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2006 HOT 100 The fastest-growing new businesses in America

2006 Hot 100 - Displaying 61-80

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61 **Sourcery - New York City, NY**
<http://www.sourceryonline.com>
 Product design and global sourcing
Founder(s): Scott Milstein, Noah Ross
Began: 2002
2005 Sales: \$8.1M
Initial Investment: \$300K
Success Secret: Hire the right people--people who recognize the constraints of a small business, yet are determined, persistent and focused enough to overcome them.

62 **Millenium Staffing & Management Svcs. - Las Vegas, NV**
<http://www.milleniumstaff.com>
 Temporary staffing, direct-hire placements and executive recruiting
Founder(s): Donna Lattanzio, Jennifer DeHaven
Began: 2001
2005 Sales: \$10.1M
Initial Investment: \$30K
Success Secret: The golden rule is our No. 1 principle. We treat all with dignity and respect. Deliver what you promise. It grows trust, loyalty and respect--a great formula for building an excellent reputation within your industry.

63 **Zone Mechanical - Alsip, IL**
<http://www.zonemechanical.com>
 Refrigeration and HVAC contractor
Founder(s): Daniel Palubiak, Frank Petrosino
Began: 2001
2005 Sales: \$11.6M
Initial Investment: \$175K
Success Secret: Treat people fairly.

64 **Direct Agents Inc. - New York City, NY**
<http://www.directagents.com>
 Internet advertising agency
Founder(s): Dinesh Boaz, Josh Boaz
Began: 2003
2005 Sales: \$6.9M
Initial Investment: \$50K
Success Secret: Nothing ever comes easily. You have to take risks and work twice as hard to get what you want.

65 **Diaz Produce - Forest Park, GA**
 Produce wholesaler
Founder(s): Jorge Antona, Mike Jardina, Rene Diaz
Began: 2003
2005 Sales: \$7.2M
Initial Investment: \$75K
Success Secret: Stick to what you're good at!

66 **TekPartners - Coral Springs, FL**
<http://www.tekpartners.com>
 IT services
Founder(s): Harris Katz, Vito Scutero, Jerald Sowell

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Began: 2002

2005 Sales: \$8.99M

Initial Investment: \$100K

Success Secret: Empower, motivate and reward your employees daily, weekly, monthly and yearly. Loyal and motivated employees will help a company reach new heights.

67 **Equity Consultants LLC - Richfield, OH**
<http://www.equityconsultants.com>

Mortgage company

Founder(s): Goran Marich, Ryko Marich

Began: 2002

2005 Sales: \$8.4M

Initial Investment: \$75K

Success Secret: Think BIG! The only limits to your success are those you place on yourself. Set high standards, and you will grow into your expectations.

68 **Zag - Santa Monica, CA**
<http://www.zag.com>

Online automotive retailer

Founder(s): Scott Painter, Tom Taira, Greg Brogger, Robert Buce, Oded Noy, Jim Nguyen, Nick Pernbald, Jim Berger, Galia Linn, Michelle Koch, Adam Fell

Began: 2004

2005 Sales: \$2.8M

Initial Investment: \$32M

Success Secret: Raise enough cash to think big, and never let any one shareholder, including you, gain enough control to determine the outcome.

69 **Talisman International LLC - Washington, DC**
<http://www.talisman-intl.com>

Consulting practice specializing in information security, and litigation and regulatory assistance

Founder(s): Michael J. Hutsell, Arthur J. Wacaster, Thomas H. Heitman, Hugh L. Thompson Jr., John A. Olshinski, O. Niel Skousen

Began: 2002

2005 Sales: \$8.5M

Initial Investment: \$79K

Success Secret: Only accept work in areas where we are well-qualified, and always do high-quality work.

70 **Dynamic IT Solutions - Eden Prairie, MN**
<http://www.dynamicits.com>

Computer reseller

Founder(s): Dan Westin, Dave Van der Heide, Chris Thommes

Began: 2004

2005 Sales: \$2.7M

Initial Investment: \$290K

Success Secret: You will miss 100 percent of the shots you never take.

71 **Atlas Mortgage Services - Salinas, CA**
<http://www.atlasmortgageservices.com>

Mortgage brokerage

Founder(s): Robert Fernandez

Began: 2003

2005 Sales: \$5.2M

Initial Investment: \$100K

Success Secret: People. From clients to the receptionist to the top producing agent, everyone's role is vital to the success of the company.

72 **Eurostar International Corp. - Doral, FL**
<http://www.eurostarcorp.com>

Wholesaler of cellular phones

Founder(s): Ana Cardoso, Antonio Brites

Began: 2001

2005 Sales: \$10.2M

Initial Investment: \$8K

Success Secret: Do not lose control over your business, regardless of how much you grow.

73 **MX Logic Inc. - Englewood, CO**
<http://www.mxlogic.com>

E-mail defense solutions for businesses

Founder(s): John Street, Scott Chasin, Michael Lipfield

Began: 2002

2005 Sales: \$7.9M

Initial Investment: \$26M

Success Secret: Approach your business from the perspective that there's a lot you don't know. Great opportunities can be missed when you believe you know everything.

74 **BlueLine Equipment - Prescott, AZ**
<http://www.bluelineequip.com>

Manufacturer of cleaning equipment

Founder(s): Thom Fielding, Mark Loftin

Began: 2001

2005 Sales: \$9.1M

Initial Investment: \$250K

Success Secret: Providing outstanding customer service and support

75 **EnerNOC Inc. - Boston, MA**
<http://www.enernoc.com>

Demand response and energy management solutions

Founder(s): Tim Healy, David Brewster

Began: 2001

2005 Sales: \$10.4M

Initial Investment: \$10.4M

Success Secret: Don't look back. Look ahead at the opportunities down the road, and spend less time agonizing over yesterday's wrong turns.

76 **Techlink Northwest - Bellevue, WA**
<http://www.techlinknw.com>

Technical staffing

Founder(s): Donn Harvey, Debra Harvey

Began: 2001

2005 Sales: \$8.3M

Initial Investment: \$40K

Success Secret: Hire great people, get great advice, and answer the phone.

77 **Crown Partners LLC - Dayton, OH**
<http://www.crownpartners.com>

Software, consulting and systems integration for the content management industry

Founder(s): Richard Hearn, Dave Bennett, Mark Kennedy

Began: 2001

2005 Sales: \$9.4M

Initial Investment: \$6K

Success Secret: Superior clients and attracting and retaining superior employees

78 **Enginuity LLC - Mechanicsburg, PA**
<http://www.enginuity-lcc.com>

Industrial and commercial mechanical contracting and services

Founder(s): Jim Mooney, Jim Elash, Jeff Winterborne

Began: 2002

2005 Sales: \$5.92M

Initial Investment: \$300K

Success Secret: A good friend asked me, "When you are 60, will you regret not knowing if you could have built a successful company?" My answer was yes. The rest is history.

79 **Delivery Agent Inc. - San Francisco, CA**
<http://www.deliveryagent.com>

Sales of products seen on TV and movies

Founder(s): Mike Fitzsimmons

Began: 2002

2005 Sales: \$6.1M

Initial Investment: \$5.5M

Success Secret: You can't get a hit from the dugout.

80 **Motive Advertising - Stateline, NV**
<http://www.motiveadvertising.com>

Advertising agency

Founder(s): Brendan Jevon Smith, Colin Johnson

Began: 2003

2005 Sales: \$4.5M

Initial Investment: \$0


Success Secret: Believe in yourself, and listen to your gut. Be proactive in all aspects of your business, but give employees latitude to make an impact.

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