



News Release

## Western Manufacturing Ltd. Named Among Top Private Businesses in Canada for Sustainable Growth

Private Business Growth Award recognizes 10 businesses that look beyond the top line for growth

**Hythe, AB, November 5, 2014** Western Manufacturing Ltd. is proud to announce it has been selected as a finalist for the **2014 Private Business Growth Award**. Presented by **Grant Thornton LLP** and the **Canadian Chamber of Commerce**, the award celebrates private businesses that put sustainable growth at the top of their agenda. Ten companies across the country were shortlisted for their ability to achieve growth across five core aspects of their business.

“I want to congratulate all the finalists for being bold enough to look beyond the top line and focus on long-term growth,” said **Phil Noble, Executive Partner and Chief Executive Officer, Grant Thornton LLP**. “These model private businesses all demonstrate critical skills to ensure sustainable growth, including market development and strategic leadership and as a result, they have built strong companies of which they should be proud. Not only do each of them contribute to the communities in which they operate, they are a source of pride for Canada both at home, and in some cases, abroad.”

Western Manufacturing Ltd. and other finalists will be celebrated at a gala dinner at the Four Seasons Hotel in Toronto on November 19, 2014, when the winning company will be announced.

Finalists were evaluated using the following five criteria to assess growth across various aspects of their business:

- **Innovation:** Developing new products and services, bringing old products to market in a new way as well as improving the efficiency and effectiveness of internal processes.
- **Market development:** How they go to market and expand into new domestic or international markets.
- **People and culture:** Investing in their people by helping employees learn and develop as a critical part of overall growth.
- **Strategic leadership:** How they interact with partners, stakeholders, their succession planning and community involvement.
- **Improvements in financial measures:** Ensuring revenue growth and improvements in profitability.

“This year’s finalists demonstrate that successful growth isn’t just about being bigger, it’s about building a strong foundation for long-term growth,” said Perrin Beatty, President and Chief Executive Officer of the 200,000-member Canadian Chamber of Commerce, Canada’s largest and most representative national business association. “All ten finalists have distinguished themselves by looking beyond their quarterly results to drive growth in areas such as innovation, market development, and their people. It’s this type of growth that will enable the Canadian economy to grow and remain strong year after year.”



#### About Western Manufacturing Ltd.

Western Manufacturing Ltd. is a steel tank and oilfield equipment manufacturer specializing in custom steel fabrication, API 650 and API 12-F tanks, frac tanks, pressure vessels, piping and process equipment. Additional comprehensive services include drafting, engineering and design, sandblasting, painting and delivery. The company has shown continuous growth year-over-year, recently placing third on the Venture Fast Growth 50 list for 2014. Western also won Canada's #1 spot on the HOT PROFIT 50 list for 2012, and continued to make this list for a second year with 727% revenue growth from 2010 to 2012. With a commitment to custom product development and innovative solutions, Western is always focused on improving upon and anticipating customer requirements. Despite the industry's volatility, Western's focus on long-term planning is designed to develop operations and increase growth for years to come.

#### About the Private Business Growth Award

The Private Business Growth Award recognizes Canadian-owned, privately-held businesses that have been in business a minimum of three years, have \$5 million or more in revenues and have demonstrated outstanding strategic growth. A partnership between The Canadian Chamber of Commerce and Grant Thornton LLP, 2014 marks the second year this national business award has recognized and celebrated the successful growth of private businesses across the country. Each year, a jury of high-profile business leaders from across the country selects 10 finalists and eventually one winning company based on the following criteria: innovation, market development, people and culture, strategic leadership, and improvements in financial measures. The winner receives a commemorative statue, a one-year membership to the Canadian Chamber of Commerce and \$10,000 in accounting and/or advisory services from Grant Thornton LLP. For further information, visit [www.privatebusinessgrowthaward.com](http://www.privatebusinessgrowthaward.com). #growthaward

#### About Grant Thornton LLP

Grant Thornton LLP is a leading Canadian accounting and advisory firm providing audit, tax and advisory services to private and public organizations. We help dynamic organizations unlock their potential for growth by providing meaningful, actionable advice through a broad range of services. Together with the Quebec firm Raymond Chabot Grant Thornton LLP, Grant Thornton in Canada has approximately 4,000 people in offices across Canada. Grant Thornton LLP is a Canadian member of Grant Thornton International Ltd, whose member firms operate in over 100 countries worldwide. For more information visit [www.grantthornton.ca](http://www.grantthornton.ca).

#### About the Canadian Chamber of Commerce

The Canadian Chamber of Commerce is the vital connection between business and the federal government. Through its network of over 450 chambers of commerce and boards of trade, representing 200,000 businesses of all sizes in all sectors of the economy and in all regions, it helps shape public policy and decision-making to the benefit of businesses, communities and families across Canada. For more information visit [www.chamber.ca](http://www.chamber.ca).

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