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Discover the fastest growing
companies on the Private 100 List

NH's Top 100 Private Companies

Compiled by Matthew J. Mowry

There's a new top dog on the Private 100 List. The number one slot, which for years belonged to CCA Global Partners in Manchester, has been taken over by C&S Wholesale Grocers. The multi-billion-dollar corporate giant moved its headquarters from Vermont to Keene in 2004.

They are not the only ones making their debut on the list of NH's Top 100 Private Companies. Eleven companies are new to the list this year. So what is the Top 100? Each year, *Business NH Magazine* surveys hundreds of

privately held companies across the state, requesting gross sales figures for the past three fiscal years. Companies are ranked by 2005 sales. We also rank their average growth over the course of three years and profile the five fastest growing companies (see page 16).

What does the Top 100 list reveal? Well, for starters, that companies are indeed moving from economic recovery to growing—82 percent of the companies on the list experienced sales growth over three years and 54 percent indicated they plan to expand this year. Of the 18 that saw a decline in sales, 10 are in the au-

tomotive industry and three are in the construction industry. Of the 20 fastest growing companies on the list, seven are technology related and six are manufacturers. The rising fortunes of companies are also evident in the cut-off mark for the list. In the past, companies needed \$10 million in sales to make the list. This year, companies rounding out the list reported sales in the \$15 million range.

Who are the Top 100? The majority, 34 percent, are in manufacturing or high tech, and 33 percent in retail or wholesale. The youngest companies were started in 2000 while eight companies are more than 100 years old.

New Hampshire's Top 100 Private Companies

2006 Rank	2005 Rank	Company Name Address	Top Executive	Web Site Phone Number Year Founded	Employees Full-Time Total/ NH/Part-Time or Temp.	Growth Rate Rank	Product/Service
\$1 Billion+ in Sales							
1	—	C&S Wholesale Grocers Inc. 7 Corporate Drive, Keene, NH 03431	Rick Cohen, chairman and CEO	www.cswg.com 603-354-7000 • 1918	DND	30	Distribution services to grocery chains/independent stores
2	1	CCA Global Partners Inc. 670 North Commercial St., Manchester, NH 03101	Howard Brodsky and Alan Greenberg, co-founders/ chairmen/CEO	www.ccaglobal.com 603-626-0333 or 800-450-7595 • 1984	401/88/15	45	Marketing, management and buying services to 3,600 independent retailers
\$226-\$400 Million in Sales							
3	2	Berlin City Dealerships 485 Main St., Gorham, NH 03581	Daniel Dagesse, president	www.berlincity.com 603-752-6644 • 1981	383/137/97	50	Automotive sales, parts, and service
4	3	Autofair Automotive Group 1477 South Willow St., Manchester, NH 03103	Dan Prior, chairman and CEO	www.autofair.com 603-634-1000 • 1991	372/370/41	61	Automotive sales and service
5	4	MARKEM Corporation+ 150 Congress St., Keene, NH 03431	Jim Putnam, president	www.markem.com 800-258-5356 • 1911	1,180/566/41	38	Package identification solutions/services
6	5	Associated Grocers of New England Inc. 11 Cooperative Way, Pembroke, NH 03275	Michael C. Bourgoine, CEO	www.agne.com 603-223-5302 • 1946	357/303/201	66	Wholesale food distribution
\$151-\$225 Million in Sales							
7	8	Hitchiner Manufacturing Co. Inc. 117 Old Wilton Road, Milford, NH 03055	Terence D. Rose, president	www.hitchiner.com 603-673-1100 • 1946	2,842/987/0	63	Castings and assemblies
8	7	Grappone Automotive Group 506 State Route 3A, Bow, NH 03304	Larry K. Haynes, president and CEO	www.grappone.com 603-224-2501 • 1924	282/282/27	N/A	Automotive sales and service
\$101-\$150 Million in Sales							
9	10	Pro Con Inc. 1359 Hooksett Road, Hooksett, NH 03108	Mark Stebbins, CEO	www.proconinc.com 603-623-8811 • 1935	180/180/0	55	Design and construction management
10	11	Toyota of Nashua 10 Marmon Drive, Nashua, NH 03060	W.J. Piekarski, president	www.toyotaofnashua.com 603-891-5952 • 1967	219/165/19	68	Automotive sales and service
11	18	Harvey Construction Corporation 10 Harvey Road, Bedford, NH 03110	John Zahr, president	www.harveyconstruction.com 603-624-4600 • 1992	85/85/0	10	Construction management, general contracting
12	9	Merchants Automotive Group Inc. 1278 Hooksett Road, Hooksett, NH 03106	Phil Ryan, CEO	www.merchantsauto.com 603-695-9248 • 1962	172/172/51	67	Automotive/trucks sales, leasing and service
13	34	LaValley Building Supply Inc.* 351 Sunapee St., Newport, NH 03773	Lawrence Huot, president	www.lavalleys.com 603-863-1050 • 1962	418/358/0	56	Retail building materials
14	12	The Granite Group Wholesalers 6 Storrs St., Concord, NH 03301	P. Kevin Condron, chairman	www.thegranitegroup.com 603-224-1901 • 1998	350/225/0	41	Wholesale distributor of plumbing/heating supplies
15	15	McDevitt Trucks Inc. 1 Mack Ave., Manchester, NH 03103	John J. McDevitt Jr., CEO	www.mctrucks.com 603-668-1700 • 1974	205/127/5	34	Heavy duty trucks sales, service, and parts
16	17	Direct Capital Corporation 155 Commerce Way, Portsmouth, NH 03801	James P. Broom, CEO	www.directcapital.com 603-433-9476 • 1993	227/198/4	11	Lease/loan products for capital equipment and property
17	13	Dobles Chevrolet Buick Inc. 1250 South Willow St., Manchester, NH 03103	Gerard J. Montembeault, president	www.dobles.com 603-669-2450 • 1955	150/150/30	N/A	Automotive sales, parts and service
18	14	MacMulkin Chevrolet-Cadillac 3 Marmon Drive, Nashua, NH 03060	Bernard J. Thompson Sr., president	www.thompsonauto.net 603-888-1121 • 1958	126/111/2	77	Automotive sales, parts and service