

# MERCURY



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**Fastest - Growing Private Companies**



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# Security fears help company take first place

## *Anlance Protection benefitting from security awareness*

By Erin Hottenstein  
The Business Report

FORT COLLINS — Two tricky situations landed Anlance Protection Ltd. with \$500,000 more than it was expecting in 2001. That, in combination with a rise in security assessment and services after the Sept. 11 terrorist attacks, enabled the company to take the No. 1 spot of fastest-growing companies in Northern Colorado, according to a survey by *The Northern Colorado Business Report*.



Anlance Protection Ltd.

#1 Fastest-Growing Private Company

Anlance grew from \$415,000 in revenues with 14 employees in 2000 to \$1.4 million with 22 employees in 2001. The 11-year-old company provides bodyguards, security patrols, training and transports juvenile delinquents. But owner Barry Wilson said he would rather avoid problems and create long-

term solutions than act like a tough guy.

Anlance moved into new offices in January 2001 and spent several months getting operations up to speed. Then, in June and July, the company got two large — but temporary — executive-protection contracts.

### Keeping them covered

One company was on the verge of a big deal and had executives traveling worldwide. There wasn't any obvious risky behavior or potential for hostile takeover, but the company wanted to be cautious, Wilson said.

"If they lost one or two of their executives, it would've affected their entire operation," he said. "They were right at a point of make or break for their project. They were very proactive."

The second company promoted one executive over another and quickly found itself with a workplace-violence issue.

"The person who didn't get promoted was quite hostile," he said. "It got really hot, really fast."

A mediator was brought in and the angry executive was asked to take a short leave of absence. But others in the office were frightened because of threats the man was making.

Anlance moved in, set up temporary surveillance cameras, had bodyguards escort the promoted executive and placed bodyguards at the office.

See ANLANCE, 14B



ERIN HOTTENSTEIN • BUSINESS REPORT

**ANLANCE ACTION** — Anlance Protection Ltd.'s revenues grew by 234 percent in 2001 because of two large contracts and a higher demand for its security services after Sept. 11. Owner Barry Wilson demonstrates the use of an asp, which is an extendible baton that his uniformed officers carry on their duty belts.

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# Companies that grow too fast face problems

By Erin Hottenstein  
The Business Report

A rapidly growing company can be an intense experience — intensely frustrating and intensely rewarding, sometimes all at once.

An order comes in for 500 units, but there may not be enough cash to buy supplies. In the haste of hiring someone — anyone — to fill that position, the job isn't well-defined and the wrong person comes aboard. Things seem to be going OK up to a certain point, but after awhile the owner notices how erratic results are and can't figure out how to change.



Sound familiar?

The Northern Colorado Business Report talked to companies that have experienced growth spurts, along with business consultants who help small- to medium-sized businesses reach the next level. They shared their insights on pitfalls to avoid and tips for coping when businesses grow quickly.

Kurt Hoeven, president of Hoeven Inc. consultants of Fort Collins, calls it the "founder's trap." Symptoms include:

- Inconsistent operating results.
- Frustration.
- Bad surprises.
- Sporadic cash flow.
- Minimal risk management.
- Significant dependence on key people.
- Fighting "fires."
- Reliance on owner's intuition.
- No exit strategy.

## Growth means change

"It's absolutely a pitfall to believe the business will grow and you can continue to run the business the way you always have," he said. To continue growing, businesses must transform into self-sustaining operations that don't rely on any one person.

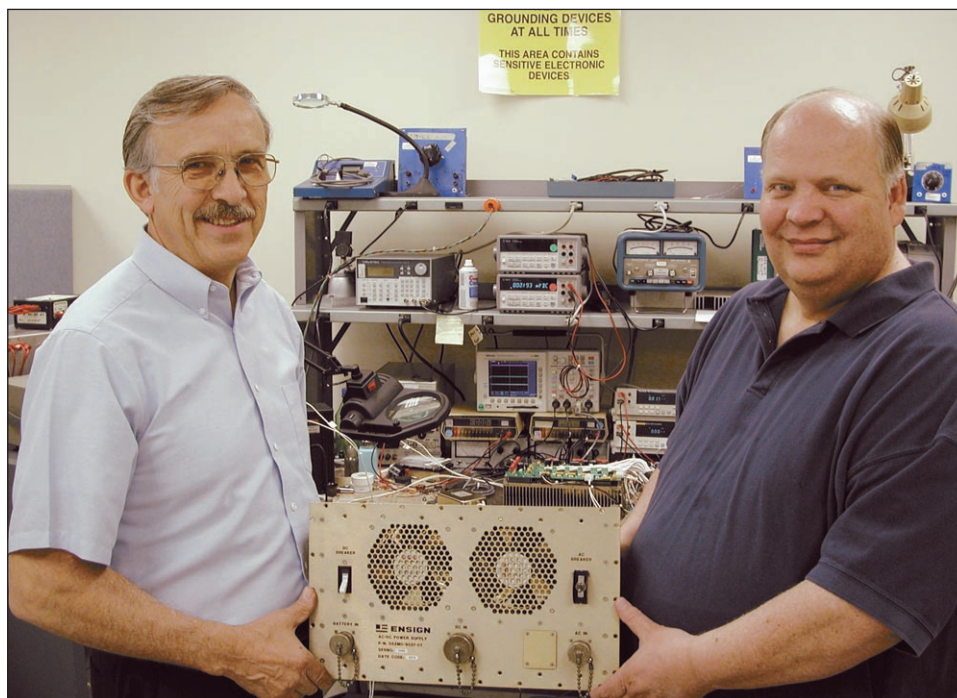
When businesses experience the "founder's trap," Hoeven said, they have three choices: Return to a level that can be more easily managed; ignore the situation; or, transform to get to the next level.

Part of the transformation may mean putting a different management system in place. How the job is done is as important as the outcome, Hoeven said.

The role should be fully spelled out. For instance, a new salesperson might try in vain to achieve the goal of five new accounts per month by cold calling. But had the owner thoroughly articulated the role, the salesperson would know cold calls don't work for that niche.

Without a good management system in place, people get stretched too thin and may take damaging short cuts, said Greg Northrup, owner of Organization Alignment Consulting Inc. of Fort Collins. It's critical to anticipate the company's needs and put the management and infrastructure in place to support growth, he said.

Ensign Power Systems Inc. of Loveland learned that lesson years before the company's revenues skyrocketed by 270 percent in 1999. The company adopted a personnel hand-



ERIN HOTTENSTEIN • BUSINESS REPORT

**ON THE VERGE** — Ensign Power Systems Inc. saw a whopping 270 percent growth in 1999, placing it first on the Mercury 100 list of fastest-growing companies in 2000. The company is poised for explosive growth again this year, but only if all the pieces come together. President Bill Harris and vice president Larry Choate hold the prototype for a rugged power-supply system for high-end military computers they hope to put into production later this year.

book, accounting systems and frugal spending when it started up in 1995 and 1996.

"When the big business hit, we didn't have to worry about it except the financial," said Vice President Larry Choate.

But cash flow, as for so many businesses, was a challenge. Ensign realized it needed a line of credit and got one with a credit card. It would carry one month's worth of supplies while it was waiting for accounts receivable to come in.

## Financial tight rope

"We were walking this tightrope continually," Choate said. Ensign constantly monitored the cash flow and, over time, developed lines of credit with banks and suppliers.

Ensign President Bill Harris added, "If you jerk your suppliers around, you cut your own throat."

James Emmett, CEO of Greeley-based Magnolia River Manufacturing Corp., which grew 39 percent in 1999, agreed. Cache Bank extended a line of credit, while suppliers Harsh International and Wholesale Plywood Lumber seemed like extensions of his own company.

"Those relationships have been key," he said. But Emmett was frugal as well, in large part to ensure that he could provide stable jobs for his employees.

"It was being careful with what we did, when we did it and not spending beyond our means," he said. "Be careful not to get too big for your britches."

Doing right by employees will also do right by the company. Attracting and retaining employees who work well for the company will help bring success, Northrup said.

"When you're growing fast, the temptation is to bring people in off the street," he said. "Hiring mistakes can be very painful later on."

Businesses should think about

and identify their core values before they hire, he said. If a manager is hired who pressures employees — but the rest of the company doesn't operate that way — conflicts can erupt.

"It's absolutely a pitfall to believe the business will grow and you can continue to run the business the way you always have."

— Kurt Hoeven,  
business consultant

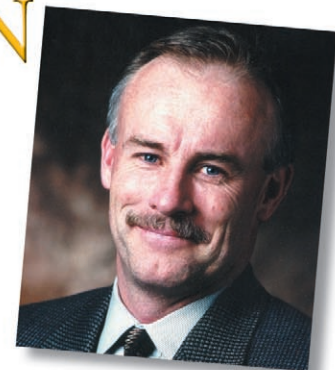
"If they don't fit your culture or core values, there could be serious consequences," including lost employees, lost customers and lost money, Northrup said.

In a small company, especially, there's nowhere to hide, Choate said. Ensign has struggled with employees who didn't fit.

"In the last year we have really focused on, 'Do we have the right people?'" he said. "I need them strategically to grow in the future."

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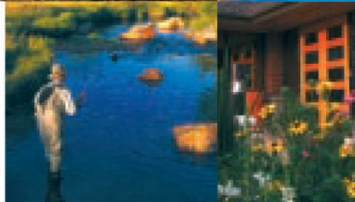
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*The future is here and the view is awesome*

# Two-year-old Premier's profits close to home

## Founding partners saw chance to service Front Range business

By Doug McPherson

Business Report Correspondent

LONGMONT — When Phil Robertson saw work moving from Colorado to California, Texas and Arizona, he saw an opportunity.

Turns out, he was right and in a big way. In just two years, that opportunity has blossomed to become the second-fastest-growing private company on *The Northern Colorado Business Report's* list — Premier Manufacturing & Supply Chain Services.



**Premier  
Manufacturing  
& Supply Chain  
Services**

**#2 Fastest-Growing  
Private Company**

The Longmont company now is keeping work in Colorado as a full-service manufacturing subcontractor building printed circuit boards used for medical products, printers, telecommunications and networking equipment, computers, diagnostic equipment and security systems.

"Having been on the other side of the fence for many years, we felt that there was a great opportunity here to fill a need for another reliable subcontract company in the area," said Robertson, who is now chief executive.

Robertson, along with his partner, Edmond Johnson, started Premier in February 2000 with the idea to provide companies along the Front Range with a reliable source for their subcontract-manufacturing requirements.

### Experience helped

Both Robertson and Johnson's previous experiences worked well for starting Premier. Robertson served in management in many high-tech original equipment-manufacturing companies such as Maxtor Corp., Conner Peripherals, Xanar Inc., Spectra-Physics Inc., Flextronics Corp. and others. Johnson has worked for IBM Corp., US Robotics, Maxtor Corp., Flextronics and AST Computers.

And the two have steered Premier into the top five among fastest-growing companies, logging \$3.4 million in revenue last year, up 126 percent from \$1.5 million in 2000.

"There have been many very large subcontract manufacturing companies in the area, but they do not cater to the range of business that's needed to support Colorado businesses," Robertson said. "They are only interested in very large accounts — \$50 million potential per year."

Premier focuses mostly on prototype, quick turnaround, preproduction and volume-production work. Besides offering a full range of contract-manufacturing capabilities, Premier also offers what's called "turnkey materials" —



MIKE MYERS • BOULDER COUNTY BUSINESS REPORT

**PREMIER PARTNERS** — As contract manufacturing work began to leak from Colorado to California, Texas and Arizona, Philip Robertson, left, and Edmond Johnson, right, saw an opportunity. They launched Premier Manufacturing & Supply Chain Services in February 2000. Two years later, the company is No. 2 on the list of the region's fastest-growing private companies as compiled by *The Northern Colorado Business Report*.

which means Premier buys all the material required for the customer's printed circuit board assembly and then assembles it.

"This appeals to many companies because it means they don't have to invest in the infrastructure to purchase and manage materials," said Robertson. "Most contract-manufacturing companies our size cannot offer this service."

### Three expansions

Premier has expanded three times and now occupies 15,000 square feet of space and employs 20 people.

Robertson said the amount of growth didn't completely surprise him, but he didn't count on the economic downturn.

"No doubt, the current economic climate is tough. And we've been fortunate to experience growth despite general economic conditions," he said. "Many customers have cut back their internal manufacturing and spending. But this can translate into added business for us because often, as a company downsizes internally, it no longer has the staff to do its own manufacturing and looks to outsource."

The economic downturn has caused some contract-manufacturing companies in the area to close plants, and others have abandoned the Colorado market altogether. But once again, Premier saw opportunity and picked up some additional customers from the closed companies.

Robertson said the growth has come primarily from new customers directed by word of mouth. "Of course, we have to offer a quality product at competitive prices to compete effectively in this market," he said.

"The only way to survive in this very competitive market of contract-manufacturing services is to develop partnerships with our customers and work together for a relationship over the long term."

Robertson said Premier offers its customers "a lot of flexibility" in meeting

their needs, whether it's schedule changes or engineering changes.

So how big does Robertson see Premier becoming?

"That has a bit of confidentiality to it. We don't want to give out too much

"We felt there was a great opportunity here to fill a need for another reliable subcontract company in the area."

— Phil Robertson,  
Premier  
chief executive

information (to) our competitors. Let's say we plan to grow to be a midsized contract manufacturer — \$20 million to \$50 million."

Robertson said he expects future growth to come from new accounts that wish to keep their production local.

"As we grow we are able to handle larger and larger accounts, and then the growth could be dramatic," he said.

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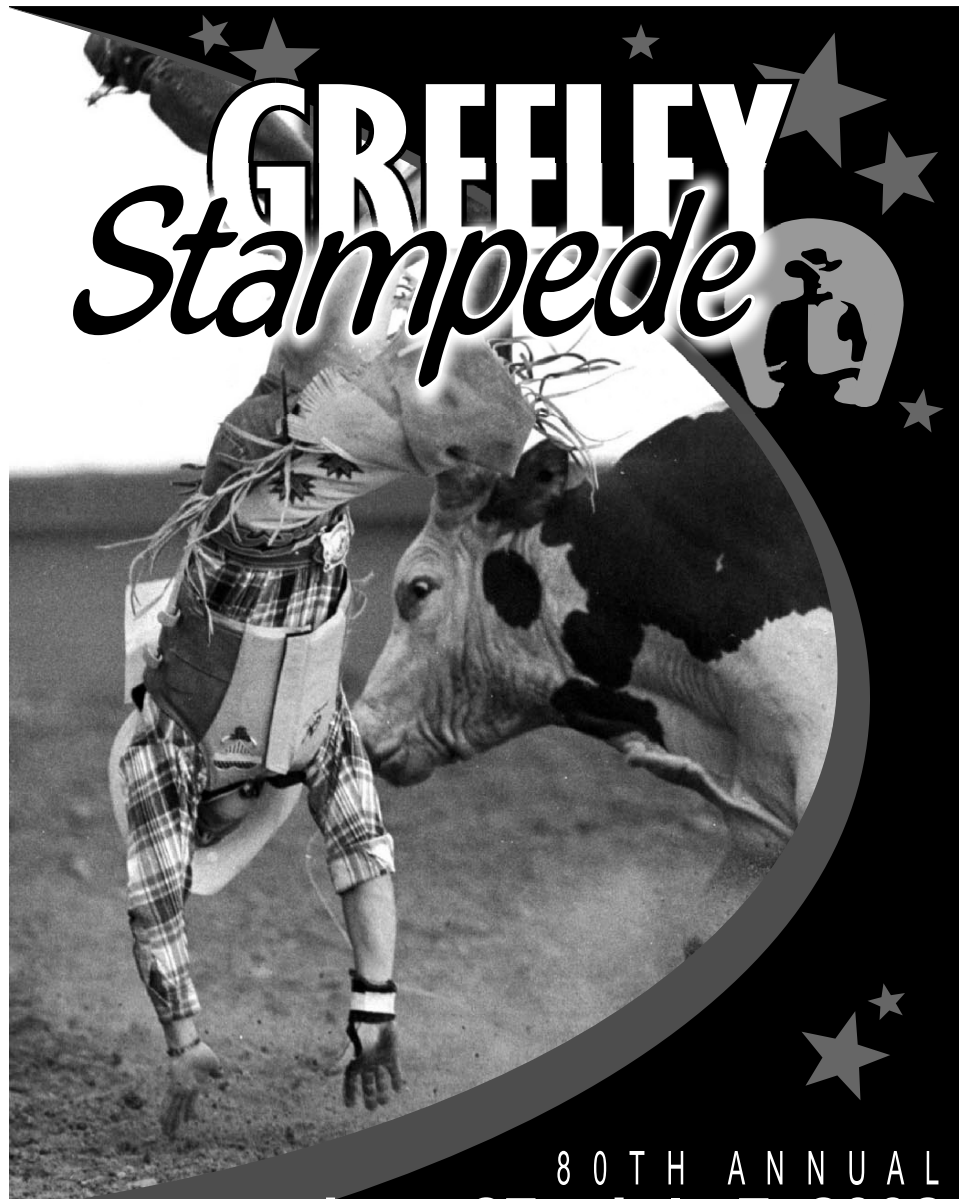
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STEVE PORTER • BUSINESS REPORT

**CUSTOM BUILDER** — Ralph VanSoest, owner of Flint Quality Constructors, Inc. in Greeley, is shown with one of the custom homes his company specializes in.

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## Flint Quality Constructors takes a custom approach

**By Amy Kegg**  
*The Business Report*

GREELEY — Ralph VanSoest began his construction career in 1973. Five years later, he started his own framing company, Flint Quality Constructors Inc. Over the years, the company evolved, adding exterior trimming, then interior finishing to its repertoire, and by the early '80s, VanSoest entered the world of general contracting. The business focuses on building custom homes in the half-million-dollar range with periodic ventures into the light-construction market.

The company averages 12 to 14 projects a year, all in the Northern Colorado region.

Last year the company's revenues grew 118.95 percent to nearly \$6 million, marking the company's largest growth to date and landing it in the No. 5 position on this year's *Northern Colorado Business Report* survey.

"We went through some lean years in the early '80s when we first got into general contracting," VanSoest said. Then, in the early '90s, business began to steadily increase.

"The revenue growth last year was mainly due to a couple of really nice projects that came our way," he said. That included a \$5 million home as well as two buildings in Greeley's new Bittersweet Office Park near 38th Avenue and 11th Street.

### Established reputation

"Most of our work comes by word of mouth," he said. "We get a lot of referrals from past clients."

Hossein Shirazi said he interviewed five contractors before selecting VanSoest to build his

8,500-square-foot house in a gated community in Greeley. "When you're building a house you hear so many horror stories," Shirazi said. "You want to be very cautious who you go with."

In addition to the high quality work, Shirazi said VanSoest's cool demeanor eased his concerns.

"I'm kind of a hyper person, and he's very calm," he said. "He's a real problem-solver, too."

For example, Shirazi said his wife became upset when the fireplace did not turn out as she had expected. "He saw tears in my wife's eyes, and the next day he had it changed at his own expense. He is that good of a guy."

VanSoest said that's just how he does business. "We don't let money come in the way of what needs to be done," he said. "If it costs me a little more than I thought it would, well, we just do what we have to do. That's what's earned us the reputation of being a business that stands behind their work."

VanSoest said his custom homes have ranged from formal to country and everything in between. "It may not be by own personal taste, but I have to envision it like it is," he said. "It's a matter of listening and envisioning what the owner or the architect is trying to portray."

### Subcontractor challenges

With only six employees on staff, Flint Quality Constructors relies on subcontractors to carry out custom designs.

"In custom work, one of the biggest challenges is not getting too used to doing something the same way," he said.

"Sometimes, people try to paint everyone into the same corner," he said. "But you can't do that in the custom business. You have to take other's ideas

**See FLINT, 14B**





# SharpNet Solutions rides e-commerce wave

## 'Net-marketing firm cracks top 10 in first year

By Tom Hacker  
The Business Report

FORT COLLINS—The cocktail question is, "What do you do?"

The answer, among members of the fastest-growing slice of the nation's work force, is, "Web stuff."

As promised more than a decade ago, the Internet has spawned a new economy. E-commerce, a word that didn't exist until recently, has become a realm where "Netizens" — another new coinage — cobble B2B (business to business) and B2C (business to consumer) transactions covering everything from T-shirts to supercomputers.

In the mix are some of Northern Colorado's fastest-growing businesses. Making its debut on *The Northern Colorado Business Report's* Mercury 100 list, Fort Collins-based Internet marketing firm SharpNet Solutions Inc. cracked the top 10, landing in the No. 7 spot.

Sharpnet measures its growth, a near doubling from 2000 to 2001, by the growth of its clients, said President and CEO Chris Sharp.

Consider the case of Consumer Legal Centers, an online consumer-debt consolidation company. Now one of SharpNet's biggest customers, the company started small.

"They were doing \$225,000 a month in gross sales," Sharp said. "Then we began to offer our advanced media services, and in 18 months we grew them to be \$3 million a month in gross sales."

Since the company pays SharpNet a set amount for each debt consolidation they do, their 12-fold revenue growth in part fed SharpNet's.

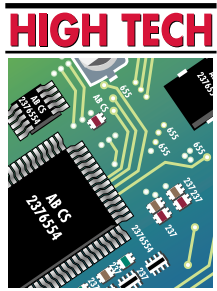
"Chris, in particular, is real knowledgeable with the technical stuff, but also in the marketing area," Consumer Legal Centers President John Simon said. "They have become sort of an Internet advertising agency for us, and it's worked well."

Likewise, Wheatridge-based Discount Motorcycle Tire Inc. accelerated from zero to \$10 million in sales in two years. The boom came partly on the strength of an Internet market that SharpNet brought to them with its "search-engine optimization," or SEO, expertise, company President Stuart Dobson said.



SharpNet  
Solutions Inc.

#7 Fastest-Growing  
Private Company



STEVE PORTER • BUSINESS REPORT

**WEB MAGICIANS** — Chris Sharp, center, and his staff at SharpNet Solutions, are magicians at placing businesses high on Internet search engines.

### Search-engine magic

Log on at Google, Lycos, Excite, America Online or others among dozens of Internet-search services, enter the words "motorcycle tires," and Discount Motorcycle Tire will, in almost every case, pop up in the top 10 listings.

Stuart began his business in May 2000 with a couple of credit cards, entering what he called "a hyper-competitive market, selling homogeneous widgets." He credited Sharp and his staff with finding keys to SEO that few others could offer. Any business with an e-mail address knows how many "optimization" pitches come their way, since they account for a big slice of junk e-mail, or "spam," that floods in boxes.

"There are hundreds of thousands of people in the country that promise top-10 placement, and only a handful who can actually deliver it," Dobson said. "Chris is one of those."

While SharpNet has staked its business on the search-engine magic — "our core competency," as Sharp put it — the company has added e-mail marketing and performance-based Web-marketing services to its offerings.

"We've diversified into some other industries that we didn't have in the past," Sharp said. "In 2001, we had just begun to offer e-mail-marketing services, and performance-based campaigns where our clients don't pay us unless they generate a lead or an acquisition or whatever they're after."

Designing, hosting and maintaining clients' Web sites rounds out the inventory of services that SharpNet provides.

The recent growth means that SharpNet's seven full-time, salaried staff members and four commission-paid sales reps are moving faster than ever these days. The 95 percent revenue jump, from \$390,000 in 2000 to \$762,000 in 2001, has taken the company close to the limit.

"I have to admit there are times when we feel like a python swallowing a pig," Sharp said. "In fact, we're just getting through a giant swell right now."

The current bulge derives mostly from a new partnership with a Las Vegas-based Internet-marketing compa-

ny that is reselling SharpNet's services. Adding that layer has meant a doubling of SharpNet's SEO business in a matter of a few weeks.

"We would average about two to three contracts a week," for the SEO business, Sharp said. "After this, we went through 20 in two weeks."

The one growth headache that

"I have to admit there are times when we feel like a python swallowing a pig."

— Chris Sharp,  
SharpNet Solutions  
president

Sharp and his staff don't have it solving how to market their services.

"We average \$100 a month to market ourselves," he said. "People find us. It's ironic how many companies are in this business, but you can't find them on the search engines."

Here's a test: Log onto a search engine and enter the search words "Internet marketing." SharpNetSolutions.com will turn up in the top 10.

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# Longmont company excels in training

*Three-year track record portrays solid successes*

By Steve Porter  
The Business Report

LONGMONT — David Silverstein looked up through the periscope of his life three years ago and charted a course to what's turned out to be a very successful future.

Silverstein, a one-time submariner in the U.S. Navy, took a job at Seagate Technology after leaving the service and soon learned about something called "Six Sigma," a quality improvement methodology first developed by Motorola in the mid-1980s.

"My last job at Seagate Technology was implementing Six Sigma there," Silverstein said. "That's when I saw the opportunity to create my own company."

**MERCURY**  
**100**

Breakthrough  
Management Group

#8 Fastest-Growing  
Private Company

In 1999, Silverstein set up Breakthrough Management Group in Longmont with Seagate Technology — one of the world's largest manufacturers of computer disk drives — among his first clients. BMG grew quickly, going from 15 employees in 2001 to 35 this year. Revenues jumped from \$3.9 million in 2000 to \$7.5 million the following year — a 92.3 percent increase.



SILVERSTEIN

#### Several thousand served

Over the last three years, BMG's instructors have provided Six Sigma training to "several thousand" people in a variety of industries, Silverstein said.

"We do a lot of on-site consulting and training, and we also do e-learning over the Internet," he said.

Six Sigma is designed to help companies improve their organizational efficiencies in ways that can be directly shown to have measurable financial results. BMG trains company employees to be on-site Six Sigma leaders, who can then train others in its concepts.

Silverstein said Six Sigma uses martial-arts terminology to inspire its trainees, with Green Belt, Black Belt and Master Black Belt designations for



COURTESY BREAKTHROUGH MANAGEMENT

**TRAINING SPECIALISTS** — Neil Russell, an instructor with Breakthrough Management Group in Longmont, teaches a class in Six Sigma business principles.

attaining different levels of training and expertise.

Becoming a Black Belt, for example, is accomplished by taking four weeks of Six Sigma training over a four-month period. "Primarily, what they're looking to do is improve processes in their companies," Silverstein said. "They're being trained to solve problems."

Six Sigma training has caught on with many of the nation's largest businesses. Silverstein noted that Ford has 2,400 full-time Six Sigma Black Belts in its organization, although they were not trained by BMG.

But BMG's client list is impressive. In addition to Seagate Technology, they include Eli Lilly, Northrop Grumman, SunSweet Growers, Toshiba, Johnson & Johnson, TRW, ServiceMaster, Standard Register and International Truck and Engine Co.

#### Dramatic impact

One of those clients is ABB Vetco Gray, a Houston company that produces deep-sea-drilling equipment. Frank Adamek, a company spokesman and Six Sigma-trained employee, said the training has had a dramatic impact on his company.

"We are using that training and we've improved a significant number of our processes and we've linked a dollar value to that," Adamek said. "As of last month, we've clocked a little over \$5 million in savings worldwide."

Adamek said having measurable results from the training has made ABB a believer. "We're very positive about Six Sigma and what they've done to give us the training to allow us to improve all of our business processes."

Silverstein said BMG trainers now travel all over the world and have presented training to companies in Turkey, Thailand, Taiwan and Mexico. An instructor himself, Silverstein said he's hoping to phase that out soon.

"I love doing it, but then I return (to Longmont) and I've got so much waiting for me to catch up on," he said.

Silverstein, 37, said there are a

"We've developed a good reputation for taking care of our customers."

— David Silverstein,  
BMG president  
and CEO

number of other companies around the United States offering Six Sigma training, but quickly adds, "We happen to be the best." In addition to the training, BMG also offers support products, such as its Six Sigma ProjX, a trademarked software project-tracking tool and information-management system.

#### Good market

Silverstein cited several reasons for BMG's success. "For one thing, we're in a good market. We're innovative and have developed a lot of complementary products, and we execute well.

"A lot of people who start small companies aren't good business people. We've developed a good reputation for taking care of our customers, and they've been taking very good care of us."

Silverstein said he's been happy with BMG's growth rate and where it is today. If there's one thing he worries about, Silverstein said it would be in a possible undercapitalization of the company.

"We have no investors in BMG. We've been self-funded since day one," he said. "If anything, we're undercapitalized. That's probably the greatest risk to a small company coping with growth. We're actually looking for investment now."

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# FASTEST-GROWING PRIVATE COMPANIES Part I

(Locally based, ranked by revenue growth)

Last year's rank	RANK	COMPANY Address Phone/Fax	REVENUES 2001 REVENUES 2000 PERCENT CHANGE	2001 EMPLOYEES LOCAL 2000 EMPLOYEES LOCAL	PRODUCTS	E-MAIL WEB SITE	PERSON IN CHARGE FISCAL YEAR END YEAR FOUNDED
	NR	<b>ANLANCE PROTECTION LTD.</b> P.O. Box 2401 Fort Collins, CO 80522 (970)224-6688/(970)221-3325	\$1,385,023 \$415,064 <b>233.69%</b>	22 14	Executive protection/special security services	info@anlance.com www.anlance.com	Barry Wilson Dec. 31 1991
	2	<b>PREMIER MANUFACTURING &amp; SUPPLY CHAIN SERVICES</b> 1551 S. Sunset St., Suite D Longmont, CO 80501 (303)776-4145/(303)776-2957	\$3,720,749 \$1,171,289 <b>217.66%</b>	15 15	Printed circuit board assembly: BGA SMT, fine pitch assembly	edmondedj@aol.com www.pmscs.com	Edmond Johnson Dec. 31 1999
	NR	<b>HIGHCRAFT BUILDERS INC.</b> 429 S. Howes St. Fort Collins, CO 80525 (970)282-3564/(970)266-8262	\$1,304,642 \$505,705 <b>157.98%</b>	12 7	Remodels & add ons	highcraftbuilders@msn.com www.highcraft.net	Bryan Soth Dec. 31 1997
	NR	<b>LELA DESIGN &amp; CONSTRUCTION</b> 8243 Cattail Drive Longmont, CO 80503 (303)652-2880/(303)652-2886	\$6,500,000 \$2,600,000 <b>150.00%</b>	3 N/A	Home building	N/A N/A	Mike Stengel/Nooshin Katebini Dec. 31 1983
	NR	<b>FLINT QUALITY CONSTRUCTORS INC.</b> 6380 W 10th St., #11 Greeley, CO 80634 (970)352-2918/(970)352-0257	\$5,766,222 \$2,633,608 <b>118.95%</b>	6 5	Custom homes	ralphvs@aol.com N/A	Ralph VanSoest Dec. 31 1978
	NR	<b>BANK OF COLORADO</b> 1609 E. Harmony Road Fort Collins, CO 80525 (970)206-1160/(970)206-1156	\$3,155,000 \$1,446,000 <b>118.19%</b>	15 8	Banking & investments	N/A www.bankofcolorado.com	Cody Fullmer Dec. 31 1994
	NR	<b>SHARPNET SOLUTIONS</b> 140 W. Oak St. Fort Collins, CO 80524 (970)472-0354/(970)493-7177	\$762,000 \$390,000 <b>95.38%</b>	8 6	Internet marketing and Web-site promotion	csharp@sharpnetsolutions.com www.sharpnetsolutions.com	Chris Sharp Dec. 31 1999
	NR	<b>BREAKTHROUGH MANAGEMENT GROUP</b> 2101 Ken Pratt Blvd., Suite 201 Longmont, CO 80501 (303)827-0010/(303)827-0011	\$7,500,000 \$3,900,000 <b>92.31%</b>	15 N/A	Six Sigma training, consulting and technology support products	scottm@bmgi.com www.bmgi.com	David Silverstein Dec. 31 1999
	3	<b>NEW FRONTIER BANK</b> 2425 35th Ave. Greeley, CO 80634 (970)339-5100/(970)339-9692	\$18,207,551 \$9,771,000 <b>86.34%</b>	64 49	Full-service commercial bank	sfroggatte@newfrontierbank.com www.newfrontierbank.com	Larry Seastrom Dec. 31 1998
	NR	<b>STRONGHOLD CONSTRUCTION INC.</b> 2881 31st Ave., Suite 5 Greeley, CO 80631 (970)330-7857/(970)330-2528	\$1,200,000 \$650,000 <b>84.62%</b>	1 1	Residential home builders	RTM524@aol.com N/A	Randy Mettlen Dec. 31 1998
	NR	<b>TECHSMART SOLUTIONS GROUP</b> 1720 W. Mulberry Ave., Suite 8 Fort Collins, CO 80521 (970)498-0808/(970)472-0247	\$350,000 \$195,000 <b>79.49%</b>	4 4	Computer consulting and networking services	infodesk@onlinepchelp.com www.onlinepchelp.com	Andrew Hensen Dec. 31 1998
	NR	<b>COMPUTER RENAISSANCE</b> 2721 S. College Ave., Suite 1B Fort Collins, CO 80525 (970)223-8398/(970)223-8399	\$2,800,000 \$1,700,000 <b>64.71%</b>	9 8	Computer hardware, software, repair services, network specialists and computer training	askriss@aol.com www.fortcr.com	Aron Kriss Dec. 31 1997
	NR	<b>ELLIOTT STEEL HOMES &amp; STRUCTURES INC.</b> 7746 Park Ridge Circle Fort Collins, CO 80525 (970)282-3662/(970)282-3662	\$310,000 \$188,600 <b>64.37%</b>	6 6	Custom structure homes	N/A www.elliottsteelhomes.com	Chris Elliott Dec. 31 1993
	NR	<b>THE NEENAN CO.</b> 2620 E. Prospect Road Fort Collins, CO 80525 (970)493-8747/(970)493-5869	\$197,990,961 \$121,446,986 <b>63.03%</b>	365 214	An integrated services firm providing development, architecture and construction	info@neenan.com www.neenan.com	David Neenan Dec. 31 1966
	NR	<b>BIG JON'S AUTO SALES INC.</b> 131 S. Main St. Longmont, CO 80501 (303)772-0447/(303)772-1046	\$9,310,392 \$5,986,448 <b>55.52%</b>	13 N/A	Auto dealership	jon@bigjons.com www.bigjons.com	Jon Kroneberger Dec. 31 1991
	NR	<b>COLORADO HISTO-PREP</b> P.O. Box 272577 Fort Collins, CO 80527 (970)493-2660/(970)493-8834	\$270,000 \$175,000 <b>54.29%</b>	11 9	Prepares microscopic histology slides	rbawa@histoprep.com www.histoprep.com	Rajan Bawa Dec. 31 1983
	NR	<b>RED HEN SYSTEMS INC.</b> 2310 E. Prospect Road, Suite A Fort Collins, CO 80525 (970)493-3952/(970)493-3938	\$1,300,000 \$850,000 <b>52.94%</b>	24 18	A leading developer of GIS software & Integrated GPS hardware, including Mediamapper & UMS 2000	info@redhensystems.com www.redhensystems.com	John Troiano Dec. 31 1994
	20	<b>ACCESS COMPUTER PRODUCTS INC.</b> 315 Lincoln Court Fort Collins, CO 80525 (970)224-2930/(970)224-2936	\$4,211,000 \$2,804,000 <b>50.18%</b>	22 22	Buys and sells empty printer cartridges, remanufactures laser, inkjet and copier cartridges	access@frii.com www.access-recycle.com	Joseph Goodell Dec. 31 1983
	NR	<b>ITX INFO TECH EXPERTS INC.</b> 2625 Redwing Road, Suite 140 Fort Collins, CO 80526 (970)282-7333/(970)282-3764	\$1,500,000 \$1,000,000 <b>50.00%</b>	25 10	Full IT services and database management, networking, software/hardware	bhottman@itxfc.com www.itxfc.com	Bruce Hottman Dec. 31 1996
	NR	<b>KEM HOMES INC.</b> 3000 S. College Ave. Fort Collins, CO 80522 (970)223-4900/(970)223-4901	\$30,000,000 \$20,000,000 <b>50.00%</b>	14 14	Residential housing	Quality@kemhomes.com www.kemhomes.com	Cindy O'Neil Dec. 31 1974
	NR	<b>COM-TECK</b> 2129 E. Curtis St. Laramie, WY 82072 (307)721-3188/(307)721-6219	\$300,000 \$200,000 <b>50.00%</b>	3 2	N/A	comteck@comptkcs.com www.comptk.net	Michael Hopkins Dec. 31 1995
	NR	<b>ROCKY MOUNTAIN PUBLISHING INC.</b> 825 LaPorte Ave. Fort Collins, CO 80521 (970)221-9210/(970)221-8556	\$336,000 \$225,000 <b>49.33%</b>	7 6	Regional community publications: Fort Collins-Greeley-Loveland Parent Magazine: At Home Magazine-Northern Colorado Inside & Out; Monthly specialty magazines	RMP@verinet.com www.fortcollinsloveland.com	Scott Titterington Dec. 31 1996
	NR	<b>CENTENNIAL TRAVELERS</b> 1532 E. Mulberry St., Suite G Fort Collins, CO 80524 (970)484-4988/(970)484-0022	\$1,104,714 \$743,190 <b>48.64%</b>	4 3	Group travel, pre-packaged tours or customized tours for groups	centours@aol.com www.centennialtravel.com	Judith Steeneck Dec. 31 1988
	NR	<b>MHZ SYSTEMS</b> 328 S. Link Lane, Unit 28 Fort Collins, CO 80524 (970)482-2538/(970)221-0658	\$850,000 \$579,000 <b>46.80%</b>	4 N/A	Computer hardware, software specialist	sales@mhz-systems.com www.mhz-systems.com	Kurt Janz Dec. 31 1998
	NR	<b>GENESEEE CO. LLC</b> 4821 Wheaton Drive, Suite 200 Fort Collins, CO 80525 (970)223-2142/(970)223-2148	\$44,000,000 \$30,000,000 <b>46.67%</b>	25 25	Home builders	N/A N/A	Rudy Hansch Dec. 31 1979

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List includes region-based companies that posted 2001 revenues of \$100,000 or more.  
List based on companies that responded to survey.  
Companies ranked first by percent change, second by number of local employees in 2001.  
N/A — Not available NR — Not previously ranked

SOURCE: BUSINESS REPORT SURVEY  
RESEARCHED BY SONOKO BAYES AND DAN FEIVSON



# FASTEST-GROWING PRIVATE COMPANIES Part II

(Locally based, ranked by revenue growth)

Last year's rank	RANK	COMPANY Address Phone/Fax	REVENUES 2001 REVENUES 2000 PERCENT CHANGE	2001 EMPLOYEES LOCAL 2000 EMPLOYEES LOCAL	PRODUCTS	E-MAIL WEB SITE	PERSON IN CHARGE FISCAL YEAR END YEAR FOUNDED
NR	<b>26</b>	<b>BRAYDEN AUTOMATION CORP.</b> 1807 E. Mulberry St. Fort Collins, CO 80524 (970)221-9200/(970)221-9208	\$800,000 \$550,000 <b>45.45%</b>	9 7	Energy Sentry demand control systems for residential, commercial and industrial buildings, electric metering, pulse isolation relays, totalizers	sales@brayden.com www.brayden.com	William Brayden Dec. 31 1978
60	<b>27</b>	<b>GARNSEY &amp; WHEELER FORD</b> 4901 29th St. Greeley, CO 80634 (970)506-3600/(970)506-3686	\$82,293,000 \$57,000,000 <b>44.37%</b>	133 124	Automotive retail	gwford@gwford.com www.gwford.com	Tim Brynteson Dec. 31 1922
NR	<b>28</b>	<b>WHEELER CONSTRUCTION SERVICES LLC.</b> 1027 W Horsetooth Road, Suite 200 Fort Collins, CO 80526 (970)225-9194/(970)225-9709	\$313,000 \$220,000 <b>42.27%</b>	6 5	N/A	sgriffin@wcolorado.com www.wcolorado.com	Scott Griffin Dec. 31 1995
NR	<b>29</b>	<b>AQUATIC &amp; WETLAND CONSTRUCTION CO.</b> 9999 County Road 25 Fort Lupton, CO 80621 (303)442-4766/(303)857-2455	\$6,500,341 \$4,615,250 <b>40.84%</b>	75 45	Construction, consulting, reclamation, nursery, landscaping	brad@aquaticandwetland.com www.aquaticandwetland.com	Brad Windell Dec. 31 1995
NR	<b>30</b>	<b>FRONT RANGE FRAMING CONTRACTORS INC.</b> 211 Jefferson St. Fort Collins, CO 80524 (970)491-9985/(970)491-9986	\$1,650,000 \$1,200,000 <b>37.50%</b>	20 18	N/A	chrisobrien@fronrangeframingcontractors.com www.fronrangeframingcontractors.com	Chris O'Brien Dec. 31 1997
NR	<b>31</b>	<b>EXCEL ASSOCIATES</b> 5398 Aspen Avenue Erie, CO 80516 (970)282-3822/(970)828-4099	\$410,194 \$302,151 <b>35.76%</b>	3 3	Horse show management	excelshows1@aol.com N/A	Renee Elkins Dec. 31 1979
23	<b>32</b>	<b>LEED FABRICATION SERVICES INC.</b> 12535 Weld County Road 2 Brighton, CO 80601 (303)659-6801/(303)659-8081	\$8,081,188 \$5,962,128 <b>35.54%</b>	87 75	Steel fabrication: tanks, enclosures, oilfield production equipment, roustabout/construction services, Felo welding/pipeline services	info@leedfab.com www.leedfab.com	Patrick Daniel Dec. 31 1981
30	<b>33</b>	<b>DELTA CONSTRUCTION INC.</b> 208 Racquette Drive Fort Collins, CO 80524 (970)498-8766/(970)498-8770	\$8,000,000 \$6,000,000 <b>33.33%</b>	30 26	Design build commercial/industrial/office construction	paul@deltaconstruction.com www.deltaconstruction.com	Paul Hoffman Dec. 31 1975
47	<b>34</b>	<b>FRONT RANGE INTERNET INC.</b> 213 Linden St., Suite 200 Fort Collins, CO 80524 (970)221-0700/(970)224-3883	\$3,819,625 \$2,894,300 <b>31.97%</b>	35 32	Dial up, DSL, hosting, business services, wireless, Web development/e-commerce, dedicated DS0 to DS3, Gryabit Ethernet, Email, DNS (Friinic.com)	info@frii.com www.frii.com	Bill Ward Dec. 31 1995
NR	<b>35</b>	<b>DRAHOTA CONSTRUCTION CO.</b> 4700 Innovation Drive, Building C Fort Collins, CO 80525 (970)204-0100/(970)204-0200	\$29,000,000 \$22,000,000 <b>31.82%</b>	55 40	Full-service general construction company	terryd@drahotaconstruction.com www.drahotaconstruction.com	Terry Drahota Dec. 31 1973
NR	<b>36</b>	<b>CENTENNIAL BANK HOLDINGS</b> 4650 Royal Vista Circle Fort Collins, CO 80528-9370 (970)266-0505/(970)225-9045	\$61,736,000 \$46,893,000 <b>31.65%</b>	192 130	N/A	N/A www.centennialbanks.com	Bill Farr/Gary Butler Dec. 31 1993
33	<b>37</b>	<b>GOLDEN TRIANGLE CONSTRUCTION CO.</b> 700 Weaver Park Road Longmont, CO 80501 (303)772-4051/(303)776-6525	\$67,059,000 \$51,048,000 <b>31.36%</b>	90 80	General contracting, office retail and office construction	blaartz@gtc1.net www.gtc1.net	Jeff Nading Dec. 31 1977
NR	<b>38</b>	<b>INTEGWARE INC.</b> 2821 Remington St. Fort Collins, CO 80525 (970)282-0400/(970)282-0500	\$4,409,188 \$3,359,421 <b>31.25%</b>	35 29	Software solutions for engineering and manufacturing: document management, product data management (PDM), collaborative product commerce (CPC)	info@integware.com www.integware.com	Kevin Simmons Dec. 31 1992
39	<b>39</b>	<b>CYTOMATION INC.</b> 4850 Innovation Drive Fort Collins, CO 80525 (970)226-2200/(970)226-0107	\$27,000,000 \$20,600,000 <b>31.07%</b>	150 116	High-performance cell analyzers and sorters for use in biomedical research	information@cytomation.com www.cytomation.com	Nigel Ferrey/Sonja Wulff Dec. 31 1988
NR	<b>40</b>	<b>TECHNOLOGY INTEGRATED GROUP</b> 2330 N. Main St., Suite C Longmont, CO 80501 (303)651-1177/(303)530-1606	\$23,400,000 \$18,000,000 <b>30.00%</b>	18 32	N/A	john.nastasi@tig.com www.tig.com	John Nastasi Dec. 31 1982
46	<b>41</b>	<b>PROFESSIONAL AUTOMATION SERVICES</b> 1129 Arapahoe Ave. Berthoud, CO 80513 (303)494-1861/(970)532-0793	\$299,300 \$233,818 <b>28.01%</b>	2 2	Networking service, sales; software support, custom program Windows/DOS financial packages W2/1099 processing	brian@proautomation.com www.proautomation.com	Brian Anderson Dec. 31 1985
NR	<b>42</b>	<b>MINNKOTA CONTRACTING INCORPORATED</b> P.O. Box 17 Berthoud, CO 80513 (970)532-4400/(970)532-4123	\$1,160,000 \$908,000 <b>27.75%</b>	5 6	High-tech interior renovations	minnkota@qwest.net N/A	Scott Solem Dec. 31 1998
31	<b>43</b>	<b>LOPIANO'S CATERING/MAD RUSSIAN EVENTS CENTER</b> 2100 Country Club Parkway Milliken, CO 80543 (970)587-5000/(970)587-2845	\$936,000 \$736,000 <b>27.17%</b>	25 15	Off- and on- premises catering services	sandy@lopianos.com www.lopianos.com	Sandy Farnsworth Dec. 31 1989
NR	<b>44</b>	<b>AGLAND INC.</b> 260 Factory Road Eaton, CO 80615 (970)454-3391/(970)454-2144	\$96,000,000 \$75,700,000 <b>26.82%</b>	250 250	Inputs, chemicals, feed, tires, petroleum, hardware, Red Bird pinto beans	N/A www.aglandinc.com	Ted Svitavsky/Mark Reinert June 30 1905
NR	<b>45</b>	<b>SUN CONSTRUCTION &amp; DESIGN SERVICES INC.</b> 1232 Boston Ave. Longmont, CO 80501 (303)444-4780/(303)444-6774	\$28,500,000 \$22,500,000 <b>26.67%</b>	170 120	General contractor, design build, tenant finish, clean rooms, shielded rooms and metal buildings	andyw@sunconst.com www.sunconst.com	Andy Welch Dec. 31 1985
85	<b>46</b>	<b>LEFTHAND &amp; TABERNASH BREWING CO.</b> 1265 Boston Ave. Longmont, CO 80501 (303)772-0258/(303)772-9572	\$3,313,000 \$2,626,000 <b>26.16%</b>	30 29	Craft brewery and beer distribution	brewer@lefthandbrewing.com www.lefthandbrewing.com	Eric Wallace Dec. 31 1993
45	<b>47</b>	<b>PICKETT ENGINEERING INC.</b> 822 Eighth St. Greeley, CO 80631 (970)356-6362/(970)356-6486	\$1,268,700 \$1,010,000 <b>25.61%</b>	15 10	Land development, zoning, planning, engineering design, construction drawings, construction admin., water, sewer, stormwater, non-potable water & roads	kpickett@pickettengineering.com N/A	Kris Pickett Dec. 31 1995
NR	<b>48</b>	<b>GREGORY ELECTRIC</b> 3317 N. Lincoln Ave. Loveland, CO 80538 (970)669-7609/(970)663-713	\$10,000,000 \$8,000,000 <b>25.00%</b>	70 60	N/A	rbryant@gegoryelectricinc.com N/A	Rod Bryant Dec. 31 1988
NR	<b>49</b>	<b>FRONTIER PRINTING INC.</b> 1400 Webster Ave. Fort Collins, CO 80524 (970)484-2950/(970)484-2951	\$2,500,000 \$2,000,000 <b>25.00%</b>	20 15	Printed products; commercial printing, embroidery and specialty advertising	frontierprinting@aol.com www.frontierprinting.com	Douglas Iszler Dec. 31 1987
NR	<b>50</b>	<b>CONSTRUCTION CONCEPTS INC.</b> 14125 Mead St. Longmont, CO 80504 (970)535-0600/(970)535-0299	\$6,000,000 \$4,800,000 <b>25.00%</b>	15 15	Commercial & industrial construction	N/A www.constconceptsinc.com	Marc Dewey Dec. 31 1991

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N/A — Not available

NR — Not previously ranked

SOURCE: BUSINESS REPORT SURVEY  
RESEARCHED BY SONOKO BAYES AND DAN FEIVESON



# FASTEST-GROWING PRIVATE COMPANIES Part III

(Locally based, ranked by revenue growth)

Last year's rank	RANK	COMPANY Address Phone/Fax	REVENUES 2001 REVENUES 2000 PERCENT CHANGE	2001 EMPLOYEES LOCAL 2000 EMPLOYEES LOCAL	PRODUCTS	E-MAIL WEB SITE	PERSON IN CHARGE FISCAL YEAR END YEAR FOUNDED
NR	<b>51</b>	<b>RIDGE CREATIVE COMMUNICATION</b> 222 Iverson Ave. Laramie, WY 82070 (307) 721-3954/(307) 745-3155	\$500,000 \$400,000 <b>25.00%</b>	10 7	Graphic design, Internet consulting, Internet applications, Web-site design and implementation	info@wind-river.com www.wind-river.com	Barbara D'Onofrio Dec 31 1995
49	<b>52</b>	<b>LANDMARK ENGINEERING LTD.</b> 3521 W. Eisenhower Blvd. Loveland, CO 80537 (970)667-6286/(970)667-6298	\$4,550,000 \$3,650,000 <b>24.66%</b>	34 38	Land-development planning; civil, municipal and structural engineering; surveying geotechnical architecture and landscape architecture	mail@lankmakltd.com N/A	Robert Nelson Dec 31 1969
100	<b>53</b>	<b>ELECTRICAL SYSTEMS CONSULTANTS INC.</b> 212 W. Mulberry St. Fort Collins, CO 80521 (970)224-9100/(970)224-9137	\$6,900,000 \$5,542,600 <b>24.49%</b>	55 50	Electrical engineering, design & planning for electrical utilities & industrial companies specializing in high voltage, GIS & automation	esc@electsys.com www.electsys.com	Jim Siano Dec 31 1978
NR	<b>54</b>	<b>LONGMONT UNITED HOSPITAL</b> 1950 Mountain View Ave. Longmont, CO 80501 (303)651-5111/(303)678-4050	\$139,049,481 \$112,033,051 <b>24.11%</b>	1,200 N/A	Hospital	N/A www.luhonline.org	Mitchell C. Carson Dec 31 1959
NR	<b>55</b>	<b>THORP ASSOCIATES PC</b> P.O. Box 129 Estes Park, CO 80517 (970)586-9528/(970)586-4145	\$810,664 \$655,600 <b>23.65%</b>	6 6	Architectural design & planning	verlene@thorpassoc.com www.thorpassoc.com	Roger Thorp Dec 31 1976
NR	<b>56</b>	<b>ALLEN PLUMBING &amp; HEATING INC.</b> 101 S. Link Lane Fort Collins, CO 80524 (970)484-4848/(970)484-4448	\$16,000,000 \$13,000,000 <b>23.08%</b>	135 135	Plumbing and mechanical construction	allenph@allenph.com www.allenph.com	Jeff Allen/Marion Allen Dec 31 1962
NR	<b>57</b>	<b>LIFESTYLE HOMES INC.</b> 920 54th Ave., Suite 200 Greeley, CO 80634 (970)353-1331/(970)353-0811	\$30,000,000 \$24,500,000 <b>22.45%</b>	30 14	Real estate development, home builders	jwalden@lifestylehomes.com www.lifestylehomes.com	David Clarkson Dec 31 1984
NR	<b>58</b>	<b>FOUNDATIONS SQUARED INC.</b> 7191 Lake View Court Windsor, CO 80550 (970)686-0650/(970)686-5231	\$1,200,000 \$980,000 <b>22.45%</b>	17 12	Serves various builders, KenRick Construction (Wellington) IDS Construction (Severance, Loveland, Johnstown, Evans) Custom-On-Site Builders (Loveland, Evans)	f2inc@friei.net wwwFOUNDATIONSquaredInc.com	Alex Ricketson Dec 31 1993
NR	<b>59</b>	<b>THE GYM OF THE ROCKIES</b> 1800 Heath Parkway Fort Collins, CO 80524 (970)493-7303/(970)493-3182	\$912,090 \$750,000 <b>21.61%</b>	152 145	20,000 lbs of free weights, huge climbing wall, cardio entertainment, spinning, aerobics, wt. machines, basketball, volleyball, running track	jeff@thegymoftherockies.com www.thegymoftherockies.com	Jeff Coleman Dec 31 1998
55	<b>60</b>	<b>KAMTZ COS. INC.</b> 901 Josephine Court Loveland, CO 80537 (970)667-4676/(970)667-5542	\$3,000,000 \$2,500,000 <b>20.00%</b>	33 30	Kitchen and office cabinetry	kamtz@concentric.net www.kamtzco.com	Jeff Zundel Dec 31 1972
NR	<b>61</b>	<b>ALPINE CABINET CO. INC.</b> 4125 Main St. Timnath, CO 80547 (970)484-9030/(970)224-3091	\$6,183,000 \$5,164,000 <b>19.73%</b>	48 44	Kitchen cabinets and bathroom vanities for both residential and commercial use	N/A N/A	James Chinn Dec 31 1969
NR	<b>62</b>	<b>COLORADO IRON &amp; METAL INC.</b> 1400 E. Mulberry St. Fort Collins, CO 80524 (970)482-7707/(970)493-7821	\$1,914,233 \$1,599,304 <b>19.69%</b>	15 15	Retail steel distributor/non-ferrous metal recycling	N/A N/A	Kent Garvin Dec 31 1995
63	<b>63</b>	<b>THARP'S CABINET CORP.</b> 1246 Denver Ave. Loveland, CO 80537 (970)667-7144/(970)635-2660	\$4,257,750 \$3,574,228 <b>19.12%</b>	45 40	Kitchen-cabinet manufacturing, bathroom vanities, entertainment cabinets and bookcases	info@tharpcabinets.com www.tharpcabinets.com	David Tharp/Don Fraley Dec 31 1971
57	<b>64</b>	<b>NEW HORIZONS TRAVEL</b> 300 E. Boardwalk Drive Fort Collins, CO 80525 (970)223-7400/(970)225-0538	\$25,625,000 \$21,618,000 <b>18.54%</b>	38 37	Full-service travel agency	dalec@travelnewhorizons.com www.travelnewhorizons.com	Dale Clarken Dec 31 1980
NR	<b>65</b>	<b>WARDS LANDSCAPE INC.</b> 9165 Nelson Road Longmont, CO 80503 (303)776-7991/(303)776-9033	\$4,500,000 \$3,800,000 <b>18.42%</b>	60 45	N/A	wardslandscape@McLeadUSA.net www.wardslandscape.com	Steve Ward Dec 31 1992
NR	<b>66</b>	<b>SIMPSON COMPANY, INC.</b> 4800 Innovation Drive Fort Collins, CO 80525 (970)282-0022/(970)282-0020	\$14,156,771 \$12,000,000 <b>17.97%</b>	55 55	Design & Installation and service of HVAC systems	briana@simpsonair.com www.simpsonair.com	Ronald Mahan Dec 31 1947
NR	<b>67</b>	<b>NORTHERN COLORADO SKYLIGHTS</b> 309 S Summitview, #13 Fort Collins, CO 80524 (970)493-8241/(970)493-2623	\$330,000 \$280,000 <b>17.86%</b>	3 2	N/A	gdhale@bverinet.com N/A	Gary Hale Dec 31 1996
NR	<b>68</b>	<b>MASTER HOME SOURCE CORP.</b> 1215 53rd Ave. Greeley, CO 80634 (970)352-4444/(970)352-4444	\$2,000,000 \$1,700,000 <b>17.65%</b>	1 1	N/A	N/A N/A	Jim Neufeld Dec 31 1993
18	<b>69</b>	<b>THE RIGHT MOVE INC.</b> 2649 E. Mulberry St., Unit #5 Fort Collins, CO 80524 (970)221-3377/(970)484-8111	\$2,700,000 \$2,300,000 <b>17.39%</b>	55 50	Full-service moving & storage services	info@rightmoveinc.com www.rightmoveinc.com	Laura Arbury/John DeFilippi Dec 31 1988
26	<b>70</b>	<b>AMERICAN PRIDE CO-OP</b> 55 W. Bromley Lane Brighton, CO 80601 (303)659-1230/(303)659-8719	\$60,602,854 \$51,681,082 <b>17.26%</b>	166 160	Farm supplies, lawn and garden products, fertilizer, ag. chemicals and petroleum	ampride@amnix.com www.ampride-coop.com	N/A Dec 31 1936
NR	<b>71</b>	<b>VISIBLE PRODUCTIONS</b> 201 Linden St., #301 Fort Collins, CO 80524-2459 (970)407-7240/(970)407-7248	\$1,709,300 \$1,458,000 <b>17.24%</b>	20 18	Software: 3-D modeling, 3-D model libraries, 3-D visualization services and biomedical illustration	VIP@visiblep.com www.visiblep.com	Paul Baker Dec 31 1996
21	<b>72</b>	<b>ENGINEERING COMPUTER CONSULTANTS INC.</b> 5832 S. College Ave., Suite C Fort Collins, CO 80525 (970)229-5888/(970)229-5895	\$5,368,000 \$4,600,000 <b>16.70%</b>	26 20	Computers and system integration, customization, database and workflow software development; , training and security assessments, HIPAA assessments	info@engcc.com www.engcc.com	Tim Reeser/Tony English Dec 31 1994
NR	<b>73</b>	<b>PIONEER PRESS OF GREELEY INC.</b> 2965 27th Ave. Greeley, CO 80631 (970)330-4800/(970)339-5107	\$3,500,000 \$3,000,000 <b>16.67%</b>	26 25	Commercial printing, desktop publishing, electronic digital services and specialty label printing	mbradley@pioneerpresscolorado.co www.pioneerpresscolorado.com	J. SoRelle Dec 31 1976
74	<b>74</b>	<b>MAGNOLIA RIVER MANUFACTURING CORP.</b> 601 Ninth St. Greeley, CO 80631 (970)352-2800/(970)352-2300	\$1,750,000 \$1,500,000 <b>16.67%</b>	15 16	Grocery-industry shelving products	N/A www.magnoliariver.com	James Emmett Dec 31 1991
38	<b>75</b>	<b>ENSIGN POWER SYSTEMS INC.</b> 330 N. Lincoln Ave. #205 Loveland, CO 80537-5679 (970)203-9255/(970)203-9322	\$1,752,413 \$1,503,801 <b>16.53%</b>	9 N/A	Custom power-supply design and manufacturing	sales@ensignpower.com www.ensignpower.com	Bill Harris Dec 31 1995

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List includes region-based companies that posted 2001 revenues of \$100,000 or more.  
List based on companies that responded to survey.  
Companies ranked first by percent change, second by number of local employees in 2001.  
N/A — Not available NR — Not previously ranked

SOURCE: BUSINESS REPORT SURVEY  
RESEARCHED BY SONOKO BAYES AND DAN FEIVSON



# FASTEST-GROWING PRIVATE COMPANIES Part IV

(Locally based, ranked by revenue growth)

Last year's rank	RANK	COMPANY Address Phone/Fax	REVENUES 2001 REVENUES 2000 PERCENT CHANGE	2001 EMPLOYEES LOCAL 2000 EMPLOYEES LOCAL	PRODUCTS	E-MAIL WEB SITE	PERSON IN CHARGE FISCAL YEAR END YEAR FOUNDED
NR	<b>76</b>	<b>FASTSIGNS</b> 2721 S. College Ave., Suite 1A Fort Collins, CO 80525-2199 (970)282-7446/(970)282-7447	\$422,326 \$362,620 <b>16.47%</b>	7 6	Computer generated vinyl signs & graphics of all kinds for business	301@fastsigns.com www.fastsigns.com	Randy Marshall Dec. 31 1997
29	<b>77</b>	<b>MINER AND MINER, CONSULTING ENGINEERS INC.</b> 4701 Royal Vista Circle Fort Collins, CO 80528 (970)223-1888/(970)223-5577	\$9,620,000 \$8,310,000 <b>15.76%</b>	96 90	AM/FM/GIS software for electrical, gas and water/wastewater utilities worldwide, software development and system implementation	info@miner.com www.miner.com	N/A Dec. 31 1946
53	<b>78</b>	<b>BRIAN'S MOVING &amp; STORAGE</b> 825 E. 11th St. Loveland, CO 80527 (970)669-3959/(970)663-0151	\$1,068,000 \$925,000 <b>15.46%</b>	30 25	Moving and storage services	briansmoving@yahoo.com www.allaboutloveland.com/profiles/b	Brian Crawford Dec. 31 1980
44	<b>79</b>	<b>SMI CREATIONS LTD.</b> 1801 Airway Ave. Fort Collins, CO 80524 (970)221-3533/(970)221-4604	\$1,000,000 \$866,177 <b>15.45%</b>	9 8	Custom mug decorating and glassware for retail and corporate purposes	smic@verinet.com www.smiccreations.com	Kirk Winkelmeyer Dec. 31 1970
NR	<b>80</b>	<b>LINCOLN PRINTING PLUS</b> 370 N. Third St. Laramie, WY 82072 (307)742-2022/(307)721-8130	\$300,000 \$260,000 <b>15.38%</b>	6 6	Offset printing and copies	lincoln@wyoming.com N/A	Mary Bower Dec. 31 1992
NR	<b>81</b>	<b>HOLSINGER DRYWALL INC.</b> 1312 Blue Spruce, #6 Fort Collins, CO 80524 (970)498-9080/(970)498-9083	\$3,100,000 \$2,700,000 <b>14.81%</b>	32 27	N/A	N/A N/A	Patrick Hess Dec. 31 1983
NR	<b>82</b>	<b>RICHMOND ASSOCIATES ARCHITECTS/RESIDENTIAL TECHNOLOGIES INC.</b> 420 W. Oak St. Fort Collins, CO 80521 (970)224-3140/(970)224-5987	\$325,000 \$285,000 <b>14.04%</b>	4 3	Architectural services	doa@richmondassociates.com www.RichmondAssociates.com	Donald Richmond Dec. 31 1986
17	<b>83</b>	<b>ST. VRAIN MANUFACTURING</b> 1821 Boston Ave. Longmont, CO 80501 (303)702-1529/(303)702-1534	\$1,365,000 \$1,200,000 <b>13.75%</b>	18 8	Prototype and short-run production precision machining	N/A N/A	Bob Bergstrom Dec. 31 1995
NR	<b>84</b>	<b>AALL ELECTRIC CONTRACTORS INC.</b> 2379 West 8th Ave. Loveland, CO 80537 (970)593-9800/(970)593-0384	\$31,386,840 \$27,594,253 <b>13.74%</b>	375 350	N/A	rdaniels@aallelectric.com www.aallelectric.com	Debra McFadden Dec. 31 1993
NR	<b>85</b>	<b>PTARMIGAN COUNTRY CLUB</b> 5412 Vardon Way Fort Collins, CO 80525 (970)226-8555/(970)226-2836	\$2,500,000 \$2,200,000 <b>13.64%</b>	95 85	Full-service country club, restaurant/banquet facilities, driving range, practice green, chipping area	info@ptarmigancountryclub.com www.ptarmigancountryclub.com	Steve Battistl Dec. 31 1988
22	<b>86</b>	<b>EXODUS MOVING &amp; STORAGE</b> 113 Hickory St. Fort Collins, CO 80524 (970)472-8988/(970)484-4388	\$1,482,000 \$1,310,000 <b>13.13%</b>	34 26	Moving & packing, storage in climate-control warehouse, boxes-new used, plastic box rental	movers@exodusmoving.com www.exodusmoving.com	Ilan Levy Dec. 31 1996
37	<b>87</b>	<b>LITTLE GUYS MOVERS</b> 1324 N. College Ave. Fort Collins, CO 80524 (970)416-9800/(970)416-9801	\$2,600,000 \$2,300,000 <b>13.04%</b>	100 80	Moving & packing services, retail store	lgmsfc@verinet.com www.littleguys.com	Matt Whetstone Dec. 31 1992
NR	<b>88</b>	<b>ROCHE CONSTRUCTORS INC.</b> P.O. Box 1727 Greeley, CO 80632 (970)356-3611/(970)356-3619	\$132,592,000 \$117,492,000 <b>12.85%</b>	145 145	General contracting and construction	troche@rocheconstructors.com www.rocheconstructors.com	Thomas Roche Dec. 31 1971
NR	<b>89</b>	<b>HALLADAY MOTORS INC.</b> 2100 Westland Road Cheyenne, WY 82001 (307)634-1511/(307)778-7491	\$47,563,433 \$42,596,680 <b>11.66%</b>	81 90	New and used vehicle sales, parts and accessories, paint and collision repair	www.halladaymotors.com	Timothy Joannides Dec. 31 1944
78	<b>90</b>	<b>HENSEL PHELPS CONSTRUCTION CO.</b> 420 Sixth Ave. Greeley, CO 80631 (970)352-6565/(970)346-7277	\$1,587,509,000 \$1,426,717,000 <b>11.27%</b>	594 594	General contracting and construction	N/A www.henselphelps.com	Jerry Morgensen Dec. 31 1937
NR	<b>91</b>	<b>PRATT PROPERTIES LP</b> 2101 Ken Pratt Blvd., Suite 200 Longmont, CO 80501 (303)776-4496/(303)776-4946	\$43,100,000 \$38,900,000 <b>10.80%</b>	25 376	Design/build, own & operate high-tech real estate & commercial development	general@prattprop.com www.prattprop.com	Susan Pratt Dec. 31 1912
42	<b>92</b>	<b>MBI CORP.</b> 2537 Research Blvd Fort Collins, CO 80525 (970)482-6244/(970)482-8336	\$13,600,000 \$12,300,000 <b>10.57%</b>	20 25	Design-build and commercial construction	raju@mbi.com www.mbi.com	Raju Jairam Dec. 31 1987
NR	<b>93</b>	<b>GALLEGOS SANITATION INC.</b> 1104 W. Vine Drive Fort Collins, CO 80521 (970)484-5556/(970)484-0662	\$6,300,000 \$5,700,000 <b>10.53%</b>	86 78	Waste disposal & recycling	N/A N/A	Matt Gallegos Dec. 31 1959
NR	<b>94</b>	<b>A P W WYOTT</b> 1938 Wyatt Drive Cheyenne, WY 82007 (307)634-5801/(307)637-8071	\$21,500,000 \$19,500,000 <b>10.26%</b>	140 140	Food-service equipment, government contracts, industrial self-leveling equipment	N/A www.apwwyott.com	James Humphrey Dec. 31 1938
NR	<b>95</b>	<b>AVOCET COMMUNICATIONS</b> 1375 Ken Pratt Blvd., Suite A Longmont, CO 80501 (303)678-7102/(303)678-7109	\$4,940,000 \$4,511,000 <b>9.51%</b>	8 N/A	Advertising, marketing	lori@avocetcommunications.com www.avocetcommunications.com	Lori Sutorius-Jones Dec. 31 1987
NR	<b>96</b>	<b>LONGVIEW GLASS</b> 105 A 3rd Ave. Longmont, CO 80501 (303)776-7766/(303)678-0145	\$925,000 \$850,000 <b>8.82%</b>	8 7	N/A	1glass2@qwest.net N/A	Chris Tidwell, Secretary Dec. 31 2000
NR	<b>97</b>	<b>FORT COLLINS PULSE AND FITNESS CENTER INC.</b> 2555 S. Shields St. Fort Collins, CO 80526 (970)490-1300/(970)490-1025	\$2,500,000 \$2,300,000 <b>8.70%</b>	104 84	Full-service health club: indoor lap pool, indoor running track, weight room, basketball, aerobics, spinning, Body Pump, senior program, youth/young adult fitness club, swim lessons	fpulse@aol.com www.ftcollinspulse.com	David Huber 1978
NR	<b>98</b>	<b>STAR PRECISION INC.</b> 7300 Miller Drive Longmont, CO 80504 (970)535-4795/(970)535-0780	\$13,100,000 \$12,100,000 <b>8.26%</b>	138 112	Sheet metal fabrication	N/A N/A	Mark Hayes N/A 1998
NR	<b>99</b>	<b>THE ENGINEERING CO.</b> 2310 E. Prospect Road, Suite B Fort Collins, CO 80525 (970)484-7477/(970)484-7488	\$3,301,000 \$3,060,000 <b>7.88%</b>	38 30	Complete civil-engineering services, including water, wastewater, drainage, roads and GIS	wmesloh@tec-engrs.com www.tec-engrs.com	Warren Mesloh Dec. 31 1985
NR	<b>100</b>	<b>BOARDWALK BUILDERS OF NORTHERN COLOARDO INC.</b> 1246 51st Ave. Greeley, CO 80634 (970)351-7596/(970)351-7596	\$750,000 \$700,000 <b>7.14%</b>	1 1	N/A	brdwlkldr@aol.com N/A	Ronald Randolph Dec. 31 1991

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List based on companies that responded to survey.

Companies ranked first by percent change, second by number of local employees in 2001.

N/A — Not available

NR — Not previously ranked

SOURCE: BUSINESS REPORT SURVEY  
RESEARCHED BY SONOKO BAYES AND DAN FEIVESON



# LARGEST PRIVATELY HELD COMPANIES

(Locally based, ranked by revenues)

Last year's rank	RANK	COMPANY Address Phone/Fax	REVENUES 2001 REVENUES 2000 PERCENT CHANGE	2001 EMPLOYEES LOCAL 2000 EMPLOYEES LOCAL	PRODUCTS	E-MAIL WEB SITE	PERSON IN CHARGE FISCAL YEAR END YEAR FOUNDED
	1	<b>HENSEL PHELPS CONSTRUCTION CO.</b> 420 Sixth Ave. Greeley, CO 80631 (970)352-6565/(970)346-7277	<b>\$1,587,509,000</b> \$1,426,717,000 11.27%	594 594	General contracting and construction	N/A www.henselphelps.com	Jerry Morgensen Dec. 31 1937
	2	<b>THE NEENAN CO.</b> 2620 E. Prospect Road Fort Collins, CO 80525 (970)493-8747/(970)493-5869	<b>\$197,990,961</b> \$121,446,986 63.03%	365 214	An integrated services firm providing development, architecture and construction	info@neenan.com www.neenan.com	David Neenan Dec. 31 1966
	3	<b>TACO JOHN'S INTERNATIONAL INC.</b> 808 W. 20th St. Cheyenne, WY 82001 (307)635-0101/(307)638-0603	<b>\$194,000,000</b> \$191,000,000 1.57%	350 350	Licenses & operates quick-service Mexican restaurants	email@tacojohns.com www.tacojohns.com	P. FisherKeller Dec. 31 1969
NR	4	<b>CASE LOGIC INC.</b> 6303 Dry Creek Parkway Longmont, CO 80503 (303)652-1000/(303)652-1093	<b>\$160,000,000</b> \$150,000,000 6.67%	180 N/A	Manufactures portable & home storage for CDs & cassettes	N/A www.casellogic.com	Peter Storz N/A 1984
NR	5	<b>LONGMONT UNITED HOSPITAL</b> 1950 Mountain View Ave. Longmont, CO 80501 (303)651-5111/(303)678-4050	<b>\$139,049,481</b> \$112,033,051 24.11%	1,200 N/A	Hospital	N/A www.luhonline.org	Mitchell C. Carson Dec. 31 1959
5	6	<b>ROCHE CONSTRUCTORS INC.</b> P.O. Box 1727 Greeley, CO 80632 (970)356-3611/(970)356-3619	<b>\$132,592,000</b> \$117,492,000 12.85%	145 145	General contracting and construction	troche@rocheconstructors.com www.rocheconstructors.com	Thomas Roche Dec. 31 1971
NR	7	<b>MARKLEY MOTORS INC.</b> 3401 S. College Ave. Fort Collins, CO 80525 (800)925-3168/(970)282-6825	<b>\$101,652,000</b> \$97,686,000 4.06%	189 189	Automobile sales	mmiauto@aol.com www.markleymotors.com	Douglas E. Markley Dec. 31 1936
NR	8	<b>AGLAND INC.</b> 260 Factory Road Eaton, CO 80615 (970)454-3391/(970)454-2144	<b>\$96,000,000</b> \$75,700,000 26.82%	250 250	Inputs, chemicals, feed, tires, petroleum, hardware, Red Bird pinto beans	N/A www.aglandinc.com	Ted Svitavsky/Mark Reinert June 30 1905
9	9	<b>GARNSEY &amp; WHEELER FORD</b> 4901 29th St. Greeley, CO 80634 (970)506-3600/(970)506-3686	<b>\$82,293,000</b> \$57,000,000 44.37%	133 124	Automotive retail	gwford@gwford.com www.gwford.com	Tim Brynteson Dec. 31 1922
12	10	<b>GOLDEN TRIANGLE CONSTRUCTION CO.</b> 700 Weaver Park Road Longmont, CO 80501 (303)772-4051/(303)776-6525	<b>\$67,059,000</b> \$51,048,000 31.36%	90 80	General contracting, office retail and office construction	blaartz@gtc1.net www.gtc1.net	Jeff Nading Dec. 31 1977
NR	11	<b>CENTENNIAL BANK HOLDINGS</b> 4650 Royal Vista Circle Fort Collins, CO 80528-9370 (970)266-0505/(970)225-9045	<b>\$61,736,000</b> \$46,893,000 31.65%	192 130	N/A	N/A www.centennialbanks.com	Bill Farr/Gary Butler Dec. 31 1993
11	12	<b>AMERICAN PRIDE CO-OP</b> 55 W. Bromley Lane Brighton, CO 80601 (303)659-1230/(303)659-8719	<b>\$60,602,854</b> \$51,681,082 17.26%	166 160	Farm supplies, lawn and garden products, fertilizer, ag. chemicals and petroleum	ampride@amnix.com www.ampride-coop.com	N/A Dec. 31 1936
8	13	<b>PEDERSEN TOYOTA/PEDERSEN VOLVO</b> 4455 S. College Ave./4455 S. Mason St. Fort Collins, CO 80525 (970)223-3100/(970)223-3651	<b>\$58,028,308</b> \$59,353,361 -2.23%	101 106	Toyota, Volvo, sales, leasing, retail and service, parts and collision repair	pedersenautos@salesenhancer.com www.pedersenautoplaza.com	Gerry Pedersen Dec. 31 1972
NR	14	<b>WESTERN UNITED ELECTRIC SUPPLY CORP.</b> 100 Bromely Business Parkway Brighton, CO 80603 (303)659-2356/(303)659-8598	<b>\$55,500,000</b> \$53,100,000 4.50%	24 24	Electric utility distributor	N/A N/A	Ronald L. Schott June 30 1976
NR	15	<b>HALLADAY MOTORS INC.</b> 2100 Westland Road Cheyenne, WY 82001 (307)634-1511/(307)778-7491	<b>\$47,563,433</b> \$42,596,680 11.66%	81 90	New and used vehicle sales, parts and accessories, paint and collision repair	www.halladaymotors.com	Timothy Joannides Dec. 31 1944
NR	16	<b>GENESEE CO. LLC</b> 4821 Wheaton Drive, Suite 200 Fort Collins, CO 80525 (970)223-2142/(970)223-2148	<b>\$44,000,000</b> \$30,000,000 46.67%	25 25	Home builders	N/A N/A	Rudy Hansch Dec. 31 1979
15	17	<b>PRATT PROPERTIES LP</b> 2101 Ken Pratt Blvd., Suite 200 Longmont, CO 80501 (303)776-4496/(303)776-4946	<b>\$43,100,000</b> \$38,900,000 10.80%	25 376	Design/build, own & operate high-tech real estate & commercial development	general@prattprop.com www.prattprop.com	Susan Pratt Dec. 31 1912
16	18	<b>WOODLEY'S FINE FURNITURE INC.</b> 320 S. Sunset St. Longmont, CO 80501 (303)651-3701/(303)651-0686	<b>\$36,000,000</b> \$36,000,000 0.00%	200 200	Furniture manufacturing and retail	N/A www.woodleys.com	Patrick Woodley Dec. 31 1979
10	19	<b>ALLIANCE CONSTRUCTION SOLUTIONS LLC</b> 2725 Rocky Mountain Ave., Suite 100 Loveland, CO 80538 (970)663-9700/(970)663-9750	<b>\$35,000,000</b> \$38,000,000 -7.89%	100 100	General contractor/construction manager	info@allianceconstruction.com www.allianceconstruction.com	Clayton A. Schwerin Dec. 31 1982
NR	20	<b>AALL ELECTRIC CONTRACTORS INC.</b> 2379 West 8th Ave. Loveland, CO 80537 (970)593-9800/(970)593-0384	<b>\$31,386,840</b> \$27,594,253 13.74%	375 350	N/A	rdaniels@aallelectric.com www.aallelectric.com	Debra McFadden Dec. 31 1993
19	21	<b>LEHMAN COMMUNICATIONS CORP.</b> 350 Terry St. Longmont, CO 80501 (303)776-2244/(303)776-9271	<b>\$30,708,000</b> \$30,330,300 1.25%	301 N/A	Newspaper publishing & printing; commercial printing	N/A www.longmontfyi.com	Edward Lehman/Dean Lehman Dec. 31 1957
NR	22	<b>LIFESTYLE HOMES INC.</b> 920 54th Ave., Suite 200 Greeley, CO 80634 (970)353-1331/(970)353-0811	<b>\$30,000,000</b> \$24,500,000 22.45%	30 14	Real estate development, home builders	jwalden@lifestylehomes.com www.lifestylehomes.com	David Clarkson Dec. 31 1984
NR	23	<b>KEM HOMES INC.</b> 3000 S. College Ave. Fort Collins, CO 80522 (970)223-4900/(970)223-4901	<b>\$30,000,000</b> \$20,000,000 50.00%	14 14	Residential housing	Quality@kemhomes.com www.kemhomes.com	Cindy O'Neil Dec. 31 1974
NR	24	<b>DRAHOTA CONSTRUCTION CO.</b> 4700 Innovation Drive, Building C Fort Collins, CO 80525 (970)204-0100/(970)204-0200	<b>\$29,000,000</b> \$22,000,000 31.82%	55 40	Full-service general construction company	terryd@drahotaconstruction.com www.drahotaconstruction.com	Terry Drahota Dec. 31 1973
NR	25	<b>SUN CONSTRUCTION &amp; DESIGN SERVICES INC.</b> 1232 Boston Ave. Longmont, CO 80501 (303)444-4780/(303)444-6774	<b>\$28,500,000</b> \$22,500,000 26.67%	170 120	General contractor, design build, tenant finish, clean rooms, shielded rooms and metal buildings	andyw@sunconst.com www.sunconst.com	Andy Welch Dec. 31 1985

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N/A — Not available  
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SOURCE: BUSINESS REPORT SURVEY  
RESEARCHED BY SONOKO BAYES



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**ANLANCE,** from 2B

Anlance provided a plan and a package for how to deal with the situation and get things back to normal.

"People at the office were literally cracking under the pressure," Wilson said. Once the bodyguards were in the office, Wilson introduced them to one jittery woman. After she talked to them, she said they were two of the biggest thugs she'd ever seen in her life, but added they were gentlemen and she felt much better, he said.

"We give people the space to regain their balance and control of their life," he said.

Even though the troubled executive resigned, Wilson said he believed the man made three attempts to approach the promoted executive in the two weeks following. Anlance was on the job for about six weeks until the tension was resolved.

"You never know in these situations," he said. "Having all of the tools — from an intelligence context, a technical context and a firearms or weapons context — gives us a wider range of use-of-force options."

**9-11 raised awareness**

The September terrorist attacks made some people want to re-evaluate their security, but not as many people as Wilson expected, he said.

"I think people think it's a national issue, not a personal issue," he said. "Most of us are safe because we're lucky. Security does take effort and it takes a lot of discipline."

Anlance saw a 20 percent increase in revenues from clients taking another look at security and increasing services, he said.

Clients praise him for his professionalism and service.

Mary Starkey owns the Starkey International Institute for Household Management Inc. of Denver, which trains butlers. Wilson teaches a course on protecting the home and setting up a security system. Wilson also used his handwriting expertise to help Starkey deduce who was stealing things from the mansion where the institute is located, she said.

"Barry has a unique blend of intuition and technical knowledge about security and people," she said. "He has used all those ingredients to create a flourishing business."

John Canzonieri, vice president of StarFire Enterprises Inc., was impressed at how Anlance protected former Vice President Dan Quayle when he visited several years ago.

"(People) couldn't tell the difference between Anlance and the Secret Service," he said. "That's remarkable."

The company is very resourceful, both in terms of finding personnel and having the latest in security equipment.

"You name it — if you've seen it on the high-profile movies — he's got it," Canzonieri said. "It's amazing."

Wilson, too, is amazed at his company's growth in 2001. Previously, the company's revenues had been doubling annually.

"Last year was a really extraordinary year," he said.

**FLINT,** from 6B

and run with them."

Convincing subcontractors of that can be one of a general contractor's biggest challenges, VanSoest said. "You have to persuade them the easiest way isn't the way it's going to be done here," he said.

Growth presents another challenge for contractors, VanSoest said. "A lot of times you have a good relationship with certain subs and when you start to outgrow their capabilities you have to add more subs or convince them to grow with you," he said. "By adding their competitors into their stable it can create con-

flicts. You don't want people to take it personally. It's just business — it's what you have to do."

In the future, VanSoest sees Flint Quality Contractors moving more into commercial construction. "With commercial you don't deal with the emotional turmoil -- like the panicked housewife who's up all night worrying because the bathroom came out the wrong color."

VanSoest said his business's growth has paralleled growth in the region. "The business climate around the Front Range is still real positive and I'm speculating that we'll see continued growth," he said. "I've always had a hard time saying no to any work that comes in the door. Because of that, I'm forced to grow."

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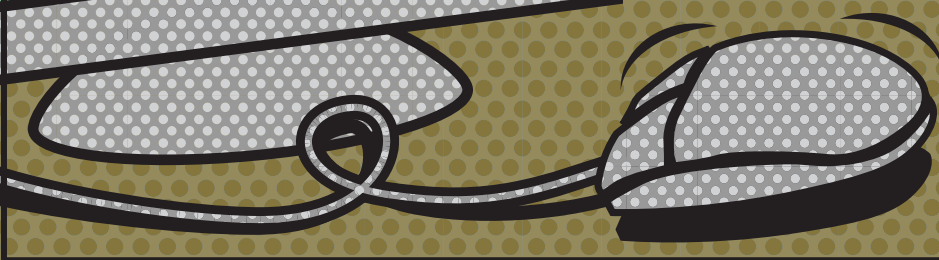
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## DataJoe Saves the Day...

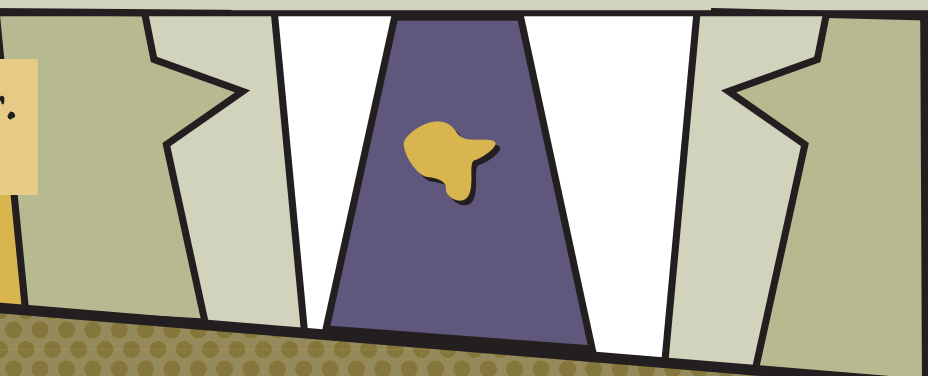


I was reaching for a napkin to wipe the mustard from my tie when the door flew open. It was Hal. I could tell he was in trouble. "I'm in trouble, DataJoe. I've gotta get some info." Turned out he needed some news stories from a few years back to find a guy named Left-foot Len.



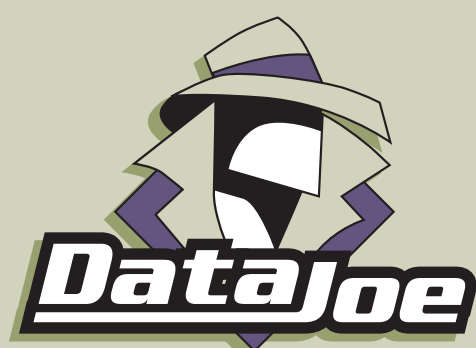
They weren't hard to find. Len was there, and his picture was all over them. Hal was pleased. He tossed me an envelope. "Here ya go, DataJoe. The info is worth the price."

"And by the way," he continued as he headed for the door. "You've got mustard on your tie."



Looking for someone? Just ask DataJoe. Hire him by the day, month, or year at [www.datajoe.ncbr.com](http://www.datajoe.ncbr.com).


Tell him Hal sent you, but don't mention the mustard.



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