

enterprise resource planning, customer relationship management, electronic commerce and Year 2000 readiness. The privately owned company reported revenues of \$7 million in fiscal 1999 (ended July 31, 1999), up from \$4.8 million in 1998. Cipher employs 55 people.

**Mecca Media Group (MMG)**, an Edmonton-based 3-D simulations company founded in 1996. Mecca was recently named by *Alberta Venture Magazine* (January/February 2000 edition), the third fastest growing company in Alberta. The company is dedicated to the production of quality interactive multimedia training materials through use of innovative and progressive design tools and technology. Mecca has quietly expanded from two founders to more than 50 employees, capturing a projected \$5 million in sales for 1999-2000 and clients like Bombardier Aerospace and NATO Flying Training Canada, a National Defence initiative.

**Fortius Natural Nutrition**, a Calgary-based business, manufactures and distributes nutraceuticals and dietary supplements for both human and animal consumption. The company, which first hit the market with only two products, had 32 available by the fall of 1999. In 1998, Fortius Natural Nutrition's sales hit \$921,208, a 396 percent increase over the previous year which earned its founders the Young Entrepreneur Award for Alberta.

### Saskatchewan's Success Stories

**Schulte Industries Ltd.** is a manufacturer of a diverse line of equipment for the agricultural, industrial and commercial sectors, and was a Canada Export Award Winner for 1999. Based in Englefeld, Saskatchewan, the company has been manufacturing equipment since 1942 and exporting since 1967. Schulte exports 65 percent of its total sales, up from about 50 percent seven years ago. The United States is by far Schulte's largest export market, but it also has significant sales to Australia, Iceland, Costa Rica, Jamaica, Germany, Sweden, Norway, France, Italy and Argentina. The company employs 100 people, up from 70 seven years ago.

**Massload Technologies**, a Saskatoon-based company, manufactures a full line of industry-standard, legal-for-trade loadcells – weight-sensing component in electronic scales – for industrial and agricultural applications. In fact, an estimated 60 to 70 percent of all truck scales in Canada use

Massload loadcells. During the Team Canada 1998 trade mission, Massload Technologies signed a \$200,000 contract in Mexico which was worth about \$1 million in revenue – for 1999 alone. With an established dealer network throughout Canada and worldwide, the company employs close to 50 people.

**Hitachi Canadian Industries Ltd.** recently held the grand opening of its new 75,000 square foot building. The building will be the final assembly site for the company's H25 gas turbines, six of which will be delivered to SaskPower in 2001 as part of a modernization of the Queen Elizabeth Power Plant. The assembling of the 60-tonne turbines will create approximately 20-person years of employment. Hitachi has hired 65 people since April 1999, bringing its workforce up to 260.

**Legault Manufacturing** of Swift Current is actively exploring new and unique markets for its Peacock Foam. The foam, made from biodegradable animal fat, comes pre-mixed in a pressurized tank and is used mainly by farmers to help prevent skips and overlaps when they work their fields. Between one and two percent is sold as fake snow for movies, and is shipped to Los Angeles by a Calgary special effects company. When Drew Barrymore was in Saskatchewan filming *Spare Parts*, Legault was called in to make snow banks for the Indian Head Tree Farm. The company currently sells through more than 300 stores in Canada and 31 representatives as well as a U.S. company in the mid-western States. Legault Manufacturing was recently nominated for business of the year in Swift Current.

**Ecklund Drive Thru Gates** of Broadview started with a simple invention to make farming and ranching just a little bit easier. Although many types of drive-through gates were already on the market, Gary Ecklund invented a system that was portable, gentle on the front and sides of farm vehicles and capable of keeping animals at a safe distance. He has even picked up a few key phrases in other languages to allow for conversation with buyers as far away as Japan, Sweden, Australia, Chile, Argentina, Uruguay and many parts of the United States. This international exposure has helped expand the company's market. The company is now focussing on North American trade shows that have proved to be the most effective venue for sales. The World Dairy Expo in Madison, Wisconsin has been a particularly successful trade show for his product.