

Business *in Calgary*



The **Entrepreneur** Issue

Calgary business icon and former Canadian Entrepreneur of the Year David Werklund



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Nik Grgic, David Wilson, Karl Gannon and Zoran Bajic

FourQuest Energy Inc.



mendously - it established an operational base in Kazakhstan earlier this year, was awarded a major contract there and has established one office and one operational base in the United Arab Emirates region, with plans to further expand into other continents. Innovation was one of the foundations of the company when it was formed and continues to be one of their key differentiators. FourQuest's technical expertise, under the guidance of Zoran Bajic, VP engineering, and Dave Wilson, VP special projects, has been crucial to the company's ability to compete with much larger counterparts in the market.

The team at FourQuest Energy Inc. knew the odds they were up against when they split off from a large multinational company to start their own oil services company in 2008 with just seven employees. In an industry dominated by large, international players, Nik Grgic, David Wilson, Karl Gannon and Zoran Bajic forged ahead with their plans "to be leaders in the energy industry by providing quality and excellence" in their services, "backed up by solid and innovative engineering."

Despite facing a global recession, the team was undeterred. Since then, the company has grown tre-

President Nik Grgic says he and his fellow finalist did not have role models to benchmark themselves against, but rather "a desire to learn as much as possible, seize opportunity when it came and blaze a new trail." They are entrepreneurs in the truest sense - willing to take on risk, work hard and make the opportunities before them into successes. Perhaps one of the best pieces of advice for any entrepreneur comes from Karl Gannon, VP sales and marketing: "If you plan to start a business with a Plan B in case it fails - don't; it will only work if you are completely dedicated to the company's success."