percentage of growth. On that note, it has been brought to our attention that our formula is not as simple as we had intended.

Being publishers, and not accountants nor mathematicians, we concede that there may well be a better, easier formula to determine a company's growth. We would gladly and readily accept any offers to replace this formula with a better one. We now know, however, that a set of brackets are required around one part of

our formula, which hopefully, will eliminate any future difficulties.

We also qualify our list by saying that these fastest growing companies consist solely of those who opted to share their numbers with us. There may be others whose growth supersedes those in this compilation, but they were either unwilling to disclose their information, or were overlooked in the recruiting stage. If you believe your company would qualify among the fastest growing, by all means, please contact us so you may be included in next year's list.

Moving on to the list, it's clear that technology is playing a vital role in the development of Saskatchewan firms. Among the many fastest growing companies are several of the technological variety. Indeed the fastest growing company in Saskatchewan, Jump.ca Communications – formerly dotcom communications – falls into that category by providing wireless communications and Internet services. Jump.ca topped the list with an astounding 490 per cent growth rate over the past three years.

Not surprisingly, another technology-based company, Terminal Systems International, which specializes in airport terminal arrival and departure software, is next on the list with an extraordinary 355 per cent rate of growth over the last three years, which coincidentally are the first three years of the company's existence.

Another technology-based venture, QCC Technologies Inc., rounds out the top five with a 208 per cent growth rate, while other impressive technology-based companies such as Stonefield Systems Group and Hitachi Canadian Industries Ltd. figure prominently in the listing.

Saskatchewan is not solely dependent upon new technology for business growth, however. In fact the third- and fourth-place companies hang their shingle in more traditional Saskatchewan sectors; natural resources and trucking respectively. Having said that, however, Saskatchewan often takes a back seat to its neighbor to the west when analyzing the petroleum sector. But Tappit

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	COMPANY	LOCATION	CEO/PRESIDENT	EMPLOYEES	INCREASE IN SALES (%)	ANN. GROWTH RATE (%)
TEN FASTEST	1 Jump.ca Wireless Supply Corp.	Regina	Chris Krywulak, CEO	60	490.7	163.6
	2 Terminal Systems International Inc.	Saskatoon	Dave Reid, CEO	8	355.6	118.5
	3 Tappit Resources Ltd.	Regina	Lawrence Bintner, CEO	9	244.0	81.3
	4 Kocsis Transport Ltd.	Saskatoon	Ron B. Kocsis, CEO	90	210.7	70.2
	5 QCC Technologies Inc.	Saskatoon	David Criddle, CEO	30	208.0	69.3
	6 Titan Transport Ltd.	Saskatoon	Barry Burke, President	43	185.5	61.8
	7 Stonefield Systems Group Inc.	Regina	Mickey Kupchyk, President	20	171.7	57.2
	8 IMI Brokerage Company Ltd.	Duck Lake	Board of Directors consisting of nine owner bands	4	168.9	56.3
	9 ETEC	Saskatoon	Ken Jackson, President	13	159.0	53.0
	10 Paradigm Consulting Group Inc.	Regina	Ken Gerhardt, CEO	50	145.4	48.4

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Resources, with their 244 per cent growth rate, is certainly making a mark in Saskatchewan's oil industry. Likewise, Kocsis Transport has achieved remarkable growth, locking up fourth place with a 210 per cent rate of growth.

Interestingly, one of Saskatchewan's fastest growing companies, whose 2001 estimates would clearly put them in the

No. 1 spot, will not be able to achieve all of its growth within Saskatchewan's boundaries. Minds Eye Pictures, who with their 2001 estimates would sit with about a 900 per cent rate of growth but measured in this year with a 103 per cent growth rate, announced recently they are moving production of a one-hour dramatic youth series entitled Myth Quest to Alberta – a significant portion of the company's focus – because of the

lack of sound stage facilities in Saskatchewan.

So, while this listing is undeniably exceptional, impressive and admirable, there are certainly areas within the province that can be improved upon for the future.

Thankfully, such is the nature of entrepreneurship. Some enterprising soul will also recognize this, and furthermore, do something about it. ■

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COMPANY	LOCATION	CEO/PRESIDENT	EMPLOYEES	INCREASE IN SALES (%)	ANN. GROWTH RATE (%)
11 Schweitzer Enterprises	Eston	Gary Schweitzer, President	12	131.9	44.0
12 MGM Communications	Saskatoon	James Miley, President Account Services; Robert Goettler, President of Operations; Gordon McKay, President Creative Services	30	120.4	40.1
13 Lake Lenore Co-op	Lake Lenore	Gordan Dmytruk, CEO	8	108.6	36.2
14 Dalland Value Added Pork Inc.	Kipling	Lorne Rygh, President	18	108.0	35.9
15 Minds Eye Pictures	Regina	Kevin DeWalt, CEO	50	103.7	34.6
16 Massload Technologies	Saskatoon	Bill Elliot, President	50	100.0	33.3
17 Prudhomme Trucks Ltd. & Prudhomme Storage & Distribution Inc.	Regina	Denis Prud'homme, President	110	97.9	32.6
18 Brandt Group of Companies	Regina	Gavin Semple, President	330	97.5	32.5
19 Ghost Transportation	Saskatoon	Clay Dowling, President	17	94.0	31.0
20 TMC Technology Management Corporation	Regina	David Luterbach, President	40	84.5	28.2
21 PleasureWay Sales	Saskatoon	Grant Peacock, President	15	84.2	28.0
22 Avanti Office Products	Regina	Mauro Montanini, General Manager	10	79.0	26.4
23 Hitachi Canadian Industries Ltd.	Saskatoon	H. Yamaguchi, President	270	78.0	26.0
24 TWC Financial Corp.	Radville	Timothy Calibaba, CEO	85	69.8	23.3
25 Access Communications	Regina	Jim Deane, CEO	164	63.0	21.0
26 Tugaske Co-op Association Ltd.	Tugaske	Neil Seaman, President	17	62.7	20.9
27 GDS & Associates Systems Ltd.	Regina	Willis Groshong, President	35	61.3	20.4
28 Mercury Graphics	Saskatoon	Gord Bayda, President	190	60.0	20.0
29 Spiritwood & District Co-op	Spiritwood	Warner Kabatoff, General Manager	25	58.5	19.5
30 Hinz Automation Inc.	Saskatoon	Steve Scott, President Canadian Operations	35	48.0	16.0
31 CUETS (Credit Union Electronic Transaction Service)	Regina	S.P. (Stan) Kuss, CEO	253	38.5	12.8
32 Yanke Group of Companies	Saskatoon	Russel Marcoux, CEO	325	37.2	12.4
33 IRD (International Road Dynamics)	Saskatoon	T. Bergen, CEO	N/A	35.0	11.6
34 Melfort Co-operative	Melfort	Gordon Dmytruk, CEO	103	27.8	9.3
35 Casino Regina	Regina	Joe van Koeverden, CEO	584	27.0	9.0
36 Cameco Corporation	Saskatoon	Bernard Michel, CEO	883	26.0	8.5
37 Turtleford & District Co-operative Association Ltd.	Turtleford	Duroid Textor, President	27	22.8	7.6
38 Remax Crown Real Estate Ltd.	Regina	Gary Cossette, Carol Cossette, Rob Nisbett Directors	92	22.3	7.4
39 Wynyard Co-operative Association	Wynyard	Curtis Haugen, President	30	21.3	7.1
40 LeRoy-Watson Co-operative Ltd.	LeRoy	Rick Block, President	30	14.0	4.7