

RANK & YEARS ON PROFIT 200	COMPANY   HEADQUARTERS BUSINESS ACTIVITY   CHIEF EXECUTIVE(S) YEAR FOUNDED   WEBSITE	REVENUE \$		REVENUE GROWTH %	PROFIT MARGIN IN 2010	EMPLOYEES		EXPORTS AS % OF SALES	STOCK SYMBOL	INSIDE TRACK	
		2005	2010			2005	2010				
<b>1</b> 1	<b>Mood Media Corp.</b>   Toronto In-store background music, messaging and signage   <b>Lorne Abony</b> 2004   www.moodmedia.com	< 200,000 USD	144,967,000 USD	<b>72,384</b>	Loss	7	880	93	TSX: MM	Its buyout of Muzak capped an acquisition drive to become the world's No. 1 provider of in-store background music; see story, page 48	<b>1</b>
<b>2</b> 1	<b>Pacific Mortgage Group Inc.</b>   Toronto Mortgage broker network   <b>Alex Haditagli</b> 2005   www.mortgagebrokers.com	229,603	55,484,325	<b>24,065</b>	0-10%	129	1,085	0		The 1,085 mortgage brokers in its network helped homebuyers secure almost \$6 billion in financing from dozens of lenders in 2010	<b>2</b>
<b>3</b> 1	<b>Avigilon Corp.</b>   Vancouver Makes high-definition surveillance software and hardware   <b>Alexander Fernandes</b> 2004   www.avigilon.com	< 200,000	32,283,927	<b>16,042</b>	0-10%	12	98	95		Security-camera integrators deploy its systems in locations such as retail checkouts, prisons, border crossings, casinos and condo towers	<b>3</b>
<b>4</b> 2	<b>Varicent Software Inc.</b>   Toronto Sales performance-management software   <b>Dan Shimmerman</b> 2003   www.varicent.com	237,197	30,034,273	<b>12,562</b>	Loss	12	176	86		Its software helps to align the incentive plans of salespeople with the strategic goals of their company	<b>4</b>
<b>5</b> 2	<b>Marport Deep Sea Technologies Inc.</b>   St. John's, Nfld. Produces sonar technology   <b>Karl Kenny</b> 2003   www.marport.com	< 200,000	10,232,706	<b>5,016</b>	Loss	6	105	90		Has licensed some of its sonar technologies to defence contractor General Dynamics Canada, which will take them to foreign markets	<b>5</b>
<b>6</b> 2	<b>GuestLogix Inc.</b>   Toronto On-board retailing software for airlines   <b>Tom Douramakos</b> 2001   www.guestlogix.com	510,551	25,721,641	<b>4,938</b>	0-10%	12	127	97	TSX: GXI	Airlines use its software for in-flight sales such as food and beverages; clients pay by the transaction, so they don't have to pay GuestLogix up front	<b>6</b>
<b>7</b> 2	<b>Dependable Mechanical Systems Inc.</b>   Vaughan, Ont. Mechanical contracting   <b>Rajesh Ahuja</b> 2002   www.dmscorp.ca	< 200,000	9,730,690	<b>4,765</b>	0-10%	3	71	0		Performs plumbing, HVAC, controls, insulation, sprinkler and energy retrofits on industrial, commercial and institutional buildings	<b>7</b>
<b>8</b> 1	<b>Globeways Canada Inc.</b>   Mississauga, Ont. Processes and distributes agricultural commodities   <b>Rajesh Jain</b> 2002   www.globeways.com	1,006,830	41,490,964	<b>4,021</b>	Loss	1	12	100		Invested in lentil- and bean-processing plants in Saskatchewan four years ago; attributes much of its accelerated growth to this vertical integration	<b>8</b>
<b>9</b> 1	<b>PrecisionERP Inc.</b>   Ottawa IT consulting for enterprise applications   <b>Allan O'Connor &amp; Paul Bush</b> 2005   www.precisionerp.com	< 200,000	8,217,433	<b>4,009</b>	0-10%	3	51	5		Canada Revenue Agency, the country's largest IT organization, recently hired PrecisionERP for a three-year contract, replacing IBM	<b>9</b>
<b>10</b> 1	<b>Timbercreek Asset Management Inc.</b>   Toronto Investment manager for alternative asset classes   <b>Blair Tamblyn</b> 2004   www.timbercreekfunds.com	1,442,335	56,998,224	<b>3,852</b>	> 10%	90	297	0		Focuses its portfolio on real estate and debt assets whose performance generally doesn't move in sync with traditional investment classes	<b>10</b>
<b>11</b> 1	<b>Farmers Edge Precision Consulting Inc.</b>   Winnipeg Mapping and other services to boost farm yields   <b>Wade Barnes</b> 2005   www.farmersedge.ca	205,423	6,967,646	<b>3,292</b>	0-10%	2	55	7		Has structured itself around a set of multi-disciplinary operating hubs designed to keep employees in remote locations on the same page; see Fast Lanes, right	<b>11</b>
<b>12</b> 1	<b>Pacesetter Directional Drilling Ltd.</b>   Calgary Drilling services for oil and gas companies   <b>Chris Afseth</b> 2005   www.pacesetterdirectional.ca	2,257,674	70,443,420	<b>3,020</b>	> 10%	25	132	0		The firm is riding a growth trend: whereas 20% of wells drilled in Western Canada used directional drilling in 2007, today the share is closer to 80%	<b>12</b>
<b>13</b> 1	<b>Vital Insights</b>   Mississauga, Ont. Customer-satisfaction survey software for automakers and dealers   <b>Jason Tryfon</b> 2004   www.vitalinsights.com	< 200,000	6,205,366	<b>3,003</b>	0-10%	18	36	95		Automakers such as Mercedes, BMW and Jaguar and their dealers use Vital's software to gain insights into how to retain their customers	<b>13</b>
<b>14</b> 1	<b>Clevest Solutions Inc.</b>   Richmond, B.C. Mobile workforce management software for utilities   <b>Thomas Ligocki</b> 2002   www.clevest.com	< 200,000	6,138,116	<b>2,969</b>	Loss	5	70	95		Its utility clients include power companies that use Clevest's software to manage their technicians as they deploy and service smart grids	<b>14</b>
<b>15</b> 2	<b>officialCOMMUNITY (The Official Community Corp.)</b>   Toronto Develops online communities for established rock stars   <b>Kevin Leflar</b> 2001   www.officialcommunity.com	580,760	17,441,263	<b>2,903</b>	Loss	12	41	80		Recently signed its biggest client to date, Roger Waters, for "The Wall" tour, one of the year's most hotly anticipated concert events	<b>15</b>
<b>16</b> 1	<b>Life Science Nutritionals Inc.</b>   Burlington, Ont. Manufactures nutritional and dietary supplements   <b>Stuart Lowther</b> 2004   www.lifescinutritionals.com	203,424	5,816,713	<b>2,759</b>	0-10%	1	30	10		Developed a line of child-friendly Gummi-style vitamins called IronKids, as well as a line branded for the National Basketball Association	<b>16</b>
<b>17</b> 2	<b>Yardstick Software Inc.</b>   Edmonton Software for online exams and training   <b>Chris LaBossiere &amp; Don Riep</b> 2002   www.yardsticksoftware.com	< 200,000	5,202,091	<b>2,501</b>	0-10%	2	18	45		Certification and licensing bodies for occupations such as pharmacists and real estate agents use Yardstick's software to administer tests online	<b>17</b>
<b>18</b> 1	<b>adjump Media (Canadiansponsors.com Inc.)</b>   Ottawa Online sales-lead generation   <b>James Walker</b> 2005   www.adjump.com	403,282	9,419,040	<b>2,236</b>	> 10%	3	24	90		Clients pay 50¢ to \$5 for each sales lead that adjump generates from online marketing programs such as contests and coupons	<b>18</b>
<b>19</b> 2	<b>UCIT Online Security (6470301 Canada Inc.)</b>   Mississauga, Ont. Live security-video monitoring   <b>Sidney Sommer</b> 2003   www.ucitonline.com	227,054	5,084,046	<b>2,139</b>	> 10%	2	15	1		Its security-video monitoring for clients such as homebuilders and scrap-metal dealers leads to an average of two arrests per week across its client base	<b>19</b>
<b>20</b> 1	<b>iData Research Inc.</b>   Vancouver Medical, pharmaceutical and dental market intelligence   <b>Kamran Zamanian</b> 2005   www.idataresearch.net	< 200,000 USD	4,442,184 USD	<b>2,121</b>	> 10%	1	25	99		Its customer base includes large enterprises such as Sony, Olympus, Medtronic, Johnson & Johnson and Sanofi Aventis	<b>20</b>

KEY TO STOCK SYMBOLS: TSX-TORONTO STOCK EXCHANGE | TSXV-TSX VENTURE | NOTE: PUBLIC COMPANIES MAY TRADE ON MORE THAN ONE EXCHANGE

#11

## FAST LANES

Farmers can't do much to improve growing conditions for their crops. So, it makes sense that the yield-boosting services provided by **Farmers Edge Precision Consulting Inc.** have the company growing like a cornstalk in July. The Winnipeg-based firm uses a ground-breaking mix of tools, including satellite imaging and soil analysis, to create precise acre-by-acre plans of, among other things, which fertilizers to spread where. Add in the fact that Farmers Edge's services can dramatically cut eco-unfriendly chemical use, and you have one happy harvest for major agricultural clients in Canada, the U.S., Russia and South America.



WALTER BIBIKOW/JA/CORBIS

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21 1	<b>Jakait Inc.</b>   Kingsville, Ont. Distributes packaging to food processors   <b>Jaqueline &amp; Keith Pickard</b> 2005   www.jakaitpac.com	646,556	13,790,711	2,033	0-10%	5	39	3		Offers food growers a one-stop shop for packaging, everything from corrugated boxes to poly bags for three-packs of bell peppers	21
22 1	<b>Audability Inc.</b>   Toronto Web, video and phone conferencing services   <b>Andrew Turner</b> 2004   www.audability.com	< 200,000	4,162,441	1,981	> 10%	3	25	2		One red-hot service is enterprise streaming, which allows executives to live-stream video messages to employees at the push of a button	22
23 4	<b>The Herjavec Group Inc.</b>   Mississauga, Ont. Computer network security   <b>Robert Herjavec</b> 2003   www.herjavecgroup.com	3,105,075	64,267,696	1,970	0-10%	10	114	4		Customers, including banks, utilities and governments, buy its array of IT security services, such as email security and intrusion prevention	23
24 1	<b>Xsilva Systems Inc.</b>   Montreal Develops Mac-based retail point-of-sale software   <b>Dax Dasilva</b> 2005   www.xsilva.com	< 200,000	4,004,737	1,902	> 10%	1	47	85		Offers an array of Mac-based retail software tools for in-store, back-office and e-commerce use—plus, most recently, for mobile devices	24
25 2	<b>LOGIQ3 Corp.</b>   Toronto Life reinsurance consulting and outsourcing   <b>Chris Murumets &amp; Simon Bell</b> 2003   www.logiq3.com	< 200,000	3,903,740	1,852	Loss	7	23	70		Provides services such as consulting, auditing and underwriting to reinsurers, which offer insurance to other insurance companies	25
26 1	<b>Apption Corp.</b>   Ottawa Business-process improvement software   <b>Brian Joe</b> 2004   www.apption.com	< 200,000	3,821,478	1,811	> 10%	6	28	0		Uses an artificial-intelligence system to help its public- and private-sector clients make sense of the information in their vast databases	26
27 3	<b>Mad Rock Marine Solutions Inc.</b>   St. John's, Nfld. Manufactures marine-evacuation equipment   <b>Dean Pelley</b> 2002   www.madrock.ca	< 200,000	3,727,112	1,764	Loss	3	14	95		Cruise-ship operators are the top buyers of its hooks, which prevent accidental release of lifeboats as they are being raised or lowered	27
28 1	<b>NVI (9152-7945 Québec Inc.)</b>   Montreal Online marketing agency   <b>Guillaume Bouchard</b> 2005   www.nvisolutions.com	< 200,000	3,720,303	1,760	> 10%	5	47	15		The company was born out of a business-plan assignment in the founder's last year at the Hautes Études Commerciales business school in Montreal	28
29 2	<b>Vixs Systems Inc.</b>   Toronto Manufactures semiconductors for entertainment devices   <b>Sally Daub</b> 2001   www.vixs.com	5,150,625 USD	91,730,000 USD	1,681	Loss	107	289	100		Clients such as Toshiba, Sony, Hitachi, Sharp, Motorola and DirectTV use its advanced semiconductors in digital networks for the home	29
30 1	<b>BOATsmart! Canada (2030564 Ontario Inc.)</b>   Peterborough, Ont. Administers exams for recreational boating licences   <b>Cameron Taylor</b> 2003   www.boatsmartexam.com	351,033	6,244,621	1,679	> 10%	9	53	4		Has partnered with Canadian Tire to encourage recreational boaters to get licensed and take BOATsmart!'s training for the licensing exam	30
31 1	<b>Covarity Inc.</b>   Kitchener, Ont. Commercial credit risk-management software for banks   <b>Rod Foster</b> 2003   www.covarity.com	< 200,000	3,422,180	1,611	Loss	17	41	5		Customers such as Royal Bank of Canada and Bank of Montreal use its dashboard for a big-picture view of their loans to commercial clients	31
32 1	<b>Adviso Conseil Inc.</b>   Montreal Online marketing agency   <b>Simon Lamarche &amp; Jean-François Renaud</b> 2002   www.adviso.ca	< 200,000	3,369,107	1,585	> 10%	3	29	10		Google recently selected the company to run a workshop for other online marketing agencies on how to use Google Analytics	32
33 1	<b>ENJO Cleaning Canada Inc.</b>   Mississauga, Ont. Distributes chemical-free cleaning products   <b>Trish Ronan &amp; Dave Roebuck</b> 2004   www.enjo-canada.com	< 200,000	3,160,247	1,480	Loss	18	156	2		Distributes an array of household cleaning products that use microfibre technology to clean mechanically instead of chemically	33
34 3	<b>Search Engine People Inc.</b>   Ajax, Ont. Search-engine marketing and optimization services   <b>Jeff Quipp</b> 2001   www.searchenginepeople.com	292,678	4,447,074	1,419	0-10%	5	45	11		Sells services such as search engine optimization and pay-per-click advertising to clients including Scotiabank, Air Miles and Astral Media	34
35 1	<b>Ignite Technical Resources Ltd.</b>   Vancouver IT staffing agency   <b>Bryce Stacey &amp; Ken Hicks</b> 2005   www.ignitetech.com	294,704	4,351,968	1,377	0-10%	4	10	0		Its recent hiring of an operations director has freed the managing partner to interact more with clients and focus on strategy	35
36 1	<b>Pioneering Technology Corp.</b>   Mississauga, Ont. Develops safety products for stoves and microwave ovens   <b>Kevin Callahan</b> 1998   www.pioneeringtech.com	< 200,000	2,880,518	1,340	0-10%	12	11	57	TSXV: PTE	Appliance manufacturers initially wouldn't buy its fire-prevention technology, so the firm persuaded manufacturers' clients to mandate its use	36
37 1	<b>Vanguard Mechanical Inc.</b>   Toronto Mechanical contracting   <b>Jonathan Fisher</b> 2005   www.vanguardmechanical.com	< 200,000	2,822,032	1,311	0-10%	2	6	0		Heating and cooling retrofits are its top source of sales; its customer base includes York University and the Toronto Transit Commission	37
38 1	<b>GEOTrac Systems Inc.</b>   Calgary Software to manage fleets and safeguard workers   <b>Timothy Hodge</b> 2003   www.geotracinternational.com	458,332	6,389,574	1,294	> 10%	10	32	0		Its software protects field workers in the oilpatch who are working alone by automatically triggering an alarm if a rescue is needed	38
39 5	<b>CIBT Education Group Inc.</b>   Vancouver Career-based education in China and Canada   <b>Toby Chu</b> 1994   www.cibt.net	4,022,512	55,954,852	1,291	0-10%	80	613	46	TSX: MBA	Its diverse educational offerings include degree-granting colleges, training for nurses and instruction in English as a second language	39
40 2	<b>Fast Track Group</b>   St. Albert, Alta. Real estate investment dealer   <b>James Sand</b> 2001   www.fasttracktocashflow.com	993,146	13,721,168	1,282	> 10%	5	81	0		Runs an internal training program for its sales force, which includes a two-month initiation period for new hires before they speak to clients	40

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41 1	<b>Yellow House Events Inc.</b>   Toronto Event marketing agency   <b>Graïl Noble</b> 2001   www.yellowhouseevents.com	< 200,000	2,735,051	1,268	0-10%	3	7	0		Recently coordinated events to train RIM sales reps to use the BlackBerry PlayBook in 17 cities across North America; see story, page 79	41
42 4	<b>Revision Military Inc.</b>   Montreal Manufactures eye, face and head protection for the military   <b>Jonathan Blanshay</b> 2002   www.revisionmilitary.com	3,423,655 USD	46,564,635 USD	1,260	0-10%	12	186	90		Is current expanding beyond selling specialized eyewear to armed forces in North America and Europe and into helmets and body armour	42
43 3	<b>Panacis Medical Inc.</b>   Ottawa Manufactures advanced batteries for military and medical use   <b>Steve Carkner</b> 2002   www.panacis.com	251,946	3,351,128	1,230	0-10%	10	30	70		The U.S. military is installing Panacis' battery systems, which weigh far less than conventional ones, in tanks, helicopters and fighter jets; see Fast Lanes, right	43
44 3	<b>TekSavvy Solutions Inc.</b>   Chatham, Ont. Internet and phone service provider   <b>Rocky Gaudrault</b> 1998   www.teksavvy.com	2,030,427	26,916,798	1,226	0-10%	9	94	0		Claims two key advantages in competing against giant ISP rivals: price and resolving more customer-service issues on the first call	44
45 1	<b>Superior Safety Codes Inc.</b>   Edmonton Construction-permit issuance and inspections   <b>Terry Booth</b> 2004   www.superiorsafetycodes.com	610,395	7,800,193	1,178	0-10%	22	64	0		Issues construction permits for the Alberta government and various municipalities, then inspects to ensure that the work has met building codes	45
46 1	<b>SIMAC Canada Inc.</b>   Richmond Hill, Ont. Medical assessments for insurers and employers   <b>Gloria Rajkumar</b> 2001   www.simac.ca	909,598	11,508,487	1,165	0-10%	8	26	0		Hiring tactic: asks job candidates to do 15-minute interviews with four separate staffers with different perspectives	46
47 1	<b>FouFou Dog</b>   Richmond Hill, Ont. Makes and distributes dog apparel and accessories   <b>Cheryl Ng</b> 2004   www.foufoudog.com	< 200,000	2,503,696	1,152	0-10%	3	11	60		Created a spinoff brand called FFD Designs, which provides private-label pet apparel for large clients, in order to simplify its bookkeeping	47
48 3	<b>PlaSmart Inc.</b>   Ottawa Manufactures and distributes children's toys   <b>Timothy Kimber</b> 2003   www.plasmarttoys.com	904,456	11,159,380	1,134	0-10%	5	17	85		The founder saw the firm's first product, the PlasmaCar, on sale at a local store; he liked it so much that he bought the rights from the merchant	48
49 4	<b>Sequel Naturals Ltd.</b>   Port Coquitlam, B.C. Produces natural health products   <b>Charles Chang</b> 2001   www.sequelnaturals.com	1,927,583	23,772,315	1,133	0-10%	10	175	23		Generates 65% of its sales from Vega Whole Food Health Optimizer, an all-in-one source of proteins, enzymes, probiotics and antioxidants	49
50 2	<b>Original Joe's Franchise Group Inc.</b>   Calgary Restaurant franchisor   <b>Derek Doke</b> 2001   www.originaljoes.ca	1,230,666*	15,065,238*	1,124	0-10%	11	150	0		The chain was born when the current president visited a stand-alone restaurant, liked it, bought out the owner and started franchising it	50
51 2	<b>ParetoLogic Inc.</b>   Victoria Online security software for consumers   <b>Elton Pereira</b> 2004   www.paretologic.com	5,948,159	72,693,059	1,122	0-10%	33	118	95		Does everything in-house, from software development and quality assurance to product management and customer support	51
52 4	<b>iWeb Group Inc.</b>   Montreal Managed web-hosting services   <b>Eric Chouinard</b> 1996   www.iweb.com	2,399,844 USD**	28,976,483 USD	1,107	Loss	35	204	60	TSXV: IWB	Has expanded its capacity to 34,000 dedicated servers and four data centres that serve almost 24,000 customers in 150 countries	52
53 3	<b>PNI Digital Media Inc.</b>   Vancouver Digital photo-processing systems for retailers   <b>Kyle Hall</b> 1995   www.pnimedia.com	2,116,503	25,356,570	1,098	> 10%	20	116	80	TSXV: PN	Provides software that allows consumers to order prints from their digital photos through a kiosk, online or from a mobile device	53
54 2	<b>Avalanche Air Systems Ltd.</b>   Calgary Commercial HVAC construction and installation   <b>Rick Ball</b> 2002   www.avalancheair.ca	222,434	2,619,172	1,078	0-10%	2	16	0		The value of its contracts to design, build and install heating, ventilation and air-conditioning systems range from \$5,000 to \$1 million-plus	54
55 1	<b>Keyora Inc.</b>   Oakville, Ont. Customized ERP software for e-commerce   <b>Jamie Lippay &amp; Michael Bolton</b> 2004   www.keyora.com	262,603	3,078,933	1,072	> 10%	5	32	85		Customizes Microsoft Dynamics ERP software to the needs of retailers, manufacturers, distributors, not-for-profits and governments	55
56 1	<b>Total Debt Freedom Inc.</b>   Markham, Ont. Debt-settlement firm   <b>Richard Cooper</b> 2005   www.totaldebtfreedom.ca	218,126	2,518,905	1,055	> 10%	4	18	0		Negotiates reductions in how much indebted consumers owe credit-card firms to help these consumers get out of debt within three years	56
57 1	<b>InnVue Inc.</b>   Quebec City Interactive TV systems for small and mid-sized hotels   <b>Louis-Philippe Noël</b> 2004   www.innvue.com	< 200,000	2,278,003	1,039	0-10%	1	16	0		Supplies pay-per-view movies, TV channels, wireless Internet and other in-room entertainment tailored to smaller Canadian hotels	57
58 1	<b>Dine.TO Hospitality Marketing Consultants Inc.</b>   Toronto Online restaurant directory   <b>Stratos Papachristopoulos &amp; Pantelly Damoulianos</b> 2004   www.dine.to	< 200,000	2,219,112	1,010	0-10%	6	33	5		Its core client base is 600 mid- to high-end restaurants in the Greater Toronto Area; offers premium listings, such as restaurant menus, photos, events and coupons	58
59 4	<b>Doxim Inc.</b>   Markham, Ont. Document-management software for the financial services sector   <b>Chris Rasmussen</b> 2000   www.doxim.com	650,445	7,000,475	976	0-10%	12	61	4		About 70% of Canada's credit unions, a dozen small banks and 40 independent wealth-management firms use its document-management software	59
60 2	<b>Clearcable Networks</b>   Stoney Creek, Ont. Diversified consulting services for communications firms   <b>Rob McCann</b> 2004   www.clearcable.ca	509,237	5,414,120	963	0-10%	4	23	15		Provides network hardware as well as technology and engineering consulting to smaller Internet and phone service providers	60

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#43

## FAST LANES

It's easy to see the appeal of the advanced battery systems that **Panacis Medical Inc.** makes for artificial hearts. The Ottawa-based firm's lithium polymer batteries deliver more power, weigh less and last longer than conventional systems. The U.S. military also found these benefits appealing. It's now testing Panacis' batteries in tanks, helicopters and fighter jets. For tanks, this strips more than 500 pounds out of each vehicle, allowing for more armour, payload and/or range.



SGT. SHANE A. CUOMO, U.S. AIR FORCE

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61 1	<b>Book4Time Inc.</b>   Richmond Hill, Ont. ERP software for spas   <b>Roger Sholanki</b> 2004   www.book4time.com	< 200,000	2,078,060	939	> 10%	4	18	80		Recently secured a major client: Elizabeth Arden, one of the largest independent day-spa operators in the world	61
62 3	<b>Energold Drilling Corp.</b>   Vancouver Drilling services for mining companies   <b>Frederick Davidson</b> 1996   www.energold.com	5,359,140	54,591,578	919	0-10%	250	1,100	100	TSXV: EGD	Uses diamond-tipped bits on rigs in 22 countries to drill for minerals such as uranium, lithium, gold, copper and iron ore; see story, page 65	62
63 2	<b>St-Laurent Construction Ltée</b>   Mirabel, Que. Specialized construction services   <b>Steve St-Laurent</b> 1976   www.stlaurentconstruction.com	1,817,835	18,421,140	913	0-10%	20	20	0		Focuses on projects for the pharmaceutical and life-science industries, which have special needs because they're so highly regulated	63
64 2	<b>Scalar Decisions Inc.</b>   Toronto IT consulting   <b>Paul Kerr</b> 2004   www.scalar.ca	6,352,942	64,069,232	908	0-10%	6	57	0		Market niche: data-centre automation focusing on virtualization and cloud computing, server infrastructure, data management and networks	64
65 3	<b>Endo Networks Inc.</b>   Oakville, Ont. Field and event marketing agency   <b>Peter Day</b> 2000   www.endonetworks.com	1,289,498	12,693,966	884	0-10%	6	38	0		Firms such as Canadian Tire, Sony and Fido hire Endo to intercept consumers in high-traffic places to discuss a product or service	65
66 1	<b>DG Global Inc.</b>   Toronto Agricultural commodities wholesaler   <b>Dwight Gerling</b> 2005   www.dgglobal.ca	8,242,800	80,585,961	878	0-10%	2	6	100		Generates all of its sales from exports; 90% are from soybeans and the other 10% from products such as wheat and maple syrup	66
67 2	<b>H2O Innovation Inc.</b>   Quebec City Custom water-treatment systems   <b>Frédéric Dugré</b> 2000   www.h2oinnovation.com	2,866,796	27,727,556	867	Loss	22	95	80	TSXV: HEO	Besides its top seller—filtration systems to produce drinking water—it sells systems that clients such as utilities use to treat wastewater and industrial-process	67
68 11	<b>Research In Motion Ltd.</b>   Waterloo, Ont. Wireless email and data systems and services   <b>Jim Balsillie &amp; Mike Lazaridis</b> 1984   www.rim.com	2,065,845,000 USD	19,907,000,000 USD	864	> 10%	4,792	18,721	93	TSX: RIM	Debuted on this ranking in 1999 with a base-year revenue of \$1.5 million in 1993; its growth from 1993 to 2010 topped 1,367,000%	68
69 2	<b>iQmetrix Software Development Corp.</b>   Vancouver Software for cellular and electronics retailers   <b>Christopher Krywulak</b> 1999   www.iqmetrix.com	5,297,193	47,657,695	800	0-10%	41	143	90		Its flagship product, RQ4—a retail-management suite for operators of wireless stores—yields more than 80% of iQmetrix's revenue	69
70 2	<b>iBwave Solutions Inc.</b>   St-Laurent, Que. Wireless network design software   <b>Mario Bouchard</b> 2003   www.ibwave.com	821,103	7,283,313	787	> 10%	18	47	95		Every Tier 1 wireless and telecom operator in North America uses its software suite for designing wireless networks inside buildings	70
71 1	<b>LucasWorks! Inc.</b>   Windsor, Ont. Staffing agency   <b>Maureen Lucas</b> 2004   www.lucasworks.ca	815,295	7,213,526	785	0-10%	104	460	0		Its top revenue source is placing temporary hires—which, its CEO says, is a misnomer since 30% to 40% of its temps ultimately are hired full-time	71
72 7	<b>IFICI: iFinance Canada Inc.</b>   Toronto Finances medical, dental and veterinary procedures   <b>Ann Kaplan</b> 1995   www.ifinancanada.com	2,473,119	21,878,259	785	0-10%	34	53	0		Charges consumers 12% to 22% interest on loans for procedures not covered by medicare, such as cosmetic and laser-eye surgery	72
73 3	<b>Nightingale Informatix Corp.</b>   Markham, Ont. Medical-records software developer   <b>Sam Chebib</b> 2002   www.nightingalemd.com	1,884,286	16,580,622	780	Loss	34	145	72	TSXV: NGH	The firm is currently working to roll out the next generation of its health care-management software in web-based form	73
74 2	<b>FlightNetwork.com (734758 Ontario Ltd.)</b>   Oakville, Ont. Travel agency   <b>Naman Budhdeo</b> 1972   www.flightnetwork.com	2,792,307	24,526,501	778	> 10%	34	198	15		Attributes its rise to Canada's No. 2 online travel agency to low prices and a booking engine with more search breadth than rival systems	74
75 1	<b>My Broadcasting Corporation</b>   Renfrew, Ont. Runs radio stations in small and mid-sized markets   <b>Jon Pole &amp; Andrew Dickson</b> 2004   www.myfmradio.ca	400,651	3,471,989	767	0-10%	7	49	0		Will soon add two more radio stations to its 10-station chain in small-town Ontario; 95% of its advertisers are small businesses	75
76 3	<b>ThinkWrap Solutions Inc.</b>   Ottawa Web content and e-commerce solutions   <b>Steve Byrne</b> 2004   www.thinkwrap.com	882,802	7,565,787	757	0-10%	11	56	5		More than 80% of its clients are retailers or banks; ThinkWrap also has done work for Google, Martha Stewart and Barack Obama	76
77 3	<b>Make Technologies Inc.</b>   Vancouver Modernizes computer legacy systems   <b>William Bergen</b> 2000   www.maketechnologies.com	1,118,156	9,442,799	744	> 10%	38	80	33		Next up: entering the U.S. market, which the firm has been preparing for by scaling up its technology, education, management and infrastructure	77
78 2	<b>BTI Systems Inc.</b>   Ottawa Software and hardware for telecommunications networks   <b>Steven Waszak</b> 1997   www.btsystems.com	6,333,914 USD	51,663,117 USD	716	> 10%	40	230	98		Helps telecom companies scale up their networks to handle exponential traffic growth driven by YouTube, Netflix and other streaming video	78
79 1	<b>Elemental Inc.</b>   Toronto Online marketing agency   <b>Brent Wardrop</b> 1992   www.elementalinc.com	280,872	2,280,331	712	> 10%	3	17	2		Its diverse client list includes vacuum-cleaner maker Dyson, tea producer Celestial Seasonings and mobile document-shredding company Shred-it	79
80 3	<b>Mi5 Print &amp; Digital Communications Inc.</b>   Markham, Ont. Commercial printing   <b>Derek McGeachie</b> 2003   www.mi5print.com	1,842,694	14,620,880	693	0-10%	15	100	2		Being well financed and relentlessly pursuing new business has helped it flourish despite the dramatic shrinkage of the printing market	80

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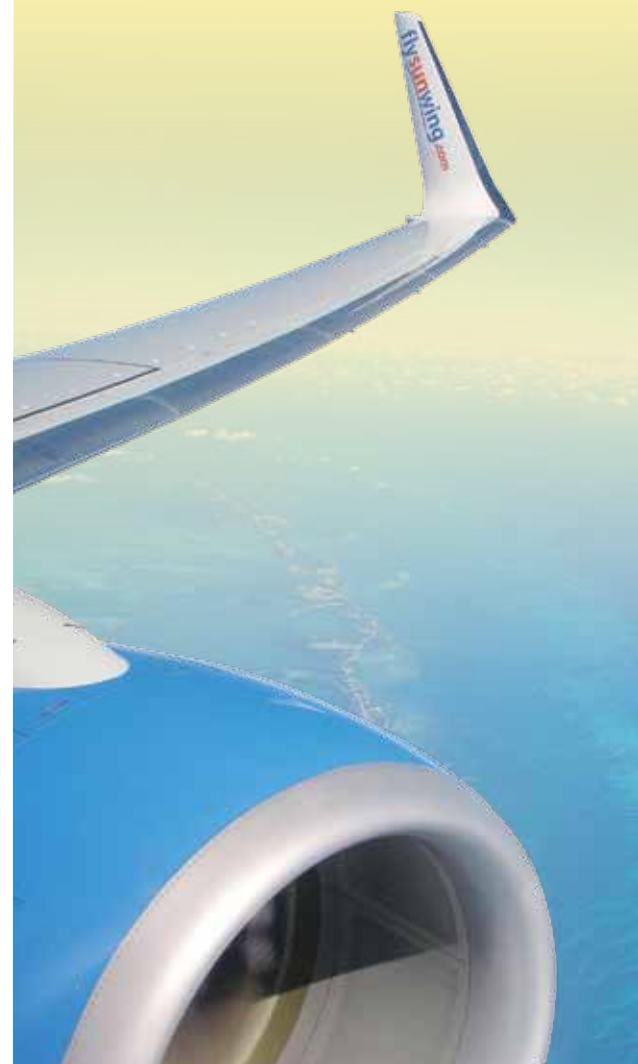
RANK & YEARS ON PROFIT 200	COMPANY   HEADQUARTERS BUSINESS ACTIVITY   CHIEF EXECUTIVE(S) YEAR FOUNDED   WEBSITE	REVENUE \$		REVENUE GROWTH %	PROFIT MARGIN IN 2010	EMPLOYEES		EXPORTS AS % OF SALES	STOCK SYMBOL	INSIDE TRACK	
		2005	2010			2005	2010				
<b>81</b> 1	<b>Cirrus Consulting Group Inc.</b>   Toronto Business consulting for dental and health-care providers   <b>Jeremy Behar</b> 1994   www.cirrusconsultinggroup.com	504,000	3,980,760	<b>690</b>	> 10%	7	31	50		Key driver of its marketing strategy: speaking engagements at up to 100 medical and dental events per year across North America	<b>81</b>
<b>82</b> 6	<b>Tenzing Managed IT Services (Reliant Web Hosting Inc.)</b>   Toronto Managed web-hosting services   <b>Brian Shepard</b> 1998   www.tenzing.com	1,543,879	11,774,577	<b>663</b>	Loss	43	76	36		From the start, the company has had a board of advisors—now directors—to test its assumptions and shoot down bad ideas	<b>82</b>
<b>83</b> 4	<b>Elastic Path Software Inc.</b>   Vancouver E-commerce software and services   <b>Harry Chemko</b> 2000   www.elasticpath.com	2,006,685	15,181,413	<b>657</b>	Loss	22	145	88		Time Inc. used Elastic Path's e-commerce software to let readers sign up for three magazines for US\$5 per month, then switch at any time to other Time titles	<b>83</b>
<b>84</b> 1	<b>Ergoresearch Ltd.</b>   Laval, Que. Manufactures custom-made foot orthotics   <b>Sylvain Boucher</b> 1998   www.ergointel.com	879,324	6,633,049	<b>654</b>	0-10%	14	62	0	TSXV: ERG	To play to its strengths, the company has pared down its operation into a "one product, one distribution channel" structure	<b>84</b>
<b>85</b> 3	<b>S3 Technologies Inc.</b>   Montreal Managed IT services   <b>Simon Marcil</b> 2003   www.s3tech.ca	517,772	3,875,039	<b>648</b>	> 10%	6	31	0		Has clients in sectors such as manufacturing, engineering, retail and legal services; top seller: Complete Care outsourced IT	<b>85</b>
<b>86</b> 1	<b>Domain7 Solutions Inc.</b>   Abbotsford, B.C. Online marketing agency   <b>Shawn Neumann</b> 1997   www.domain7.com	420,764	3,127,432	<b>643</b>	Loss	11	51	30		Its wide array of digital marketing services includes search engine optimization, website design and custom web application development	<b>86</b>
<b>87</b> 1	<b>The KTL Group Inc.</b>   Ottawa IT consulting   <b>Matthew Harding</b> 1997   www.ktlgroup.ca	400,874	2,974,365	<b>642</b>	Loss	5	22	0		Has an internal wiki to keep its staff informed of new developments, with updates sent out to each employee's BlackBerry	<b>87</b>
<b>88</b> 5	<b>iVedha Inc.</b>   Toronto Diversified IT, staffing and engineering services   <b>Kumar Ratnam</b> 2001   www.ivedha.com	1,940,205	13,672,170	<b>605</b>	0-10%	47	155	3		As well as providing IT management and systems engineering services, iVedha handles IT recruiting for projects and full-time positions	<b>88</b>
<b>89</b> 4	<b>Classic Communities (Classic Construction Ltd.)</b>   Medicine Hat, Alta. Builds affordable houses   <b>Murray Prokosch</b> 2002   www.cclhomes.com	7,214,862	49,599,169	<b>587</b>	> 10%	33	105	0		Obtained concessions from its banker and the CMHC so it can give purchasers part of their down payment and help with monthly payments	<b>89</b>
<b>90</b> 3	<b>Toronto Sylvan Learning Centres</b>   Toronto After-school tutoring centres franchisee   <b>Derek McGeachie &amp; Jamie Fraser</b> 1997   www.educate.com	462,045	3,146,520	<b>581</b>	0-10%	12	67	0		Parents pay from \$100 to \$1,000 per month for after-school tutoring programs for their children in academic reading and math programs	<b>90</b>
<b>91</b> 1	<b>Canpulse Foods (Ventures West Processors Ltd.)</b>   Kindersley, Sask. Wholesales agricultural commodities   <b>Lorne Pincemin &amp; David Nobbs</b> 2002   No website	6,206,187	41,995,989	<b>577</b>	0-10%	8	12	27		Red lentils generate more than 45% of its revenue; it also sells products such as bird food and coriander	<b>91</b>
<b>92</b> 3	<b>BRT Solutions (Le Groupe BRT inc.)</b>   Montreal IT consulting and software for manufacturers   <b>Marco Bertolucci</b> 1996   www.brt-solutions.com	1,191,275	8,036,907	<b>575</b>	Loss	16	45	5		Countered a dip in sales by diversifying; it now writes XML technical publications and supports ERP systems in addition to product lifecycle-management work	<b>92</b>
<b>93</b> 3	<b>Kidcentral Supply Inc.</b>   Toronto Wholesaler of children's products   <b>Tammy &amp; Boris Zilberberg</b> 2001   www.kidcentral.ca	527,820	3,538,713	<b>570</b>	0-10%	5	18	0		Its Baby Banz sunglasses generate about 10% of sales; its diverse product mix includes dolls, books, hair clips and toilet seats for babies	<b>93</b>
<b>94</b> 3	<b>FXinnovation (Groupe conseil FXinnovation inc.)</b>   Montreal IT consulting   <b>David Marotte</b> 2002   www.fxinnovation.com	2,942,491	19,677,110	<b>569</b>	0-10%	50	180	0		Created three divisions in order to diversify its revenue stream: one for consulting, one for software and one for information management	<b>94</b>
<b>95</b> 2	<b>Uptime Software Inc.</b>   Toronto IT systems-management software   <b>Phil Didaskalou</b> 2001   www.uptimesoftware.com	1,123,557	7,369,495	<b>556</b>	0-10%	10	41	74		Has more than 800 clients worldwide for its software, which continuously monitors mission-critical business applications and IT services	<b>95</b>
<b>96</b> 1	<b>Canadian Access &amp; Door Systems Inc.</b>   Port Coquitlam, B.C. Installs residential and industrial garage doors   <b>Dean Carman &amp; Dennis Keeling</b> 2005   www.can-ads.com	591,960	3,808,011	<b>543</b>	0-10%	6	31	0		Installs garage doors for consumers, builders, developers and commercial buildings in southwestern B.C. and the Lower Mainland	<b>96</b>
<b>97</b> 1	<b>Medical Futures Inc.</b>   Richmond Hill, Ont. Manufactures and distributes niche pharmaceuticals   <b>Colin Campbell</b> 2000   www.medfutures.com	750,309	4,737,492	<b>531</b>	0-10%	9	25	3		Has chosen to focus mainly on gastrointestinal products instead of a wide diversity of drugs; specializing has given the firm credibility in the market	<b>97</b>
<b>98</b> 1	<b>Sentry Metrics Inc.</b>   Toronto Computer network security   <b>Dave Millier</b> 2004   www.sentrymetrics.com	541,411	3,289,753	<b>508</b>	> 10%	13	36	0		Its top-selling product is the Sentry, a risk-management dashboard that allows the firm's clients to monitor security status in real time	<b>98</b>
<b>99</b> 3	<b>Antalex Inc.</b>   Vaughan, Ont. Custom metal fabrication   <b>Luisa Loffreda</b> 2003   www.antalex.ca	1,466,317	8,801,775	<b>500</b>	0-10%	24	117	2		Sells to such major clients as Shoppers Drug Mart, Starbucks and Fortinos through a marketing company with which the owner is affiliated	<b>99</b>
<b>100</b> 2	<b>Sandvine Corp.   Waterloo, Ont.</b> Networking equipment for broadband service providers   <b>Dave Caputo</b> 2001   www.sandvine.com	15,809,407	93,762,000	<b>493</b>	0-10%	136	450	98	TSX: SVC	Broadband service providers use its networking equipment to, among other uses, eliminate lags when their customers are playing video games	<b>100</b>

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#110

## FAST LANES

Canadians love their sunspot vacations. **Sunwing Travel Group Inc.** has facilitated the annual southward migration of Canucks often enough to become the country's No. 1 tour operator. But the Toronto-based company has done far more than that. Sunwing has used retained profits to self-finance its transformation into Canada's first fully vertically integrated travel giant. With revenue approaching \$1 billion, Sunwing now boasts an airline, bus lines, hotels, and retail and online travel agencies, including SellOffVacations.com and Signature Vacations—two former rivals acquired in 2010.



KARINE IMAGINE

RANK & YEARS ON PROFIT 200	COMPANY   HEADQUARTERS BUSINESS ACTIVITY   CHIEF EXECUTIVE(S) YEAR FOUNDED   WEBSITE	REVENUE \$		REVENUE GROWTH %	PROFIT MARGIN IN 2010	EMPLOYEES		EXPORTS AS % OF SALES	STOCK SYMBOL	INSIDE TRACK	
		2005	2010			2005	2010				
<b>101</b> 1	<b>Xylotek Solutions Inc.</b>   Cambridge, Ont. IT reseller and consultancy   <b>Douglas Grosfield</b> 2005   www.xylotek.ca	596,708	3,468,020	<b>481</b>	0-10%	3	23	0		Key success driver: strong customer service from a deep technical bench—Xylotek has up to four times as many technicians as salespeople	<b>101</b>
<b>102</b> 4	<b>Oreck Canada (Axe Houghton Group Inc.)</b>   Winnipeg Distributes Oreck-brand air purifiers and vacuums   <b>Ben Cohen</b> 1992   www.axehoughton.com	4,938,022	27,803,258	<b>463</b>	0-10%	17	73	5		Seeks export markets with similar conditions as in Canada, such as Australia, which has comparable pollen-related air-quality issues	<b>102</b>
<b>103</b> 3	<b>Benecaid Health Benefit Solutions Inc.</b>   Toronto Health-benefits plans for SMEs   <b>Marla Schwartz</b> 2000   www.benecaid.com	1,192,282	6,676,992	<b>460</b>	Loss	20	42	0		In the past year, it sent its defined-benefit plan clients almost \$1 million from money it had saved them by restructuring their benefits plans	<b>103</b>
<b>104</b> 3	<b>Genacol Canada Corp. Inc.</b>   Blainville, Que. Manufactures natural joint-pain relievers   <b>Guy Michaud</b> 2000   www.genacol.ca	1,641,994	9,158,948	<b>458</b>	0-10%	8	17	0		Sales and marketing coup: it recently received results from two clinical trials proving that its products reduce pain significantly	<b>104</b>
<b>105</b> 4	<b>Kids &amp; Company Ltd.</b>   Markham, Ont. Child care for corporate employees   <b>Victoria Sopik &amp; Jennifer Nashmi</b> 2002   www.kidsandcompany.ca	4,406,164	24,246,672	<b>450</b>	Loss	203	624	0		Its almost 40 centres across Canada provide child care for employees of corporate clients such as Royal Bank of Canada, Deloitte, CIBC and Manulife	<b>105</b>
<b>106</b> 1	<b>Hutton Forest Products Inc.</b>   Cambridge, Ont. Wood products distributor   <b>James Hutton</b> 2005   www.hfpi.ca	4,924,552	27,095,901	<b>450</b>	0-10%	2	7	1		Works with sawmills to set up programs customized to the wood-products needs of Hutton clients such as Rona, IKEA and Home Depot	<b>106</b>
<b>107</b> 2	<b>MaxHire Solutions Inc.</b>   Vancouver CRM software for the recruiting and staffing industries   <b>Peter Blitz</b> 1996   www.maxhire.net	971,384	5,335,942	<b>449</b>	Loss	6	29	87		Has integrated LinkedIn with its CRM product tailored for HR agencies so recruiters can search LinkedIn profiles within MaxHire's software	<b>107</b>
<b>108</b> 3	<b>Averna Technologies Inc.</b>   Montreal Testing software for communications manufacturers   <b>Pascal Pilon</b> 1999   www.averna.com	6,491,879	35,461,460	<b>446</b>	Loss	78	283	38		Makers of products such as smartphones and set-top boxes use Averna's software for pre-launch tests of their products' effectiveness	<b>108</b>
<b>109</b> 1	<b>VistaCare Communications Services of Canada Inc.</b>   Dartmouth, N.S. Builds broadband cable and fibre-optics systems   <b>Ed Webber</b> 2003   www.vistacaretech.com	1,534,709	8,256,413	<b>438</b>	0-10%	17	105	0		Attributes much of its success to treating its technicians well, with such perks as superior pay, training and no layoffs between projects	<b>109</b>
<b>110</b> 7	<b>Sunwing Travel Group Inc.</b>   Toronto Tour operator and charter airline   <b>Stephen Hunter</b> 1985   www.sunwing.ca	167,890,972	896,598,160	<b>434</b>	Loss	85	1,197	1		Has grown from a tour operator into a vertically integrated firm that owns an airline, bus lines, hotels, and retail and online travel agencies; see Fast Lanes, page 35	<b>110</b>
<b>111</b> 6	<b>ARTE Group</b>   Calgary Roofing, waterproofing and niche construction   <b>Boaz Shilmover &amp; David Shilmover</b> 1998   www.artegroupco.com	1,966,036	10,465,086	<b>432</b>	0-10%	25	96	0		Has expanded into making modular metal buildings to house equipment for oil and gas, alternative energy, mining and telecom clients	<b>111</b>
<b>112</b> 2	<b>PCMUSIC (PCM Technologies Inc.)</b>   Vaughan, Ont. Provides background music for restaurants and hotels   <b>Gina Rizhanovsky</b> 1999   www.pcmusic.com	1,022,142	5,434,409	<b>432</b>	0-10%	8	31	50		If one of its systems breaks down, PCMUSIC guarantees to replace it the next business day with one with the same music content and configuration	<b>112</b>
<b>113</b> 1	<b>Partners in Credit Inc.</b>   Richmond Hill, Ont. Collection agency   <b>Vincent Fiore</b> 1988   www.partnersincredit.ca	913,902	4,858,225	<b>432</b>	0-10%	20	82	0		Generates about 80% of its revenue by collecting debts for banks; other clients include telcos, utilities, hospitals and energy companies	<b>113</b>
<b>114</b> 2	<b>Creaform Inc.</b>   Lévis, Que. 3D scanning software and hardware   <b>Charles Mony</b> 2002   www.creaform3d.com	5,154,028	27,291,293	<b>430</b>	Loss	80	249	63		Early on, the firm saw a limited market for its 3D scanners in Canada, so it created an aggressive export strategy that now fuels its growth	<b>114</b>
<b>115</b> 1	<b>Go Bee Industries Inc.</b>   Hamilton Experiential marketing agency   <b>Steve Deighton</b> 2003   www.gobeeinc.com	1,559,636	8,207,182	<b>426</b>	> 10%	107	592	1		Specialty: sampling, merchandising and event-management programs to get consumers excited about packaged-goods products	<b>115</b>
<b>116</b> 2	<b>Tundra Technical Solutions</b>   Toronto IT and engineering staffing   <b>Jonathan Prothero</b> 2004   www.tundratechnical.ca	3,365,230	17,520,381	<b>421</b>	0-10%	46	343	2		When launching an initiative such as a social-media blitz, it creates a cross-functional team called a "Tundra Scrum" to manage the project	<b>116</b>
<b>117</b> 3	<b>Inbox Marketer Inc.</b>   Guelph, Ont. Email marketing services   <b>Randall Litchfield</b> 2002   www.inboxmarketer.com	1,129,294	5,826,702	<b>416</b>	> 10%	9	43	50		Key differentiator: a profit-sharing plan gives staff an incentive to go the extra mile for clients such as AT&T, RIM, Manulife and Scotiabank	<b>117</b>
<b>118</b> 2	<b>Aden Earthworks Inc.</b>   Toronto Residential and commercial landscaping   <b>Ben Zlotnick</b> 2003   www.adeneearthworks.com	792,963	4,072,096	<b>414</b>	0-10%	17	45	0		Recently added two new divisions: one for pool and spa maintenance, the other for home maintenance	<b>118</b>
<b>119</b> 4	<b>Zenan Custom Cresting</b>   Toronto Branded glassware and apparel   <b>Ivan Rebello</b> 1993   www.zenan.ca	2,207,070	11,119,439	<b>404</b>	0-10%	18	50	3		Doing design in-house and maintaining a massive inventory of glassware ensures that Zenan can quickly deliver on orders from clients	<b>119</b>
<b>120</b> 1	<b>Rocky Mountain Analytical Inc.</b>   Calgary Conducts patient tests not covered by medicare   <b>George Gillson, Tracy Marsden &amp; Rhoneil Velasco</b>   2002   www.rmlab.com	912,065	4,544,356	<b>398</b>	Loss	11	18	0		Its lab tests blood, saliva and hair to measure hormone levels, food sensitivities, toxin levels, nutritional deficiencies and other health indicators	<b>120</b>

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\*As at April 30, 2011.

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		2005	2010			2005	2010				
121 3	<b>Stratford Homes</b> (Stratford Contracting Ltd.)   Fort McMurray, Alta. Custom homebuilder   <b>Shawn Chaulk</b> 1999   No website	1,914,994	9,520,880	397	> 10%	40	50	0		Claims its Fort McMurray starter homes (average price: \$700,000) offer superior finishes and flooring—and no extra charge for appliances	121
122 2	<b>Binary Stream Software Inc.</b>   Burnaby, B.C. Customizes ERP software   <b>Lak Chahal</b> 1999   www.binarystream.com	559,336	2,751,594	392	0-10%	13	30	92		More than 250 firms use its Multi-Entity Management software to process transactions from all their offices within a single database	122
123 3	<b>Leeza Distribution Inc.</b>   Montreal Distributes premium surfaces for countertops   <b>Mark Hanna &amp; Jack McDonald</b> 2000   www.leezadistribution.com	3,094,607	15,203,862	391	0-10%	16	44	35		Runs deliberately provocative marketing campaigns laced with sexual innuendo in order to stand out in its sector	123
124 4	<b>Credit Bureau of Canada Collections</b>   Mississauga, Ont. Collection agency   <b>Jonathan Finley</b> 1998   www.collectcents.com	2,578,764	12,660,580	391	0-10%	61	231	1		Its staff-performance metrics reflect how hard it is to collect from debtors; considers it a success to collect on 3% to 4% of the accounts owing	124
125 2	<b>Destiny Media Technologies Inc.</b>   Vancouver Online audio and video distribution software   <b>Steve Vestergaard</b> 1991   www.dsn.com	769,067 USD	3,771,382 USD	390	> 10%	12	23	100	TSXV: DSY	Uses the Internet to deliver music from record labels to radio stations prior to commercial release; its system is designed to foil piracy	125
126 3	<b>Complete Innovations Inc.</b>   Markham, Ont. Fleet and workforce telematics software   <b>Tony Lourakis</b> 2000   www.completeinnovations.com	2,806,360	13,707,786	388	0-10%	21	64	20		Big companies such as Brinks, Rona and Staples, plus thousands of SMEs, use Complete Innovations' software to manage their fleets and/or mobile workers	126
127 2	<b>Victrix</b> (Les Solutions Victrix inc.)   Montreal IT consulting   <b>Pierre-Yves Martel</b> 2003   www.victrix.ca	5,668,345	27,247,728	381	0-10%	53	140	0		Focuses its IT consulting on infrastructure, telecommunications, security and collaborative solutions; clients include TVA and Hydro-Québec	127
128 3	<b>BTV Business Television</b> (Milky Way Marketing Inc.)   Surrey, B.C. Profiles public companies for the web and TV   <b>Taylor Thoen</b> 1997   www.b-tv.com	755,329	3,626,959	380	> 10%	6	17	4		Client relationships are key; when one recently went public on the New York Stock Exchange, it invited BTV to ring the bell together	128
129 5	<b>Klick Inc.</b>   Toronto Digital marketing, e-learning and custom software   <b>Leerom Segal</b> 1997   www.klick.com	7,724,799	37,076,700	380	0-10%	86	135	70		Has made servicing its clients a priority, so much so that 92% of its revenue—including new sales—comes from existing customers	129
130 3	<b>Opie Marketing Group Inc.</b>   Burlington, Ont. Online marketing services   <b>Jamie Opalchuk</b> 2003   www.opiemarketing.com	1,905,942	9,091,776	377	0-10%	5	53	70		Strategy tip: don't chase every opportunity; Opie attributes much of its success to not going after every business possibility presented to the firm	130
131 3	<b>THG Global Inc.</b>   Aurora, Ont. Imports general merchandise for retailers   <b>Peter Holmes</b> 2002   www.thgglobal.com	794,808	3,713,938	367	0-10%	2	6	13		Half its revenue comes from filled spice racks; THG sources the spices globally, packs them at a plant in China, then sells them to retailers	131
132 3	<b>Paramount Parts Inc.</b>   Fort McMurray, Alta. Sells and services automotive parts   <b>Brent Usick</b> 2002   www.paramountparts.ca	3,226,530	14,987,653	365	0-10%	12	61	0		Sells every sort of auto part and accessory, from \$1 air fresheners to \$30,000-plus engines; top seller: brakes and steering components	132
133 2	<b>Packaging Logistics Inc.</b>   Newmarket, Ont. Corrugated box manufacturer and distributor   <b>Gord Heyting</b> 2003   www.packaginglogistics.ca	1,050,284	4,854,825	362	0-10%	3	10	10		Supplies custom-sized corrugated boxes made from post-consumer waste on the same day that manufacturers and distributors order them	133
134 4	<b>Jolera Inc.</b>   Toronto Managed IT services   <b>Alex Shan</b> 2001   www.jolera.com	1,616,640	7,447,159	361	0-10%	13	69	4		Provided some work for free and got involved with non-profit events in order to build publicity; gained stellar references in return	134
135 4	<b>Naturmania Inc.</b>   St-Augustin-de-Desmaures, Que. Distributes outdoor and hunting wear   <b>Claude Bernadet</b> 1993   www.naturmania.ca	1,465,779	6,703,170	357	> 10%	6	22	7		Generates 40% of its sales through telemarketing; two staffers systematically solicit potential clients over the phone every seven to 10 days	135
136 1	<b>QHR Technologies Inc.</b>   Kelowna, B.C. Hospital management software and electronic patient records   <b>Al Hildebrandt</b> 1997   www.qhrtechnologies.com	4,288,705	19,070,900	345	0-10%	49	151	1	TSXV: QHR	Its electronic medical records division has grown its base of Canadian subscribers from 69 doctors in 2004 to 3,700 today	136
137 2	<b>Trapeze Media Ltd.</b>   Toronto Digital marketing agency   <b>Rob Balfour</b> 1999   www.trapeze.com	1,355,671	6,003,306	343	0-10%	17	41	17		Landing Disney as one of its earliest clients helped it attract other high-profile clients, including Kraft, Canadian Tire, Mitsubishi and Reebok	137
138 1	<b>Mothers Choice Products Ltd.</b>   Richmond, B.C. Distributes parenting products   <b>Sandra Hass</b> 1996   www.motherschoiceproducts.com	569,812	2,511,514	341	> 10%	3	14	0		Distributes products such as breast pumps to hospitals, health units and drugstores; just inked a big deal with Toronto's Sick Kids Hospital	138
139 1	<b>Momentum Technologies Inc.</b>   Quebec City Custom software and IT infrastructure management   <b>Bruno Cloutier &amp; Michel Ganache</b>   2003   www.momentumtechnologies.ca	2,215,070	9,725,997	339	0-10%	30	110	0		Application development, mainly on the Oracle and Java platforms, yields 65% of its sales; top client categories: governments and insurance firms	139
140 4	<b>Evoco Inc.</b>   Calgary Management software for retail construction projects   <b>Alice Reimer</b> 1999   www.evoco.com	1,606,703	6,994,602	335	Loss	13	56	91		Multi-location retailers use Evoco's software to manage the data and workflow when they design, build or remodel their real estate assets	140

KEY TO STOCK SYMBOLS: TSX-TORONTO STOCK EXCHANGE | TSXV-TSX VENTURE | NOTE: PUBLIC COMPANIES MAY TRADE ON MORE THAN ONE EXCHANGE

#145

FAST LANES

Who would want to pay a credit-card bill in advance? Enough people to send business soaring at **SelectCore Ltd.** The Toronto-based prepaid transaction processing company is experiencing major pickup of its new Iridium MasterCard, which customers can buy and reload without a credit check or bank account. It's a hit among the growing ranks of credit-challenged and unbanked Canadians—many of them cash-rich new immigrants—who want to shop online, pay bills electronically or do anything else that requires them to lay down the plastic.



COURTESY OF SELECTCORE LTD.

RANK & YEARS ON PROFIT 200	COMPANY   HEADQUARTERS BUSINESS ACTIVITY   CHIEF EXECUTIVE(S) YEAR FOUNDED   WEBSITE	REVENUE \$		REVENUE GROWTH %	PROFIT MARGIN IN 2010	EMPLOYEES		EXPORTS AS % OF SALES	STOCK SYMBOL	INSIDE TRACK	
		2005	2010			2005	2010				
141 11	<b>Garda World Security Corp.</b>   Montreal Diversified security services   <b>Stephan Cretier</b> 1995   www.gardaglobal.com	258,952,000	1,120,521,000	333	0-10%	7,053	36,250	60	TSX: GW	Biggest revenue source: cash logistics. Garda also provides physical security, pre-employment screening and global risk consulting	141
142 1	<b>Bonafide Carpentry Services Ltd.</b>   Winnipeg General contracting for commercial construction   <b>Jeff Herlick &amp; Ralph Herlick</b> 1995   No website	1,127,897	4,833,154	329	0-10%	10	10	0		Took on larger jobs, such as full-store remodelling, at a client's request; Bonafide now provides similar services for customers such as McDonald's and Sobeys	142
143 1	<b>Rohit Group of Companies (Rohit Investment Inc.)</b>   Edmonton Housing developer   <b>Radhe Gupta</b> 1986   www.rohitgroup.com	36,049,741	153,186,860	325	0-10%	51	105	0		Purchased a lot of land in the past year in anticipation of a boom in the construction of condos and single-family homes in Alberta and B.C.	143
144 1	<b>Core Services Inc.</b>   Markham, Ont. Staffing agency   <b>Jacob Baker &amp; Sergio Greco</b> 2005   www.coreservicesinc.com	564,085	2,391,103	324	0-10%	2	9	0		Continued extensive cold-calling during the recession even when few firms were hiring, which helped land new clients once hiring resumed	144
145 4	<b>SelectCore Ltd.</b>   Toronto Prepaid telecommunications and financial products   <b>Keith McKenzie</b> 1999   www.selectcore.com	24,388,295	103,223,423	323	Loss	8	41	20	TSXV: SCG	Distributes prepaid mobile-device vouchers, long-distance calling cards and credit cards at 10,000 North American points of sale; see Fast Lanes, page 39	145
146 5	<b>Fusion Learning Inc.</b>   Toronto Sales training   <b>Kevin Higgins</b> 2000   www.fusionlearninginc.com	1,186,511	4,959,336	318	> 10%	5	17	20		Its rigorous hiring process includes interviews with multiple staffers, external behavioural testing and on-the-job simulations	146
147 1	<b>Xittel Telecommunications Inc.</b>   Trois Rivières, Que. Telecommunications services in rural areas   <b>Robert Proulx</b> 2002   www.xittel.net	2,396,699	9,963,661	316	Loss	20	80	0		Provides services such as wireless Internet, telephony, cable and fibre-optic lines in rural areas where these services were previously unavailable	147
148 2	<b>36Pix Inc.</b>   Montreal Services for student and sports team photographers   <b>Robert Ste-Marie &amp; Roberto Caniglia</b>   2000   www.36pix.com	590,599	2,446,083	314	> 10%	11	38	65		Struck a deal that allowed an industry giant—Kodak—to use its technology, which has brought recognition and new customers	148
149 1	<b>Credit Risk Management Canada Ltd.</b>   Stratford, Ont. Collection agency   <b>Tracey Forster Ivanyshyn</b> 1970   www.crmcanada.com	1,045,957	4,200,974	302	0-10%	20	52	0		Keeps staff upbeat in this often negative business with "energy bursts"—complete with music, dancing and prizes—two to three times a day	149
150 1	<b>TNG Networks Inc.</b>   Toronto Web hosting and outsourced IT services and support   <b>Steve Simmons</b> 1994   www.tng.ca	1,242,612	4,989,010	301	0-10%	7	41	35		Marketers and advertising agencies are the key targets for its secured hosting, managed services, cloud services and outsourced IT services	150
151 1	<b>IronGate Server Management &amp; Consulting</b>   Ottawa Systems integration of Macintosh computers   <b>Sean Costello</b> 2004   www.irongate.ca	601,747	2,394,469	298	Loss	2	8	1		Manages employees' Mac desktops, laptops, iPads and iPhones within their workspace; hot new growth source: managed offsite backup	151
152 3	<b>Canada Goose Inc.</b>   Toronto Manufactures outerwear designed for intense cold   <b>Dani Reiss</b> 1957   www.canada-goose.com	12,957,962	50,570,290	290	> 10%	95	268	53		Opted not to move its manufacturing to Asia because it saw having its clothes made in Canada as integral to the authenticity of its brand	152
153 2	<b>Daymak Inc.</b>   Toronto Electric bicycle developer, wholesaler and retailer   <b>Yeg Baiocchi</b> 2002   www.daymak.com	1,388,068	5,411,859	290	0-10%	10	21	0		Calls its new Shadow model the world's first wireless power-assisted electric bicycle—"wireless" because all the wires are inside the wheels	153
154 1	<b>3C Information Solutions Inc.</b>   Edmonton Wireless network construction and industrial-safety software   <b>Kelly Candy</b> 2000   www.3cis.com	1,667,192	6,491,077	289	> 10%	15	18	0		Scored a deal with an oil and gas company by asking about its telecommunications pain points; the sector is now its main client base	154
155 1	<b>SIGIT Group Inc.</b>   Calgary Engineering services and chemicals for the energy sector   <b>John O'Rourke</b> 2004   www.sigitautomation.com	1,566,398	6,084,752	288	0-10%	15	66	11		Recently expanded into providing chemicals for use in every stage of the oil and gas production chain in Canada and worldwide	155
156 5	<b>Manitoba Harvest Hemp Foods &amp; Oils</b>   Winnipeg Food processor   <b>Mike Fata</b> 1999   www.manitobaharvest.com	2,130,409	8,208,392	285	Loss	17	48	70		Makes hemp-based protein powders, oil and milk sold in about 4,000 retail outlets, including Loblaws, Sobeys and Safeway	156
157 1	<b>Safety First-SFC Ltd.</b>   Dartmouth, N.S. Traffic-control services for construction projects   <b>James MacDonald &amp; Ed Hennessey</b> 1993   www.safetyfirst-sfc.com	2,145,193	8,193,886	282	0-10%	83	205	0		Supplies a one-stop service at construction sites, including traffic-control staff and safety signage for the sites and nearby highways	157
158 2	<b>Paladin Labs Inc.</b>   Montreal Pharmaceuticals wholesaler   <b>Jonathan Goodman</b> 1996   www.paladinlabs.com	33,923,000	127,989,000	277	> 10%	32	91	15	TSX: PLB	Identifies innovative pharmaceuticals that aren't sold in Canada and distributes them here; top seller: Dexedrine, which is used to treat ADHD	158
159 2	<b>LEVEL5 Strategic Brand Advisors (LEVEL5 Inc.)</b>   Toronto Branding consultancy   <b>David Kincaid</b> 2003   www.level5.ca	2,043,937	7,619,818	273	0-10%	11	22	30		Its senior team consists of ex-brand executives, not agency veterans, in order to build the firm's credibility and broaden its contacts	159
160 2	<b>Colligo Networks Inc.</b>   Vancouver Collaboration and content-management system software   <b>Barry Jinks</b> 2000   www.colligo.com	958,559	3,529,855	268	0-10%	4	27	85		Its software makes it easier for clients to retain documents crucial to legal or compliance requirements and get rid of ones they don't need	160

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RANK & YEARS ON PROFIT 200	COMPANY   HEADQUARTERS BUSINESS ACTIVITY   CHIEF EXECUTIVE(S) YEAR FOUNDED   WEBSITE	REVENUE \$		REVENUE GROWTH %	PROFIT MARGIN IN 2010	EMPLOYEES		EXPORTS AS % OF SALES	STOCK SYMBOL	INSIDE TRACK	
		2005	2010			2005	2010				
161 3	<b>NCI (Net Cyclops Inc.)</b>   Mississauga, Ont. IT security and risk assessment   <b>Eugene Ng &amp; Dan Timmins</b> 2000   www.nci.ca	3,735,598	13,715,691	267	Loss	16	66	0		Its clients include police forces, gold companies, municipal governments and retailers such as Home Hardware and The Source	161
162 3	<b>Broadview Networks Inc.</b>   Winnipeg IT consulting   <b>Michael Orloff</b> 2002   www.broadviewnetworks.ca	1,600,670	5,875,015	267	0-10%	23	20	0		Offers customers a discounted rate if they prepay for a block of its services; this approach has improved Broadview's cash flow significantly	162
163 2	<b>PGC (Powerful Group of Companies Inc.)</b>   Mississauga, Ont. Provides technicians for facility maintenance   <b>Paul Docherty</b> 2000   www.pgcservice.com	2,354,109	8,624,756	266	0-10%	14	65	0		Sends skilled tradespeople such as carpenters, plumbers and electricians to do repairs at clients such as Sobeyes, Best Buy and Petro-Canada	163
164 5	<b>Western Financial Group Inc.</b>   High River, Alta. Diversified insurance retailer   <b>Scott Tannas</b> 1905   www.westernfinancialgroup.ca	63,584,000	229,453,000	261	0-10%	606	1,269	0	TSX: WES	Sells home, auto, farm and small-business insurance through its network of more than 100 stores across Western Canada	164
165 2	<b>Vigil Health Solutions Inc.</b>   Victoria Emergency-response technology and services for seniors   <b>Troy Griffiths</b> 1998   www.vigil.com	1,129,041	4,057,172	259	Loss	21	26	80	TSXV: VGL	Its Vigil Dementia system, which links software to bed sensors and passive motion sensors, alerts caregivers to check on their clients	165
166 1	<b>IQ Partners Inc.</b>   Toronto Executive recruiting agency   <b>Bruce Powell</b> 2001   www.iqpartners.com	762,785	2,710,039	255	0-10%	9	18	5		Specialty: recruiting middle managers for firms in consumer goods and services, financial services, real estate and marketing	166
167 3	<b>Dyadem International Ltd.</b>   Toronto Industrial risk-management software   <b>Kevin North</b> 1994   www.dyadem.com	5,634,032 USD	19,741,187 USD	250	0-10%	67	98	85		Clients use Dyadem's Stature software to guard against manufacturing errors or defects and protect staff working around hazardous processes	167
168 1	<b>Andersons Liquor (Rocky Mountain Liquor Inc.)</b>   Edmonton Liquor retailer   <b>Peter Byrne</b> 2001   www.ruminvestor.com	13,601,422	47,635,244	250	0-10%	143	330	0	TSXV: RUM	Used acquisitions to build its 36-store Alberta chain, which operates largely in rural areas with less intense competition than in big cities	168
169 1	<b>In-Touch Insight Systems Inc.</b>   Ottawa Data-capture software for mobile devices   <b>Michael Gaffney</b> 1992   www.intouchinsight.com	1,684,290	5,893,125	250	> 10%	24	26	46	TSXV: INX	Companies use its software to capture sales-lead data on mobile devices when they're talking to prospects in the field	169
170 2	<b>N2 Ingredients Inc.</b>   Oakville, Ont. Natural and organic food ingredients processor   <b>Bob Crane</b> 2004   www.n2ingredients.com	4,340,219	15,116,833	248	0-10%	7	14	7		Has expanded beyond supplying ingredients to food processors into contract-processing fully prepared health-food products such as pancake mixes	170
171 2	<b>The Pythian Group Inc.</b>   Ottawa Remote database administration services   <b>Andrew Waitman &amp; Paul Vallée</b> 1997   www.pythian.com	3,456,990	11,980,450	247	0-10%	27	92	80		Key target: clients with very high-value data systems; for instance, Pythian manages Western Union's money-transfer and point-of-sale data	171
172 1	<b>AKN (Advanced Knowledge Networks Inc.)</b>   Toronto Provides custom private wide-area networks   <b>Monica Rok</b> 2001   www.akn.ca	2,793,892	9,606,582	244	0-10%	10	30	0		Targets mid-sized businesses with multiple locations; its customer base includes Leon's, Harry Rosen, grocery chain Longo's and medical-labs operator LifeLabs	172
173 3	<b>Allphase Clinical Research Services Inc.</b>   Ottawa Pharmaceutical research services   <b>Jeff Smith</b> 2001   www.allphaseclinical.com	945,360	3,208,400	239	Loss	13	22	5		Pharmaceutical and biotech companies hire it to oversee human-testing phases as they move their drugs toward regulatory approval	173
174 2	<b>TIO Networks Corp.</b>   Vancouver Specialized bill-payment services   <b>Hamed Shahbazi</b> 1997   www.tionetworks.com	8,189,933	27,771,194	239	Loss	33	61	99	TSXV: TNC	The firm recently launched a mobile bill-payment program that allows users to pay bills through a mobile application on the iPhone	174
175 2	<b>Crawford Technologies Inc.</b>   Toronto Billing software for large enterprises   <b>Ernie Crawford</b> 1995   www.crawfordtech.com	1,043,555	3,538,028	239	Loss	9	33	80		Allows clients to bill their customers in varied formats, now including Braille and large print for people who are visually impaired	175
176 2	<b>IPE Logistics (Canada) Inc.</b>   Mississauga, Ont. Freight forwarding and logistics for SMEs   <b>Jeff Hao</b> 2002   www.ipe-logistics.com	2,714,011	9,049,682	233	0-10%	7	18	10		Serves two client categories—trading companies and manufacturers—with a 75/25 split between shipments by sea and by air	176
177 2	<b>Ontario Property Management Group Inc.</b>   Markham, Ont. Property management for co-op and social housing   <b>Kim Overbye</b> 2003   www.opmg.ca	785,081	2,614,922	233	0-10%	11	41	0		Its key success metrics for managing 29 social-housing buildings include maintaining low vacancy rates and improving tenants' lives	177
178 1	<b>Vivonet Inc.</b>   Burnaby, B.C. Restaurant performance data from point-of-sale terminals   <b>Ryan Volberg</b> 1999   www.vivonet.com	2,301,950 USD	7,594,306 USD	230	Loss	12	82	60		Recently won a massive \$65-million account—the biggest account in its sector—with hospitality industry heavyweight Sodexo	178
179 1	<b>PV Labs Inc.</b>   Hamilton Imaging systems for the surveillance and electronics sectors   <b>Ty Shattuck</b> 2004   www.pv-labs.com	3,720,230	12,263,175	230	Loss	14	72	95		Clients for its very high-resolution aerial photography systems include police forces and Hollywood movie studios; see story, page 71	179
180 1	<b>KR Communications Ltd.</b>   Plattsville, Ont. IT integrator for schools and health-care facilities   <b>Tim Ward</b> 1988   www.krcommunications.ca	1,137,122	3,727,214	228	> 10%	6	14	0		Its products include monitoring and control systems that hospitals and nursing homes use to manage nurse calls or wandering patients	180

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#191

FAST LANES

Surgeons routinely review images such as MRIs, CT scans, X-rays and ultrasounds before conducting operations. But what if they could see those images while performing surgery? They can do exactly that with **Claron Technology Inc.**'s software for processing medical images. Surgeons use stereovision cameras before the operation to map out where they'll do incisions and which parts they'll cut out. And during procedures, Toronto-based Claron's software overlays the camera's real-time images with the pre-surgery scans to help guide surgeons' work.



COURTESY OF CLARON TECHNOLOGY INC.

RANK & YEARS ON PROFIT 200	COMPANY   HEADQUARTERS BUSINESS ACTIVITY   CHIEF EXECUTIVE(S) YEAR FOUNDED   WEBSITE	REVENUE \$		REVENUE GROWTH %	PROFIT MARGIN IN 2010	EMPLOYEES		EXPORTS AS % OF SALES	STOCK SYMBOL	INSIDE TRACK	
		2005	2010			2005	2010				
181	2 <b>August Electronics Inc.</b>   Calgary Contract electronics manufacturer   <b>Jack Francis</b> 1991   www.aeicm.com	6,779,581	22,152,939	227	0-10%	45	120	5		Much of its contract manufacturing is of field equipment for the oil and gas industry, such as thermostats and gas-detection devices	181
182	1 <b>Thrillworks Inc.</b>   Burlington, Ont. Builds corporate websites and smartphone apps   <b>Jay Bousada</b> 1998   www.thrillworks.com	616,790	2,008,804	226	> 10%	9	29	0		RIM hired it to do the mobile version of BlackBerry.com in 36 languages; Thrillworks also handles all the digital Tim Hortons properties	182
183	2 <b>Possibility Holdings Ltd.</b>   Vancouver Insurance and warranty services   <b>Adam Hill</b> 1998   www.possibilityholdings.ca	3,599,368	11,702,933	225	0-10%	22	83	0		Sales tip: it sought out major manufacturers as clients, which subsequently gave Possibility access to those manufacturers' retail customers	183
184	4 <b>Olympia Financial Group Inc.</b>   Calgary Diversified financial services   <b>Rick Skauge</b> 1996   www.olympiustrust.com	11,010,138	35,788,801	225	> 10%	39	210	0	TSXV: OLY	Has four specialties: managing self-directed RRSPs; a health plan for SMEs; foreign exchange; and shareholder accounts for companies	184
185	1 <b>Acier Profilé SBB inc.</b>   Terrebonne, Que. Builds utility and telecommunications towers   <b>Patrick Bellavance</b> 1973   www.sbb.ca	5,411,964	17,564,348	225	> 10%	37	80	65		Clients use its steel and aluminum towers to transmit electricity or collect weather data for wind-farm feasibility studies, among other things	185
186	2 <b>Mr. Pet's (Mr. P's &amp; Mr. Pet's Ltd.)</b>   North Vancouver, B.C. Pet store chain   <b>Greg Penno</b> 1996   www.mrpets.ca	1,661,765	5,356,830	222	0-10%	9	31	0		Is currently working to integrate a new location in North Vancouver—its fifth, all of which are in B.C.'s Lower Mainland	186
187	2 <b>Cesium Telecom Inc.</b>   Montreal Distributes mobile phone and computer accessories   <b>Sanjay Bakshani &amp; Vicken Kanadjian</b>   2003   www.cesiumtelecom.com	6,492,892	20,851,044	221	0-10%	12	30	7		Distributes wireless-device accessories for brands such as BlackBerry, HTC, Nokia and Sony Ericsson; top sellers: cellular cases and skins	187
188	1 <b>BioteQ Environmental Technologies Inc.</b>   Vancouver Industrial wastewater treatment and recycling   <b>Brad Marchant</b> 1999   www.bioteq.ca	2,755,970	8,744,237	217	Loss	30	59	59	TSX: BQE	Mining companies, oilsands producers and other big water users hire BioteQ to clean their wastewater; BioteQ then sells their reclaimed metals	188
189	1 <b>Complete Crossings Inc.</b>   Cochrane, Alta. Engineering services for laying pipelines across rivers   <b>David Dupuis &amp; Brent Goertz</b> 2004   www.completecrossings.com	1,789,647	5,649,652	216	> 10%	7	44	1		Provides eco-sensitive ways for the oilpatch to lay pipelines across rivers; other clients include the cities of Vancouver, Calgary and Toronto	189
190	2 <b>Solutions 2 Go Inc.</b>   Mississauga, Ont. Video-game distributor   <b>Oliver Bock &amp; Gabrielle Chevalier</b> 2004   www.solutions2go.ca	212,319,706	667,864,435	215	0-10%	91	162	0		CEO and co-founder Gabrielle Chevalier was named Canada's Top Female Entrepreneur in 2010 by PROFIT	190
191	3 <b>Claron Technology Inc.</b>   Toronto Machine-vision software for medical use   <b>Claudio Gatti &amp; Doron Dekel</b> 2001   www.clarontech.com	1,069,295	3,338,673	212	> 10%	9	29	80		Surgeons using its cameras see real-time images overlaid with pre-operation scans such as CTs or MRIs to help guide their work; see Fast Lanes, page 43	191
192	3 <b>TechnoConseil TC inc.</b>   Quebec City IT consulting   <b>Alain Charron</b> 2003   www.technoconseil.com	8,176,928	25,422,181	211	> 10%	102	278	0		Niche: developing and managing IT infrastructure; has a mix of corporate clients and Quebec government agencies and ministries	192
193	2 <b>Tantus Solutions Group Inc.</b>   Edmonton Project-management and strategic planning services   <b>Jeff Young</b> 2001   www.tantus.com	1,301,936	3,942,132	203	0-10%	12	45	0		All its consultants have been senior consultants for 20-plus years; clients include Alberta's justice ministry and Canadian Western Bank	193
194	1 <b>Technaflora Plant Products Ltd.</b>   Port Coquitlam, B.C. Manufactures niche fertilizers   <b>Jason Goodman</b> 1996   www.technaflora.com	1,492,898	4,503,353	202	> 10%	9	20	75		Produces fertilizers and plant supplies for soil and hydroponic usage; its clients are indoor hobbyists and commercial growers	194
195	1 <b>Computer Modelling Group Ltd.</b>   Calgary Software to maximize recovery from oil and gas reservoirs   <b>Kenneth Dedeluk</b> 1978   www.cmgl.ca	15,164,491	45,302,694	199	> 10%	58	127	63	TSX: CMG	Expanded beyond a specialty in heavy oil into modelling reservoir flows for more than 400 clients in all types of oil and gas production	195
196	3 <b>Titanium Logistics Inc.</b>   Vaughan, Ont. Trucking and freight management   <b>Ted Daniel</b> 2002   www.titaniumlogistics.com	4,309,152	12,866,093	199	0-10%	25	55	5		A recent acquisition has expanded its fleet for delivering freight across North America to more than 100 trucks and more than 400 trailers	196
197	3 <b>RIFCO Inc.</b>   Red Deer, Alta. Finances vehicle purchases   <b>Bill Graham</b> 2002   www.rifco.net	3,818,123	11,285,366	196	0-10%	19	28	0	TSXV: RFC	Makes vehicle-purchase loans to people whom the banks don't deem creditworthy; interest rates range from 14.5% to 28.5%	197
198	1 <b>FoxSafety (Fox Energy Systems Inc.)</b>   Redcliff, Alta. Industrial safety products and training   <b>Tim &amp; Donna Fox</b> 2004   www.foxenergy.net	829,532	2,432,482	193	0-10%	4	15	0		Sells industrial-safety products such as gas-detection equipment to oil and gas companies, and highway signs to governments	198
199	1 <b>Novoko International Inc.</b>   Montreal Manufactures antimicrobial filters and ultrasound scanners   <b>André Leroux</b> 2002   www.novoko.com	5,185,763	15,110,654	191	Loss	40	130	75	TSX: EKO	Makes antibacterial products such as air filters and surgical masks, as well as ultrasound scanners, for both human and veterinary medicine	199
200	1 <b>Emerg-Plus Healthcare Consulting Group</b>   Burlington, Ont. Health-care staffing and niche services   <b>Tanya Sarakinis</b> 2002   www.emergplus.com	743,045	2,158,037	190	> 10%	58	255	0		Top revenue source: providing critical-care nurses; one of Emerg-Plus's services is teaching nurses how to become expert witnesses in legal cases	200

KEY TO STOCK SYMBOLS: TSX-TORONTO STOCK EXCHANGE | TSXV-TSX VENTURE | NOTE: PUBLIC COMPANIES MAY TRADE ON MORE THAN ONE EXCHANGE

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