



Alberta Rocks at Canada's Top 40 Under 40

Open-mindedness, compassion, tenacity, humility, optimism, straight shooter, intellectual curiosity, and a people person are just some of the qualities the national Top 40 Under 40 Awards look for. Court Carruthers, '93 BCom, and Pernille Ironside, '95 BCom, were two of this year's most impressive Top 40 selected from over 1600 applicants. The awards, jointly sponsored by the Caldwell Partners and the *Globe and Mail*, were presented at a noon-time gala in Toronto May 6.

COURT CARRUTHERS, '93 BCOM

President, Acklands-Grainger Inc.
Richmond Hill, Ontario

The ultimate people person may very well be "our" Court and his magnetism is no doubt a key part of Acklands Grainger's ascent. And with revenues of \$700 million a year, serving 65,000 customers through 155 branches across the country, five distribution centres and about 2200 employees, Canada's largest supplier of industrial and safety supplies, lead by one of our country's top young leaders, is obviously attracting and retaining the right crowd.

At the age of 27 Court became the youngest Vice President ever at Purolator Courier. Since joining Acklands in 2002 as Vice-President, Court became President in 2006, and senior vice-president of the Illinois-based parent company, W.W. Grainger Inc in 2007.

Court's top priorities were to improve its operations, customer service and bottom line. The firm boasted a 170 per cent increase in operating earnings in 2007 over 2006. In 2008 Acklands had double-digit earnings growth in the first quarter.

Giving back to community and remembering his roots is also "signature Court", and lucky for us, the Alberta School of Business is a top priority for him. In 2006, Court established "The Gay D Carruthers Scholarship in



Marketing" in honour of his Mother. Court is also a member of our Business Advisory Council, which provides strategic direction and assistance to the Dean and the School. Court also frequently speaks to our students on sales management, leadership, and developing high-performing teams. In 2008, Court was the guest speaker at the undergraduate banquet where his "date" was his best friend from his School of Business days **David Ayre**, '94 BCom;

his wife Kirstin remained at home as they are eagerly awaiting the birth of their first child. At the banquet he shared the following:

"Regardless of the path you choose, your personal success will be based on your ability to help others be successful. And success with others comes from what you give, not what you get back. The more you do for others to make them truly successful, the more others will help you. And as you advance in your career, you realize that you can only be successful if other people choose to help you."