

SOUTH JERSEY

Biz

Your Community, Your Business

Volume 1, Issue 7

Destination
Gloucester
County?
The surprising
local tourism
boom



Adam Moore
President
SeriousShops.com

Fastest GROWING Companies



Kevin Donahue
Managing Director
RFID TagSource



Bradford Bono
CEO
Magellan Hill Technologies

27 BUSINESSES
WORTH WATCHING

+ How to make an exit strategy,
offer outstanding service and deal
with a salesperson who misses quota.

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FASTEST GROWING COMPANIES

A slow economy? Not if you ask these South Jersey companies. From brand-new startups to decades-old stalwarts, these privately owned businesses all reported revenue growth in the last three years and brought in sales exceeding \$500,000 in 2010. Several temporary staffing firms made our list—as, perhaps not surprisingly, did three collection agencies. Read on to find out how they defied the downturn, and what they're planning to do next. Edited by Jennifer Kelley, Samantha Melamed and Samantha Haggerty

Webimax
Base: Mount Laurel
In business since: 2008
Revenue growth: 217,968%

Nope, that growth figure is no typo. This search engine optimization (SEO) firm has seen an explosive revenue increase, from \$957 in 2008 to \$2.087 million in 2010. They project \$15 million in revenues this year, and have a staff of 150 employees bracing for an international expansion that includes eight offices across the nation and four more internationally. The company, founded by Ken Wisniewski, also offers analytics, e-commerce, local search, multilingual and video SEO, web development and other services. Webimax.com

Free For All, Inc.
Base: Marlton
In business since: 2007
Revenue Growth (2008-2010): 730%

While many complain about the price of prescription medications, Free For All does something about it. The company offers discounts through its free RxCut cards, available for use at most major pharmacy chains nationwide. Free For All has expanded its base by partnering with businesses and nonprofits including the Philadelphia Soul and Support Our Soldiers Foundation. All told, the staff has grown from one employee to 17 since 2008, and the revenues have increased from less than \$5,000 to \$2.26 million. FreeForAllInc.com

Channel Logistics
Base: Camden
In business since: 2001
Revenue Growth (2008-2010): 540.5%

Channel Logistics specializes in maritime domain awareness, including maritime threat analysis, mitigation and remediation; asymmetrical warfare management; and research and technology development. The company is helmed by Jatin S. Bains, who started out as a commercial sailor and was previously president of the Gulf & Orient Steamship Line out of New York. ChannelLogistics.com

Partz Logistics, LLC
Base: Burlington
In business since: 2003
Revenue Growth (2008-2010): 246.9%

A supplier of powertrain components to commercial and government clients around the world, Partz has grown its annual revenues to \$11.1 million in 2010 by promising streamlined parts ordering and procurement, reduced transaction costs and timely delivery. In the past three years, Partz has increased its staff from eight to 17 to accommodate a growing distribution base. PartzNetwork.com

Pleasant Valley Home Mortgage
Base: Moorestown
In business since: 2009
Revenue Growth (2009-2010): 238.3%

An independent lender, Pleasant Valley came onto the scene in March 2009 and has grown from two employees to 30, bringing in revenues of \$1.6 million. Founded by Jean Pollock and Sam Ramasamy, the company is licensed in New Jersey, Pennsylvania, Delaware, Maryland and Connecticut. PleasantValleyHomeMortgage.com

Grimley Financial Corporation**Base:** Haddonfield**In business since:** 1986**Revenue Growth (2008-2010):** 33.1%

Charles Grimley founded the company with a novel approach to collections: to get the highest possible returns for clients without sacrificing goodwill or professionalism. That philosophy, and the company's focus on medical, education, consumer and commercial collections has yielded a high client retention rate that enabled the company, started with \$10,000 in personal savings, to bring in \$2.3 million in 2010. *GrimleyFC.com*

Shades of Paper Inc.**Base:** Mount Laurel**In business since:** 2003**Revenue Growth (2008-2010):** 31.8%

Shades of Paper is a sales and distribution company representing a full line of digital inkjet printers, papers, canvas, inks and finishing supplies to the fine art, photographic, proofing and signage markets. The company, an authorized reseller of EPSON, Canon and

HP products, brought in revenues of \$6.98 million last year.

*ShadesOfPaper.com***Costa and Rihl Mechanical Contractors****Base:** Mount Laurel**In business since:** 1969**Revenue Growth (2008-2010):** 31.4%

This family HVAC business has been on the fast track to growth recently, installing mechanical systems for churches, schools, warehouses, factories, government facilities and office buildings. Their team includes some 300 workers managing high-profile jobs across the region.

*CostaRihl.com***Arsenault Associates****Base:** Burlington**In business since:** 1979**Revenue Growth (2008-2010):** 29.6%

When it comes to fleet management software, Arsenault has been at it for three decades. That niche focus has paid off: they've worked with some 4,000 client fleets under the brand name of

Dossier Fleet Maintenance Software. The company has also seen its staff increase steadily, including a 31.8 percent boost from 2009 to 2010.

*Arsenault.com***Ancero****Base:** Mount Laurel**In business since:** 2008**Revenue growth (2008-2010):** 28.9%

A managed IT, hosted VoIP, cloud services and carrier services provider, Ancero was born from the merger of Media Systems and Eastern IT Group in January 2008. Since then, managing partner Robert Hogg, executive director Fred Barilotti and executive sales director Paul Boyer have grown the company from 27 employees to 46, and the revenues from \$4.5 million to \$5.8 million, with projected 2011 income of \$7.5 million. One of the top AT&T Solution Providers in the nation, Ancero expects to add five to 10 more employees this year as it continues its growth trajectory. *Ancero.com*

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- Penn Radiation Oncology at Kennedy
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- Surgical Center
- Sleep Center/Balance Center
- Dialysis Center
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- Kennedy Health Care Center (*long-term care facility with sub-acute unit*)
- Center for Wound Healing at Kennedy
- Maternity Center with all-private rooms
- Healthtrax Fitness and Wellness at the Kennedy Health & Wellness Center
- Behavioral Health Services (*mental health/substance abuse treatment*)

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