

# NH's Top 100 Private Companies

BY MATTHEW J. MOWRY

It's been an eventful year for NH's Top 100 Private Companies. While recent headlines about the housing market are glum, the past three years have been relatively good for NH's construction companies. Of the 20 fastest growing companies on this year's list, seven are construction companies, including four in the top 10 (Trumbull-Nelson Construction Co. in Hanover, Conneston Construction in Gilford, Eckman Construction in Bedford, and Harvey Construction Corporation in Bedford).

Seventy-eight companies on the Top 100 List reported revenue growth over three years. Retail and wholesale businesses make up 34 percent, including 18 car, truck and motorcycle dealerships. Half of those dealerships reported flat or declining sales. Of the 16 other retail and wholesale operations on the list, only four reported flat or declining revenues. There are 29 technology and manufacturing companies on the list (three of which reported a drop in revenues) and 20 construction companies (six

of which saw revenues drop). Despite the roller coaster ride the stock market is in and concerns about a housing market bust, companies seem to be cautiously optimistic about the future. Of the Top 100 companies, 48 percent are planning to grow this year.

Dartmouth Printing Company, celebrating its 164th anniversary, is the oldest company on the list, while fast-growing companies Cedar Point Communications is the youngest at seven years. The Monadnock Region is home to the largest and smallest companies on the Private 100—C&S Wholesale Grocers in Keene has 15,700 employees while Seppala Construction in Rindge has 20. Fifteen companies made their debut on the Private 100 list this year.

This year's list is not only notable for the companies on it, but also for those missing from it. EqualLogic, Inc. in Nashua, which made its debut on the Private 100 list in 2006 as the fastest growing company, announced in August it filed for a proposed initial public offering with the U.S. Securities and Exchange

Commission. EqualLogic provides storage area network products for businesses.

GT Solar in Merrimack, the third fastest growing company on the Private 100 list in 2006, filed with the SEC in April to raise up to \$200 million in an initial public offering, according to published reports. The company manufactures equipment used to produce photovoltaic cells. Also in April, public company Teledyne Technologies Inc. acquired D.G. O'Brien Inc. in Seabrook, which ranked 83rd on the Private 100 in 2006 and was the third fastest growing company in 2003. It now operates as Teledyne D.G. O'Brien. MARKEM Corporation in Keene, which ranked fifth on the list last year, was acquired by publicly traded Dover Corp. Companies are ranked by gross revenue for 2006. Companies also report revenue for the previous two years and are ranked by their average three-year growth rate. Turn to page 14 to read profiles of the five fastest growing companies on the Private 100. ■

## New Hampshire's Top 100 Private Companies

2007 Rank	2006 Rank	Company Name Address	Top Ranking Executive	Web site Phone Number Year Founded	Employees Full-Time Total/NH/Part-Time or Temp.	Growth Rate Rank	Product/Service
<b>\$1 Billion+ in Sales</b>							
1	1	<b>C&amp;S Wholesale Grocers Inc.</b> 7 Corporate Drive, Keene, NH 03431	Rich Cohen, chairman/CEO	www.cswg.com 603-354-7000 • 1918	15,700/780/2,000	17	Grocery Wholesaler
2	2	<b>CCA Global Partners Inc.</b> 670 North Commercial Street, Manchester, NH 03101	Howard Brodsky and Alan Greenberg, co-founders/ chairmen/CEOs	www.ccaglobal.com 603-626-0333 • 1984	411/95/22	50	Marketing, management and buying services to 3,600 independent retailers
<b>\$226-\$400 Million in Sales</b>							
3	6	<b>Associated Grocers of New England Inc. *</b> 11 Cooperative Drive, Pembroke, NH 03275	Michael C. Bourgoine, president/CEO	www.agne.com 603-223-5302 • 1946	291/284/288	75	Wholesale distribution of food-related products and services
4	—	<b>Hypertherm Inc.</b> P.O. Box 5010, Hanover, NH 03755	Richard Couch Jr., president	www.hypertherm.com 603-643-3441 • 1968	840+/750/0	15	Metal cutting technology
<b>\$151-\$225 Millions in Sales</b>							
5	7	<b>Hitchiner Manufacturing Co. Inc.</b> 117 Old Wilton Road, Milford, NH 03055	John H. Morison III, chairman	www.hitchiner.com 603-673-1100 • 1946	2,314/711/3	77	Castings and assemblies
6	4	<b>Autofair</b> 1477 South Willow St., Manchester, NH 03103	H. Andy Crews, president	www.autofair.com 603-634-1003 • 1991	400/275/35	—	Automotive sales and service
7	8	<b>Grappone Automotive Group</b> 506 State Route 3-A, Bow, NH 03304	Larry K. Haynes, president/CEO	www.grappone.com 603-224-2501 • 1924	262/262/18	—	Automotive sales and collision center
8	—	<b>FCI/BURNDY**</b> 47 East Industrial Park Drive, Manchester, NH 03109	Rodd R. Ruland, vice president/general manager	www.fciconnect.com 603-647-5000 • 1924	1,165/590/1,215	27	Electrical connectors and application tooling
9	9	<b>Pro Con Inc.</b> 1359 Hooksett Road, Hooksett, NH 03106	Mark Stebbins, CEO	www.proconinc.com 603-623-8811 • 1935	180/180/0	41	Architectural design and construction management
<b>\$101-\$150 Million in Sales</b>							
10	10	<b>Toyota of Nashua</b> 10 Marmon Drive, Nashua, NH 03060	Wilfrid J. Piekarski, president	www.toyotaofnashua.com 603-888-3555 • 1967	201/166/18	53	Automotive sales, parts, and services
11	16	<b>Direct Capital Corp.</b> 155 Commerce Way, Portsmouth, NH 03801	James P. Broom, CEO	www.directcapital.com 603-433-9476 • 1993	254/236/7	9	Financing for equipment and technology for busi- nesses and commercial loans and real estate