

## BEST MANAGED JUDGES

**Garry Foster** is vice-chairman of Deloitte in Canada. His experience includes advising companies on governance, mergers and acquisitions and financing.

**Jon Hountalas** is executive vice-president of business banking at CIBC.

**Theresa Tedesco** is chief business correspondent at the National Post.

**Arlene Dickinson** is one of Canada's most renowned independent marketing communications entrepreneurs.

**Ken Wong** is distinguished professor of marketing, Queen's School of Business.

**Brigitte Vachon** is senior practice partner, member of the Client Cabinet of Deloitte, and leader of the Growth Enterprises practice for Quebec.

# SPECIAL REPORT

## Paying tribute to the country's best and brightest entrepreneurs: Canada's Best Managed Companies

Deloitte.



NATIONAL POST, TUESDAY, FEBRUARY 26, 2013



## Committed to Quality, Safety & Service!

**T**echmation Electric & Controls Ltd is very proud to be selected as one of Canada's Best Managed companies for 2012. "This is the ultimate team award and on behalf of Techmation, I would like to thank our employees, clients and vendors for their contribution to this achievement" says President Derek Polsfut.

Techmation was founded in 1995 with one service center in Whitecourt, Alberta. Since then, it has grown to be one of the largest independent electrical and instrumentation service providers in the Western Canadian Sedimentary Basin. By focusing on quality of workmanship, safety and customer service, Techmation has grown to employ a staff of more than 1100 with 24 locations throughout Alberta, Saskatchewan and British Columbia, as well as a fleet of more than 400 service trucks. Its headquarters is located in Airdrie, Alberta, just minutes north of Calgary on the QE II highway.

Techmation Electric & Controls Ltd. has established itself as a leader in Western Canada, with a wide range of electrical and instrumentation services for customers in the heavy industrial and commercial sectors. With approximately 95 percent of its projects in the oil and gas industry, Techmation prides itself on its ability to partner with clients and tailor its services to their needs.



"Techmation Electric & Controls Ltd" President Derek Polsfut (bottom center) is joined by Vice President Glenn Rideout (bottom left), Vice President of Operations Roland Polsfut (bottom right), NE BC Regional Manager Trevor Querel (top left), Southern Regional Manager Blaire Velichko (top center left), Northern Alberta Regional Manager Robert Young (top center right) and Vice President Business Development Victor Witzke (top right) at their new head office located in Airdrie, Alberta."



Techmation's typical projects include facility construction, plant expansions and upgrades. "Our project managers are involved in every phase of the project to ensure smooth transition from construction to final commissioning," says Polsfut. "With our industrial experience and full scope of services, we are able to meet the specific needs of each

project and client". "Our field and office staff is very passionate about what they do. They are trained to assist our clients throughout the entire process of planning and implementation, providing a full range of electrical and instrumentation services and products," he continues. "Although construction is a big part of what we do, our maintenance services

are critical to assisting our clients for the life of their facility. We have a large number of highly skilled maintenance tradespeople throughout our organization." Techmation's commitment to quality, safety & service sets it apart from the competition. "We prioritize training to ensure these values are followed throughout the organization" says Polsfut. "We are a certified member of the Alberta, British Columbia and Saskatchewan Construction Safety Associations and use their training services to complement our own safety program". Techmation has currently gone more than eleven years without a lost-time accident. Polsfut says "Our safety record speaks for itself and Techmation is proud to be the recipient of numerous safety awards from our clients throughout the years".

Polsfut says the company is positioned well. "We do good work and have an excellent safety record. These qualities are the reason we have repeat business and attract new clients, which can be directly related back to our employees. A huge part of the Techmation business plan is valuing our employees with the highest regard which means having the ability to attract new employees while at the same time retain existing employees long term. This helps our strength in the market place and allows us to maintain a rapid but controlled growth".

## Focus on three key areas: safety, quality, service

**Techmation Electric & Controls Ltd.**  
**techmationelectric.com**  
**Location** Airdrie, Alta.  
**Size** 1,100 employees  
**Sector** Technical services  
**Market** Canada

Founded in 1995, with one service centre in Whitecourt, Alta., Techmation Electric & Controls has grown rapidly into one of the largest independent electrical and instrumentation services companies in Western Canada, with 24 locations and a fleet of more than 400 trucks that service primarily the oil and gas sector in the province. What's the reason behind the growth?

"Safety, quality and service are our main focus, but what it comes down to is that our business is all about people, whether it is working with the employees or the clients. For us, that's the focus and our strategy," says Derek Polsfut, the company's president. "It's all about our employees, their dedication and hard work, and it's about our commitment to constant improvement, consistent delivery of the highest quality service and

full value for our clients. We're building long-term relationships not just with our clients but also our employees, and the two are connected for us."

With that goal, Techmation Electric & Controls, the electrical subcontractor on the TFT Barge and Walkway Construction project, which was named by *Alberta Construction Magazine* as one of 2011's top projects, invests considerably in attracting and retaining top tradespeople.

That's no easy feat these days, given the intense competition. But true to its strategy, the company has looked for ways to attract, reward and build that long-term relationship with them.

"We've stepped up our pension so that the longer our employees are here, the higher the contribution to their pension," Mr. Polsfut says. "We invest in apprenticeships and provide tuition and training support that are tied to long-term contracts. Wages are a big part of it, you always have to be competitive, so we have done a good job with that as well." *Alexandra Lopez-Pacheco, Financial Post*



CARL PATZEL PHOTOGRAPH

Techmation Electric & Controls Ltd.: Victor Witzke, left, vice-president of business, Derek Polsfut, president, Roland Polsfut, vice-president of operations.