

ACE ARIZONA CORPORATE EXCELLENCE AWARDS 2011

Honoring Arizona's largest and fastest-growing private companies



Jack Sigler
Fastest Growing
Russell Sigler Inc.
Page 24



John Musil
CEO of the Year
The Apothecary Shops
Page 26



Dave Alexander
Most Innovative Company
Caljet of America LLC
Page 28-29

PRESENTED BY:

SPONSORS:



ACEs of the recession

Arizona's economy has seen a lot of shuffling in the wake of the recession, and nowhere is that more prominently displayed than at private companies.

Many of those businesses operate under the radar — unlike their publicly traded counterparts, which must report everything from earnings to changes in executive structure — so they usually don't get much recognition.

The Arizona Corporate Excellence Awards offer a chance for private companies to receive some public praise for the work they are doing, whether it's building business, innovating or working in the community.



Patrick O'Grady
Project Editor

This year, the *Phoenix Business Journal* took over administration of the ACE program. As for changes, you probably won't notice any — at least, on the surface.

The driver of the program is and always has been getting companies involved in the process. ACE is open to all Arizona private companies, across

all industry segments. While this section represents the best of 2011, we're hoping to get more responses to our call for nominations next year.

As for the companies within these pages, 2011 is pretty similar to 2010. Businesses are trying to adjust to the ebbs and flows of an economy that remains weak, and some of the companies that dominated the list in the early part of the last decade are gone. The construction industry still has the most companies on the list, but not by as wide a margin as in years past. There are now almost as many wholesale and distribution companies on the list, and health care and technology aren't far behind.

Many of those businesses, particularly in technology and health care, are relatively new, having sprouted within the past 20 years. It shows big companies can grow and keep their roots in Arizona, and the startup of 2000 can be a large company by 2011.

INSIDE

Largest Private Company

Discount Tire Co. takes the honor for the fourth consecutive year as it focuses on building relationships in a rocky economy. **23**

Fastest-Growing Private Company

Russell Sigler has transitioned its heating and cooling supply business from one dominated by new home construction to aftermarket units. **24**



Musil

CEO of the Year

John Musil, CEO of the Apothecary Shops, is tabbed as this year's top executive among private companies. **26**

By the Numbers

A breakdown of the honorees for the Arizona Corporate Excellence Awards, including when they were founded, their locations and industries. **27**

Most Innovative Company

Caljet of America LLC has taken a different approach to delivering gasoline to stations throughout the Valley. **28**

Community Impact

TriWest Healthcare Alliance has been a community-focused group with its help to the military, but its involvement stretches beyond its business segment. **30**



JIM POULIN PHOTOS | PHOENIX BUSINESS JOURNAL

Tolleson-based Russell Sigler ranks No. 1 on the fast-growth list. **Page 24**

List: Private companies

The top 50 private companies in Arizona. **32**

Maintaining growth

Several of the Valley's largest private companies have made a habit of showing up on the ACE fast-growth list, and they have some common threads. **34**

List: Fastest-growing

The 25 fastest-growing private companies in the state. **36**

Profiles: Fast-growth companies

Executives from Go Daddy Group, LifeLock and others talk about how they have continued

to be among the best fast-growth companies year after year. **37**

By the Numbers: A look back

ACE has focused on private companies for nine years, and during that time there have been some changes. **39**



How do the Valley's fastest-growing private companies, including Scottsdale's American Traffic Solutions Inc., achieve continued success? **Page 37**



GREENE HOLCOMB & FISHER LLC

Investment Banking

Partner with Experience™

DON'T LEAVE MONEY ON THE TABLE



If you own a business and sell it without the help of an experienced investment banker, you will be leaving money on the table.

Greene Holcomb & Fisher provides sophisticated mergers & acquisition, private placement and financial advisory services to leading private and public middle market and growth companies throughout Arizona and across the United States.

Wall Street Experience in the Valley of the Sun

Minneapolis

Phoenix

Seattle

www.ghf.net

CHIP FISHER
Managing Director
cfisher@ghf.net
480.348.1527

PAUL JEVIK
Managing Director
pjevik@ghf.net
480.348.1529

MATT GREESON
Vice President
mgreeson@ghf.net
480.348.1525

Building relationships

Discount Tire Co. grows through interaction

BY JENNIFER A. JOHNSON | Phoenix Business Journal

Discount Tire Co. founder and Chairman Bruce Halle says the down economy has given his company an opportunity to empathize with its customers and serve them in new ways.

The Scottsdale-based company always has tried to focus on relationships with its customers, but many of them are facing unprecedented challenges now, Halle said.

"We make sure we listen even more carefully than before," he said. "Many of our clients are in dire straits."

Halle said that focus has helped Discount Tire retain its place for the fourth consecutive year as the largest private company in the Arizona Corporate Excellence Awards. The company also is on the fast-growth list, recording \$3 billion in revenue for 2010, compared with \$2.66 billion in 2009.

Discount Tire employs about 13,000 people in 22 states.

The tire chain is expanding despite the uncertain U.S. economic climate. It has added 15 stores since Jan. 1 and plans to open 25 more by the end of 2011, Halle said.

That's on par with how Discount Tire has grown during the past few years, Halle said. The company opened 35 stores in 2009 and 51 in 2008.

"We'd like to grow between 30 to 50 stores a year," he said. "We still think we have tremendous growth potential."

While the company strives to offer the best prices and choice of brands, Discount Tire puts as much work into being true to its culture as the economic environment gets tougher, he said.

Halle said he can't remember when he's seen so many customers struggling. Again and again, Discount Tire locations see customers who need four new tires, but can afford only two.

"It's very interesting to watch the condition of our customers," he said. "I don't know if we've ever seen them in more difficult times."

Discount Tire managers have learned to be creative, Halle said. Sometimes that means loaning a customer a tire so they can drive safely.

The tough economy also has created new opportunities. Halle said customers tend to seek out the best prices during these periods.

The company was founded in 1960 in Ann Arbor, Mich., and Halle moved it to Arizona in 1987.

He said Discount Tire still grows by promoting people from within the company. All of its corporate executives have worked at one of the 803 store locations, including CEO Tom Englert, who worked for more than six years as a store manager in Kalamazoo, Mich.

Halle said this philosophy keeps employees motivated, knowing there are plenty of opportunities and that everyone has the same chance to advance with hard work.

"We are proud that in our 50 years of history, we have never laid off one person," he said. "We are always looking for new places to grow."

Q&A



BRUCE HALLE

Founder and chairman,
Discount Tire Co.

What was the key to your success this year? Our great relationships with our customers. We have low prices and the greatest choice of tire brands. We have the greatest people in the tire business. Certainly the marketplace and our competitors have been more aggressive, but we've stayed true our culture and who we are in the marketplace. We do well during all economic times.

What is the biggest challenge you faced? The economy. With so many people out of work, we have to make sure we are empathetic to our customers' needs and concerns.

What piece of advice would you offer to other private companies? Make sure you have a great culture. If you don't, develop one and be true to it. We have some things we live by at Discount Tire, and that all starts with how we treat our customers and employees.

LARGEST PRIVATE COMPANY

Discount Tire Co.

RANKS: No. 1 private company, No. 14 fast-growth company

FOUNDER: Bruce Halle

CEO: Tom Englert

HQ: Scottsdale

FOUNDED: 1960

EMPLOYEES: 13,000

WEB: www.discounttire.com

Discount Tire Co. founder and Chairman Bruce Halle says customer service is key to his company's success, especially during the recession. "We make sure we listen even more carefully than before. ... Many of our clients are in dire straits," he said.

JIM POULIN | PHOENIX BUSINESS JOURNAL

Bucking the trend

Tolleson-based Russell Sigler still growing despite economy

BY MIKE SUNNUCKS | Phoenix Business Journal

Jack Sigler has what many owners and executives of businesses large and small covet.

Sigler's company, air conditioning distributor Russell Sigler Inc., saw 10 percent to 12 percent revenue growth last year. Scores of other businesses and industries — ranging from home builders and advertising firms to architects and restaurants — still were trying to claw their way back from the Great Recession.

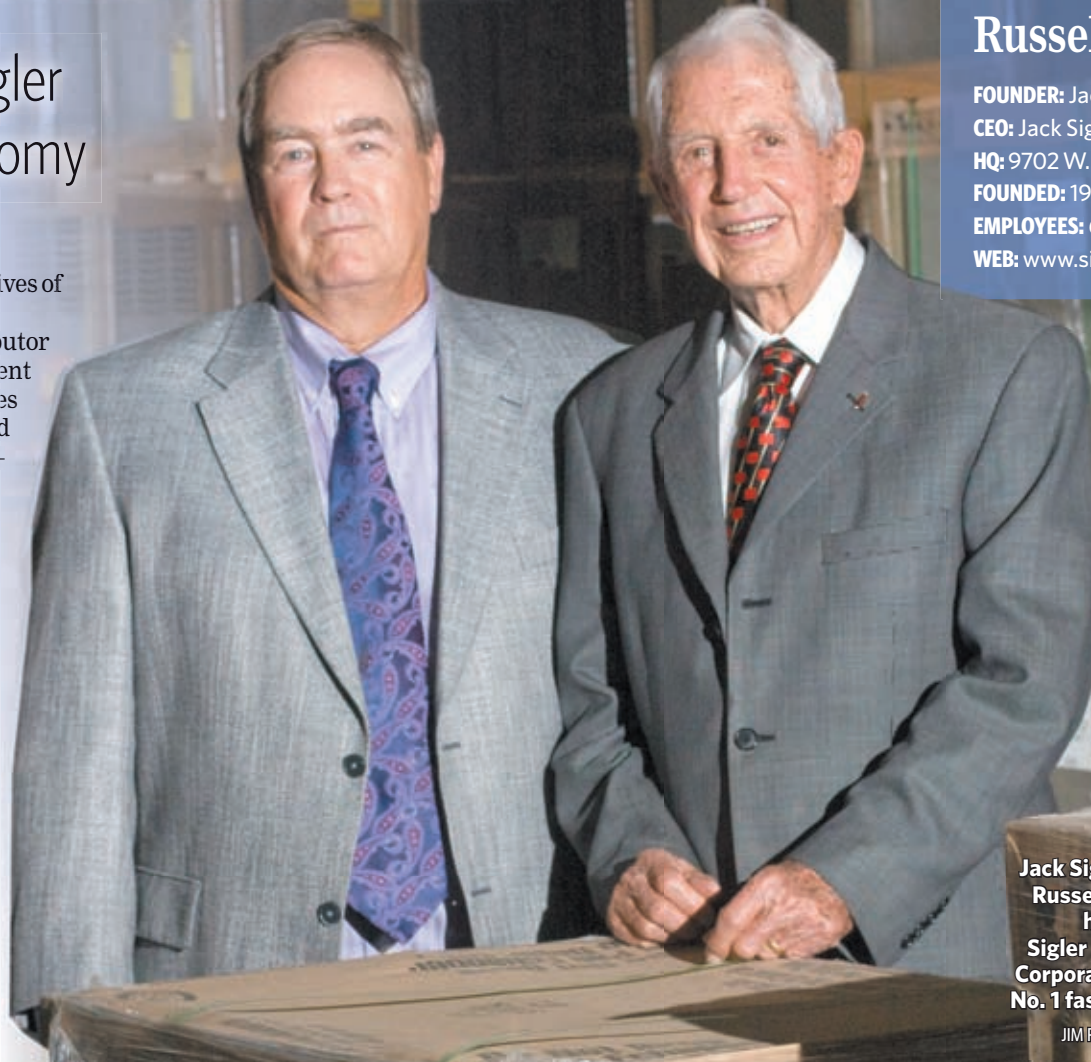
The company earned the No. 1 spot on the Arizona Corporate Excellence Awards list of fast-growth companies.

Tolleson-based Russell Sigler is one of the companies bucking the trend that's pummeling many industries and driving down revenue and income. Sigler says his business, which has been family-owned since it started in 1950, has been aided by sales expansions into the territories of air-conditioning manufacturers Carrier Corp. and Bryant Heating and Cooling Systems.

"We've gone and acquired some new territories," Sigler said.

That includes a major move of picking up California distribution rights for Carrier and a Southern California territory for Bryant.

CONTINUED ON PAGE 25



FASTEST GROWING

Russell Sigler Inc.

FOUNDER: Jack Sigler

CEO: Jack Sigler

HQ: 9702 W. Tonto St., Tolleson 85353

FOUNDED: 1950

EMPLOYEES: 600 (120 in Tolleson)

WEB: www.siglerpartscenter.com

Jack Sigler, left, and his father, Russell Sigler, at the Tolleson headquarters of Russell Sigler Inc., this year's Arizona Corporate Excellence Awards' No. 1 fastest-growing company.

JIM POULIN | PHOENIX BUSINESS JOURNAL



UMB Bank is proud to sponsor the Arizona Corporate Excellence Awards and congratulates this year's winners!

With almost 100 years of experience, UMB Bank understands that dedication and sound business practices lead to success. For the second year in a row, UMB Bank has ranked in the top 10 best banks, based on eight financial measures of asset quality, capital adequacy and profitability, according to studies by Forbes and SNL Financial.*

In Arizona, Jim Patterson, Todd Stoa and Robert Faver are working together to share with you their collective experience and expertise. Our associates are ready to partner with you, providing all of your financial needs, from commercial banking services and loans, to comprehensive wealth management advice and solutions.

To partner with a UMB Bank associate, please call 480.459.2135.

*These rankings appeared in 2010 and 2011 editions of Forbes magazine.

umb.com

Member FDIC

UMB

Count on more.

FROM PAGE 24

Sigler also added a smaller territory in Idaho. The company serves as the exclusive wholesale distributor for Bryant and Carrier units in its sales regions, which includes Arizona; Las Vegas; El Paso, Texas; and New Mexico.

Sigler said adding those sales territories, which Carrier and Bryant previously handled themselves, was a "once-in-a-lifetime event" that substantially changed the business. He said the manufacturers approached Russell Sigler about picking up the California business in part because of the company's proximity to the Golden State.

Russell Sigler has 600 employees, including 120 at its Tolleson headquarters.

Sigler said his company also moved from providing air conditioning units for new home construction to replacement units needed by homeowners and businesses.

"We shifted our model," he said.

New home construction accounted for two-thirds of the company's operations when the housing bubble was inflating in Phoenix and Las Vegas. After the bubble burst, new homes accounted for less than 10 percent of his business, Sigler said.

Russell Sigler tops a list that includes some other notable businesses such as the Go Daddy Group Inc., LifeLock Inc., the Apothecary Shops, Sundt Construction, Sprouts Farmers Markets LLC, Chapman Automotive Group and GlobalTranz.

Go Daddy President and Chief Operating Officer Warren Adelman said the Scottsdale-based Web domain firm, known for eccentric chairman Bob Parsons



Russell Sigler Inc. has 120 employees at its Tolleson headquarters. The air-conditioning distributor's revenue grew by 10 percent to 12 percent last year, earning it the No. 1 spot on the Arizona Corporate Excellence Awards' list of fast-growth companies.

JIM POULIN | PHOENIX BUSINESS JOURNAL

spokeswomen including Nascar driver Danica Patrick, has ambitious growth plans for Asia. Go Daddy has seen double-digit growth each of the past seven years, and it now will have plenty of cash for its commercials and Asian growth. Private equity firms bought a \$2.25 billion stake in privately held Go Daddy earlier this year.

LifeLock Chairman and CEO Todd Davis said the Tempe-based identity theft protection firm has continued to spend investment money while other businesses

are sitting on cash or find themselves unable or unwilling to outlay capital.

"We have been willing to invest in world-class service when other companies were trying to preserve capital by cutting expenses during economic downturns," he said, adding that LifeLock tries to encourage its workers to take chances with new ideas.

Keith Cook, president of the Apothecary Shops pharmacies, said the Phoenix-based company stays focused on helping

patients with a core set of diseases and ailments including cancer, HIV and hepatitis C as well as patients who have undergone transplants or fertility treatments.

"We stay focused on our expertise," Cook said. "We do not try to attempt to be a generalist."

The pharmacy chain has 15 locations in six states as well as mail-order facilities in Phoenix and Sacramento, Calif. The group recently opened pharmacies in St. Louis and Austin.



We can help your business evolve.

Generations of legal knowledge and experience combined with fresh, new ideas to move your business forward.

**Jennings
Strouss**
ATTORNEYS AT LAW

www.jsslaw.com

Pharmacy CEO offers expertise

The Apothecary Shops founder emphasizes specialized services, drug treatment experts

BY JAN BUCHHOLZ | Phoenix Business Journal

When John Musil was in fourth grade in Phoenix, he knew he wanted to be a pharmacist.

It may sound like an unlikely career aspiration for a grade schooler, but Musil had a beloved soccer coach who owned a pharmacy and a teacher who brought math and science to life in the classroom. Those two factors figured into Musil's formula for future success.

CEO OF
THE YEAR

John
Musil

TITLE: Founder and CEO

COMPANY: The Apothecary Shops

RANK: No. 20 on the top 50 private companies; No. 5 on the fast-growth list

HQ: Phoenix

FOUNDED: 1996

EMPLOYEES: 250

WEB: www.theapothecaryshops.com

He eventually received his doctorate in pharmacy from the University of Arizona and moved to the East Coast, where he was a clinical pharmacist at Georgetown University. He later worked as a writer for *United States Pharmacopeia*.

Musil came home to the Valley for Christmas one year and realized his heart was in the retail pharmacy business. Through some personal serendipities, Musil moved back to Phoenix, worked in a pharmacy and purchased it by the time he was 25. That was in 1996.

The pharmacy was located at 92nd Street and Shea Boulevard, next to Scottsdale Healthcare Shea Medical Center. In rapid succession, he opened pharmacies at 74th Street and Shea in Scottsdale and at 12th Street and McDowell Road in Phoenix. He called them the Apothecary Shops.

"We started building credibility in the community," Musil said.

Not long after opening the three original pharmacies, he opened five more in Chandler, Tucson, Payson, Greyhawk and Phoenix. But the expansion led to a lot more work for Musil.

"I started feeling the pinch of doing everything for everybody," he said.

At that point, he made a pivotal decision: The pharmacy would specialize in certain drugs, including those that treat patients with fertility issues, HIV/AIDS and transplants. The Apothecary Shops also specializes in compounding and pediatric drugs.

Few people realize some pharmacists specialize in drug treatments, just as some doctors specialize in different disciplines.

"Most people focus their time on finding the right doctor rather than finding the right pharmacist," Musil said.

Such a search may improve a patient's outcome. Musil's professionals — the com-



PROVIDED BY THE APOTHECARY SHOPS

An employee of the Apothecary Shops works in a compounding lab. The pharmacy chain specializes in compounding and pediatric drugs. It also focuses on providing drugs for treating patients with fertility issues, HIV/AIDS and transplants.

pany now has about 250 employees — consult with patients, doctors, nurse practitioners, naturopaths, even veterinarians about the most effective drug treatments for various conditions.

He's not afraid to ask doctors to send him their toughest patients. In fact, he expects to make believers of any skeptics.

Musil and his staff are experts at understanding drug interactions and treatments with which many doctors are unfamiliar.

"You don't find typical medications on our shelves," he said.

One area where the Apothecary Shops really shine is in fertility drugs. The company is the fifth-largest dispensary of fertility drugs in the U.S.

The 17 Apothecary Shops are located as far east as Columbus, Ohio, and as far west as Sacramento, Calif. The company also has a large mail-order business.

Pharmacists are available 24/7.

Musil now is focused on growing and managing the business as its CEO.

"I do spend most of my time on management activities, but I'm still really connected to the clinical part of the world," he said.

He's also connected to how far the company has come since he opened his first shop with just one employee.

"I pinch myself every day. It's hard to believe," Musil said.

Q&A

Personal

HOMETOWN: Phoenix

CURRENT RESIDENCE: Arcadia area

SPOUSE: Carey

CHILDREN: Grant, 13; Grace, 11; Nicholson, 9; Emmeline, 8

EDUCATION: University of Arizona, Doctor of Pharmacy

CHARITIES AND ORGANIZATIONS: Brophy College Preparatory, Scottsdale Healthcare, Southwest Center for HIV/AIDS, American Liver Foundation, University of Arizona College of Pharmacy, Tesseract School, Desert Youth Hockey Association

What was the key to your success this year?

The key to our success is the adaptive and forward-thinking management team. This incredibly diverse group of people brings very unique experiences to our organization that has made us think forward, develop a plan and then have a relentless focus on making it happen. There are some great ideas and opportunities that come from people who take care of patients on a daily basis. I don't think there has ever been a better time of communication within this organization. That may truly be the key to our success this year.

What is the biggest challenge you faced?

There are two challenges that I would consider the largest I have ever faced in creating and running this organization. The first was to get over the stuff between my ears that thought it was not OK to share the financial performance of this organization to other people. I never would have been able to bring talented and quality people on board if I could not share information, for the good and the bad. The second most difficult decision I had to make was not being on the "bench" every day taking care of patients. I am a clinical pharmacist, and I love the interaction I have with patients. I had to make a decision: Do I continue working on the bench, or do I decide it would be in the best interest to create an environment where more pharmacists could practice clinical pharmacy in the community? Making that decision allowed me to think in terms of

working "on the company" and not letting it run me.

What piece of advice would you offer to other private companies?

Never forget the reason why you started the business; the passion you have is infectious and will make everyone around you better.

Motivations

BEST ADVICE YOU EVER RECEIVED:

Figure out what you don't want to do and don't do it.

WHAT MOTIVATES YOU THE MOST:

Family

WORDS TO LIVE BY: Respect is always earned.

BOOKS YOU RECOMMEND: "Atlas Shrugged," "The Catcher in the Rye," "The Art of the Advantage," "A Confederacy of Dunces"

FAVORITE PASTIMES: Fishing, hunting and cooking

WHAT YOU LIKE BEST ABOUT PHOENIX:

It is a great place to raise a family.

Management

MANAGEMENT STYLE: Listen, synthesize and execute.

MOTIVATING EMPLOYEES: Have an open line of communication and give people the ability to make decisions.

CONFLICT REMEDY: Don't bring me problems, bring me solutions that we can talk about.

MOST CHALLENGING ASPECT: Managing a high-growth organization and staying ahead of the curve.

MOST FULFILLING: The care we provide our patients.

STRONGEST SKILL: Being able to spot trends and avoid pitfalls.



Musil

BY THE NUMBERS

ACE private companies

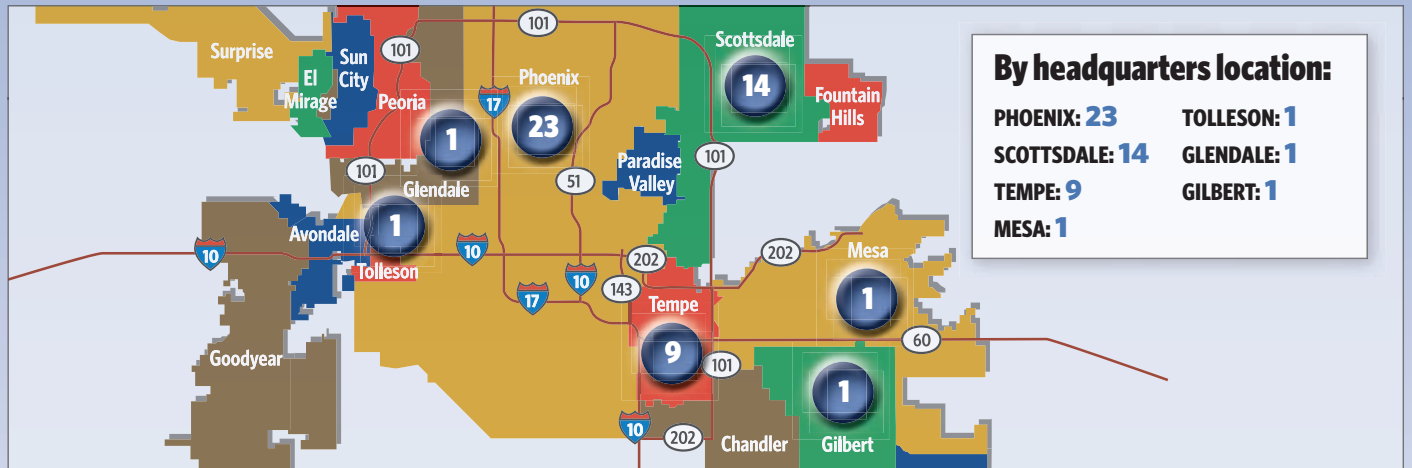
BY ADAM KRESS
akress@bizjournals.com
Twitter: @KressOnBusiness

The 2011 list for the Arizona Corporate Excellence Awards has a similar look and feel to the previous few years, but there is a lot of variety for those companies on the list.

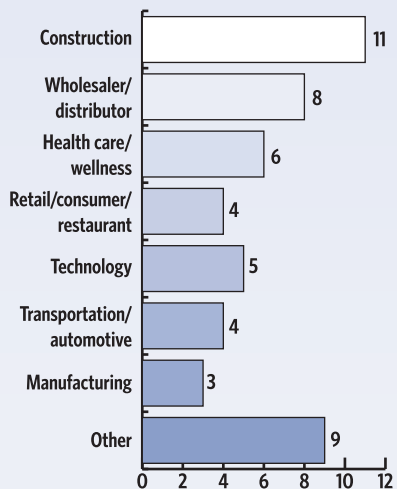
They come from different industry sectors, and this year it is more evenly balanced than in the past. Most of the companies are fairly new endeavors, with 18 started in the past 20 years. Some, however, have histories that stretch back more than 100 years.

Here's a snapshot of the companies recognized this year:

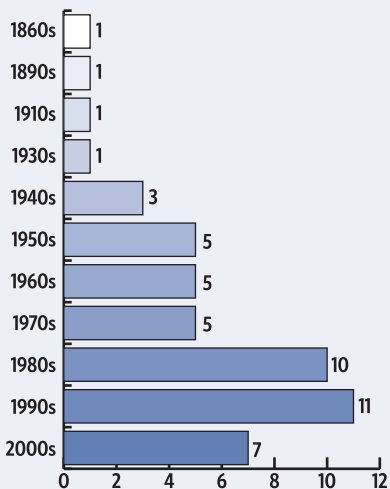
Source: Arizona Corporate Excellence



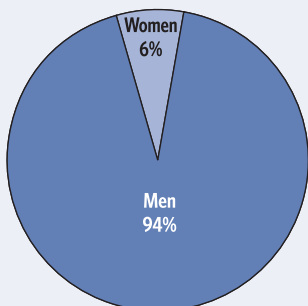
By industry:



By decade founded:



CEOs by gender:



Get to know the BUSINESS SIDE OF COX.

Cox Business has built a robust Arizona infrastructure with 23,000 miles of 99.99+% reliable Hybrid Fiber/Coax connecting to a fully redundant national backbone. Cisco-certified technicians on the ground and continuous monitoring from our Regional Operations Center resolve problems before they impact your enterprise. It's a network designed to exceed business continuity requirements and service designed to exceed expectations. That's how we do business.

623-594-7284
coxbusinessaz.com



Caljet innovates in fueling drivers

Founder relies on staff to help company grow and change

BY PATRICK O'GRADY | Phoenix Business Journal

A line of trucks was waiting to load up on gasoline and other fuels when Dave Alexander pulled up to the pumps.

Alexander, founder CEO of Caljet of America LLC in Phoenix, can point to each of his company's innovations at those pumps — from ways to prevent fuel from spilling to recapturing gasoline from vapors.

"The guys here don't have any rules, except to make it bigger, better and safer," he said.

Caljet has been pumping out fuel to Valley service stations since 1982. This year it has been named the Arizona Corporate Excellence Innovation Award winner for its work in changing the distribution of petroleum products.

Alexander started Caljet nearly 30 years ago with a partner, and has gradually expanded and upgraded the facilities near 53rd Avenue and Van Buren Street. That has represented a constant evolution of its facilities, which are amid other fuel distributors that serve the Valley.

John Millican, Caljet's director of operations, said innovation in the petroleum industry in Phoenix isn't easy. The Valley isn't an oil and gas town, and finding contractors with the experience to do the job is difficult. That is why the company usually turns to its own staff to innovate.

"We can't really rely on other people to do it," he said. "You have to do it yourself."

Alexander said he counts on his staff to develop new techniques and keep the smaller distributor growing even amid larger players such as Kinder Morgan Inc., which operates the pipeline that supplies the region with fuel, as well as a large depot near Caljet's operation.

Among its innovations is redesigning its pumping electronics to be housed in air-conditioned buildings to keep the equipment cool, Millican said.

"It doesn't make a lot of sense to have all your electronics and pumps inside a building that isn't air conditioned," he said.

Caljet also worked around its facilities to improve access while creating a barrier in case of leaks. It built what the company calls its "Jurassic Park" gate, which allows access for equipment while at the same time securing the area with a large steel-guarded entry.

The company has taken some steps to improve the sustainability of its systems.

CONTINUED ON PAGE 29

Dave Alexander founded Caljet of America LLC in 1982 and says the business has continually expanded and upgraded its facilities near 53rd Avenue and Van Buren Street in Phoenix since then.

JIM POULIN | PHOENIX BUSINESS JOURNAL

MOST INNOVATIVE COMPANY

Caljet of America LLC

FOUNDER AND CEO: Dave Alexander

HQ: 5601 W. Van Buren St., Phoenix

FOUNDED: April 6, 1982

EMPLOYEES: 28

WEB: www.caljet.com



FROM PAGE 28

It has built a system designed to further separate fuel from water that accumulates in its tanks, allowing the pure water to evaporate and reducing the remainder of the material, which is classified as a hazardous waste. That material has to be stored, and the less the company produces the less cost it has, and the better it is for the environment.

Caljet also was one of the first in the U.S. to invest in a vapor recovery system for trucks. The system, which is popular in Europe, allows vapors that accumulate in supply tankers to be siphoned off, a requirement in the industry.

In the past, the industry usually burned the vapors. By collecting it and then condensing it, they turn it back into fuel that can be resold, Millican said.

“What we end up making is a premium gasoline,” he said.

The company also invested heavily in biodiesel. It started a few years ago when the product wasn’t drawing much interest, but it increasingly has found a market for people looking to get the benefits of a fuel that essentially is vegetable oil.

“We built the infrastructure to blend biodiesel a long time ago, and it just sat there,” Alexander said. “Now it’s taking off.”

Michael Gray, the company’s director of marketing and business development, said people weren’t interested in the bio-fuel two years ago. Today, stations are looking at low mixes, generally adding 1 percent to 5 percent of biodiesel to a load of diesel fuel.

That investment has paid off in recent



PROVIDED BY CALJET OF AMERICA LLC

Caljet recently moved two of its tanks from one area of its property to another to increase efficiency.

months, Gray said.

“We’ve had a 1,000 percent growth in our biodiesel in four months,” he said.

Part of that has come through persistence and pushing the benefits of even a small blend of the fuel to reduce emissions. Caljet relies on one supplier for its product to keep it consistent.

Innovation does not come cheap. The vapor recovery system cost \$250,000, and insulation for the biofuel tank to prevent the fuel from solidifying on nights when the temperature may drop into the high 30s costs an additional \$450,000, said Rich Tarnopolski, Caljet’s chief financial officer.

“As a CFO, I can verify that we’re always over budget,” he said.

Cost is never an issue for Alexander when trying to find new ways to do business. He said he relies on his employees to know when they’ve got a good idea and execute the plan.

“They wouldn’t come to me if it wasn’t a good idea,” he said.

Millican said have the ability to innovate comes from a business desire to improve operations.

“The more efficient we are in bringing in the fuel, the better we are at getting it out to gas stations and your car,” he said.

Q&A



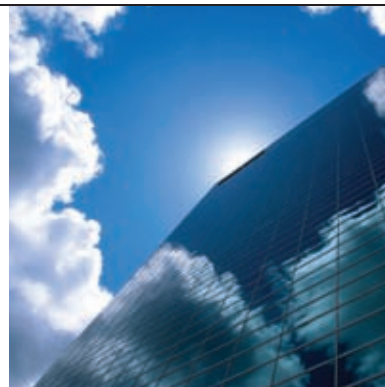
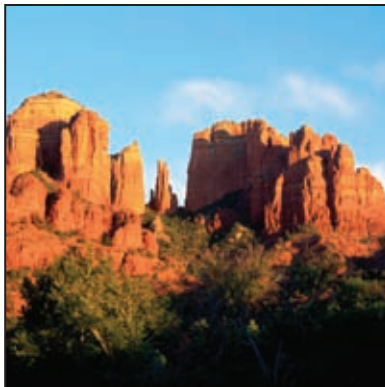
DAVE ALEXANDER

Founder and CEO, Caljet of America LLC

What was the key to your success this year? Provide customer convenience and value-added services; maintain our position as the best in quality and reliability; hire and train employees in the values established by Caljet over the past 30 years; provide employees a place to develop a sustainable career and retirement; share profits with all employees in recognition of their contributions to our growth; give back to the community that helped make our business succeed; encourage employees to be involved.

What is the biggest challenge you faced? Waiting for permits and permission to construct projects from governmental agencies and suppliers.

What pieces of advice would you offer to other private companies? Develop a long-term plan; be flexible, patient and persistent. It is fun to be creative, build and develop what others believe is impossible. Develop a strong relationship with your banks, attorneys and accountants and suppliers and contractors, and do not become complacent.



It takes a lot of hard work to make a business successful. That’s why Marsh and Mercer are proud sponsors of the 2011 Arizona Corporate Excellence Awards.

We salute this year’s nominees and, winners and congratulate them on their contributions to the State of Arizona.

MARSH

MERCER

2325 East Camelback Road, Suite 600
Phoenix, AZ 85016 | (602) 337-6300



Far left, TriWest employees prepared a float for a local Veterans Day Parade. Left, employees held a food drive to help struggling military families.

PROVIDED BY TRIWEST HEALTHCARE ALLIANCE

COMMUNITY IMPACT AWARD

TriWest Healthcare Alliance

RANKS: No. 2 on top 50 private companies;
No. 22 on fast-growth list

FOUNDER AND CEO: David McIntyre Jr.

HQ: 16010 N. 28th Ave., Phoenix

FOUNDED: 1996

EMPLOYEES: 1,868

WEB: www.triwest.com

Helping military families

TriWest's focus is squarely on 'serving those who serve our nation'

BY ANGELA GONZALES | Phoenix Business Journal

TriWest Healthcare Alliance's sole mission is to help military families, but that services stretches far beyond getting them access to health care.

This mind-set of service is what has earned the Phoenix company the Arizona Corporate Excellence Community Impact Award.

"As a company whose sole focus is serving those who serve our nation and connecting them with high-quality health care, we also believe it's crucial to be good corporate citizens that help meet the needs of our fellow citizens," said TriWest President and CEO David McIntyre Jr.

"We take great pride in supporting more than 125 Arizona community organizations, including the Arizona Coalition for Military Families and its efforts to connect service members with civilian jobs; our partnership with

the USO to build an enhanced welcome center at Phoenix Sky Harbor International Airport that provides comfort and relaxation for our military; and supporting the families of citizen soldiers during times of need through the Arizona National Guard Emergency Relief Fund," McIntyre added.

Scott Celley, TriWest's vice president of external affairs, said the company donates millions of dollars each year to charities that support military members and their families.

As an example, TriWest has committed \$250,000 toward the construction of a USO Welcome Center in Terminal 4 at Sky Harbor. Currently, the USO center is in Terminal 2. The goal is to raise \$400,000 to support that center, Celley said.

"Our primary mission is to support those wearing uniforms and their families," he said.

Anne Theodosis, center director for USO Arizona, the local group representing the USO, said she hopes to have the new center open by spring 2012. The center is built like an airline VIP room, with a few more perks.

"We have a cafe area, video gaming area, large-screen TV/theater area, children's playroom, Wi-Fi Internet access, computers for guest use, a lending library and long-distance phone access, all at no charge to active military and their families," she said.

USO Arizona offers deployment care packages for troops and family members, homecoming kits for wounded warriors and other services.

TriWest also partners with Arizona Coalition for Military Families. Nicola Winkel, the coalition's program consultant and community liaison, said TriWest has been an outstanding partner on its military veteran employment initiative.

"There is a huge need right now for our military and veteran population, where the rates of unemployment are higher than the general population," she said.

Military service has its own terminology for skills that doesn't translate well when veterans are looking for jobs, she said.

TriWest partnered with the coalition last year to establish a website that translates military skills into civilian human resources terms.

"That's an example of how TriWest is a company that really understands how to partner with the community," Winkel said. "We just really appreciate their willingness to invest in that."

But it's more than just money, she said.

"Their employees are really incredible people," she

said. "They are highly professional, but you can tell that they really have a passion. It does not surprise me that they would have won this award. It really comes through when you work with them. It's not just a job to them. They know they're in a position to make a difference, and they really put all their effort to do all they can."

Ron Sites, president and executive director of Fighter Country Partnership, said TriWest is one of its greatest advocates.

"TriWest has been supportive of our organization for years," he said.

Fighter Country Partnership organized a health care event at Luke Air Force Base in Glendale earlier this year. The event was so successful that another is in the works, Sites said.

TriWest celebrated its 15th anniversary this year. It serves the health care needs of 2.9 million military members, retirees and their families in the Tricare West Region, which stretches from Missouri to Hawaii. Its network consists of more than 170,000 providers in that area.

Every year, TriWest supports the National Guard Family Support Fund to help with family emergencies and other needs when National Guard troops are either deployed or suffering, Celley said.

"We are immensely grateful as individuals and as a company for the service and sacrifice of our National Guard and reserve troops, especially those citizens and soldiers from the community who have put on the uniform, who have gone overseas," he said.

While the majority of TriWest's efforts focus on military organizations, it also supports civilian charities. TriWest has partnered with the March of Dimes, which offers an educational program for expectant mothers on protecting their developing babies from birth defects.

A few years ago, TriWest connected March of Dimes with Luke Air Force Base, and now March of Dimes offers its educational program to military families in that community, Celley said.

TriWest also was involved in the planning of various commemorative events for the 10-year anniversary of Sept. 11.

"It is essentially 10 years now that some of these families have been routinely sending off either their children, parents, or husbands or wives to defend the country," Celley said. "It's been a long sacrifice for them. We are grateful that we had the opportunity to support them as best we can."

Q&A

DAVID MCINTYRE JR.
Founder and CEO,
TriWest Healthcare
Alliance



What was the key to your success this year? Conflicts overseas have placed incredible demands and stress on the service members and families that TriWest has the privilege to serve in Arizona and 20 other Western states. We remain incredibly committed to meeting those needs and providing access to the highest quality of health care to those families every day.

What is the biggest challenge you faced? As a company, we continue to assist the U.S. Department of Defense in restraining the increasing cost of health care while still ensuring families receive high-quality care. When there is significant budget pressure — as we are currently seeing — we must look further and dig deeper to identify business solutions, all with the best value for the taxpayer in mind.

What piece of advice would you offer to other private companies? It's woven into our company culture to never forget the sacrifice that these men and women continue to make, on a volunteer basis, on behalf of defending our freedoms. It drives our mission to serve them and provide them with the very best in customer service. We encourage any employer to take into account these men and women, and consider them for gainful employment following their service to America.



Winkel



Celley



On a Mission to Serve



Taking care of our nation's heroes—it's what we do.

Since 1996, TriWest has been on a mission to serve those who serve all of us. We are privileged to provide access to quality health care to 2.9 million members of America's military family throughout the 21-state TRICARE West Region.



TriWest.com/MTS

TriWest.com ★ facebook.com/TriWest ★ twitter.com/TriWest



See how TriWest's Mission to Serve has helped change lives.

Another look...

Historical perspective

Ten years ago:

Top Privately Held Companies¹

Rank	Company name	Local employees
1.	Forever Living Products International Inc.	362
2.	Discount Tire Company Inc.	830
3.	Bashas' Inc.	6,324
4.	Shamrock Foods Co.	1,837
5.	The Sundt Cos. Inc.	615
6.	Empire Southwest Co.	1,058
7.	Kitchell Corp.	659
8.	Bar-S Foods	62
9.	Robson Communities Inc.	865
10.	United Dairymen of Arizona	200
11.	Continental Promotion Group Inc.	300
12.	Hensley and Co.	570
13.	The Tech Group Inc.	700
14.	FNF Construction Inc.	250
15.	D.L. Weathers Construction Inc.	75
16.	Best Western International	950
17.	Farnam Companies Inc.	212
18.	Arizona Wholesale Supply Co.	300
19.	Summit Builders	111
20.	Union Distributing Co.	75
21.	Target General Inc.	95
22.	Joe E. Woods Inc.	140
23.	Sunstate Equipment Co. LLC	140
24.	Mitek Corp.	240
25.	Realty Executives	140
26.	Spectrum Astro Inc.	325
27.	Zeb Pearce Cos.	375
28.	Russell Sigler Inc.	116
29.	Paddock Pool Construction Co.	460
30.	Chas. Roberts Air Conditioning Inc.	800
31.	Phoenix Suns Limited Partnership	500
32.	Golden Eagle Distributors	290
33.	Universal Technical Institute Inc.	400
34.	Kalil Bottling Co.	660
35.	W.M. Grace Cos.	800
36.	Brown Family Communities	88
37.	Vestar Development Co.	37
38.	Pulice Construction Inc.	350
39.	Shasta Industries	640
40.	T.W. Lewis Co.	75
41.	Farnsworth Cos.	489
42.	Kenyon Construction Inc.	200
43.	Great Western Homes	75
44.	Roofing Wholesale Co. Inc.	95
45.	Schuck & Sons Construction Company Inc.	950
46.	Quality Distributors LLC	90
47.	DBL Distributing Inc.	165
48.	Johnson Carlier Inc.	130
49.	Haydon Building Corp.	95
50.	American Fence and Security Company Inc.	300

Compiled by Andersen for a list of 100. ¹List ranked by revenue; Nos. 1-36 were above \$100 million

Rank 2011	Company name Address	Telephone Web	Top local executives	Type of business	Products/services	Year estab. locally
1	Discount Tire 20225 N. Scottsdale Road Scottsdale 85255	480-606-6000 www.discounttire.com	Bruce Halle Tom Englert	retail, consumer products	independent tire and wheel retailer with more than 800 stores in 23 states	1960
2	TriWest Healthcare Alliance 16010 N. 28th Ave. Phoenix 85053	888-874-9378 www.triwest.com	David McIntyre Jr. Larry Haggerty	health care	provides access to health care for 2.9 million members of the military services in Arizona and the 21-state TRICARE West region	1996
3	Services Group of America Inc. 16100 N. 71st St. Scottsdale 85254	480-927-4000 www.servicesgroupofamerica.com	Peter Smith Jim Keller	food service	diversified specialist in food service solutions; subsidiaries include Food Services of America and System Services of America	1987
4	StandardAero 1524 W. 14th St., Ste. 110 Tempe 85281	480-377-3100 www.standardaero.com	Rob Mionis Mike Scott	aerospace maintenance, repair and overhaul	engine/airframe repair and overhaul, engine component repair, engineering services, interior completions, paint applications	1911
5	Hunt Construction Group Inc. 6720 N. Scottsdale Road, Ste. 300 Scottsdale 85253	480-368-4700 www.huntconstructiongroup.com	Robert Hunt Stephen Atkins	general contracting, construction management	construction management, general contracting firm	1944
6	Sundt Construction Inc. 2620 S. 55th St. Tempe 85282	480-293-3000 www.sundt.com	J. Doug Pruitt Raymond Bargull	construction	currently ranked 54th largest construction company in the U.S. by industry magazine ENR	1890
7	Chapman Automotive Group LLC P.O. Box 12375 Tempe 85284	480-970-0740 www.chapmanchoice.com	Andrew Davault Jr. David Bower	automotive	automotive sales and service	1966
8	GoDaddy.com Inc. 14455 N. Hayden Road Scottsdale 85260	480-505-8800 www.godaddy.com	Bob Parsons Michael Zimmerman	domain-name registration, Internet services	domain names, websites and other services to help businesses develop their online presence	1997
9	Sprouts Farmers Markets 11811 N. Tatum Blvd., Ste. 2400 Phoenix 85028	480-814-8016 www.sprouts.com	Doug Sanders Brad Denton	food, groceries	grocer specializing in fresh produce, vitamins and supplements, deli and bakery items and organic grocery items	2002
10	United Dairymen of Arizona 2008 S. Hardy Drive Tempe 85282	480-966-7211 www.uda.coop	Keith Murfield Mark Hocking	milk marketing, manufacturing	milk marketing and manufacturing	1960
11	Empire Southwest LLC 1725 S. Country Club Drive Mesa 85210	480-633-4599 www.empire-cat.com	Jeff Whiteman John Helms	equipment dealer	equipment dealer for agriculture, construction, mining, hydraulics, mining, trucks and solar	1950
12	Kitchell Corp. 1707 E. Highland Ave. Phoenix 85016	602-264-4411 www.kitchell.com	James Swanson William Judge	construction, real estate development	construction/program management, general contractor, real estate development/property management	1950
13	McCarthy Building Companies Inc. 80 E. Rio Salado Pkwy., Ste. 310 Tempe 85281	480-449-4700 www.mccarthy.com	Mike Bolen Doug Audiffred	general construction	general contracting, construction management, program management and design-build services	1864
14	Alliance Beverage Distributing Co. LLC 1115 N. 47th Ave. Phoenix 85043	602-760-5500 www.alliance-beverage.com	Robert Smith Joseph Malina	wholesale trade	wholesale distributor of alcoholic beverages within Arizona	1998
15	Union Distributing Co. of Tucson 622 S. 56th Ave. Phoenix 85043	602-272-6795 www.uniondistributing.com	David Lueth J. Warren Lueth	wholesale trade	wholesale distribution of gasoline, diesel fuel and lubricants	1986
16	Russell Sigler Inc. 9702 W. Tonto St. Tolleson 85353	623-388-5100 www.siglers.com	John Sigler Robert Osborne	wholesale distributor	wholesale distributor of HVACR equipment, parts and supplies	1950
17	Sonora Quest Laboratories/Laboratory Sciences of Arizona 1255 W. Washington St. Tempe 85281	602-685-5500 www.sonoraquest.com	David Dexter David Lutich	health care	integrated medical laboratory system servicing more than 6,000 clients throughout Arizona	1996
18	Snell & Wilmer LLP 400 E. Van Buren St., Ste. 1900 Phoenix 85004	602-382-6000 www.swlaw.com	John Bouma Michael Marrie	law firm	law firm with more than 400 attorneys practicing in nine offices in the western U.S. and Mexico	1938
19	OnTrac 3401 E. Harbour Drive Phoenix 85034	800-334-5000 www.ontrac.com	Rob Humphrey Jr. Tom Fischer	regional overnight package delivery	provides overnight package deliveries to California, Arizona, Nevada, Oregon, Washington and Utah	1991
20	The Apothecary Shops 1606 W. Whispering Wind Drive, Second Floor Phoenix 85085	623-434-3657 www.theapothecaryshop.com	John Musil Gary Williams	specialty pharmacy	provides pharmacy services to patients with complex chronic conditions and customized solutions	1996
21	Lifelock Inc. 60 E. Rio Salado Pkwy., Ste. 400 Tempe 85281	800-543-3562 www.lifelock.com	Todd Davis Chris Power	identity theft protection services	provides identity theft protection services to more than 1.8 million consumers	2005
22	Suntron Corp. 2401 W. Grandview Road Phoenix 85023	855-786-8766 www.suntroncorp.com	Ed Wheeler Jeff Wanago	electronics manufacturing services provider	provides electronic manufacturing services for aerospace, defense, industrial, medical, network and telecom market segments	1981
23	American Traffic Solutions 7681 E. Gray Road Scottsdale 85260	480-443-7000 www.atsol.com	James Tuton Michael Bolton	traffic safety	provider of technology and business solutions for road safety camera and electronic toll enforcement programs	1982
24	SmartHealth Inc. 3400 E. McDowell Road Phoenix 85009	602-225-0595 www.smartpractice.com	Curtis Hamann M.D. Dan Nahom	health care	enterprise consisting of several affiliated companies serving vertical markets focused on healthier practices and patients	1971
25	Climatec Inc. 2851 W. Kathleen Road Phoenix 85053	602-944-3330 www.climatec.com	Jack Kucera Lisa Helseth Fischl	building technology	HVAC, lighting, fire, safety, security and card access systems	1975

Continued on Page 33

Rank 2011	Company name Address	Telephone Web	Top local executives	Type of business	Products/services	Year estab. locally
26	Hunter Contracting Co. 701 N. Cooper Road Gilbert 85233 www.huntercontracting.com	480-892-0521	Steve Padilla Sam Napolitano	construction	general contractor specializing in highways/ roads, wastewater plants, commercial site development, bridges, irrigation improvements	1961
27	Fox Restaurant Concepts 7135 E. Camelback Road, Ste. 260 Scottsdale 85251	480-905-6920 www.foxrc.com	Sam Fox Brian Stoll	restaurants	collection of boutique restaurants in Arizona, California, Colorado, Texas and Kansas	1998
28	Naumann Hobbs Material Handling 4335 E. Wood St. Phoenix 85040 www.performancepeople.com	602-296-2050	Bryan Armstrong Keith Sawottke	material handling equipment distribution	sell, rent, service and supply parts for an extensive line of material-handling products	1949
29	GlobalTranz 5415 E. High St. Phoenix 85054 www.globaltranz.com	602-740-0951	Andrew Leto Mark Schonau	freight and logistics	online portal for shippers who want to find carriers to match their freight	2003
30	Phoenix Group Metals Inc. 422 S. 33rd Ave. Phoenix 85009 www.pgm-corp.com	602-258-6500	Jay Robie Scott Mahoney	recycling	fully integrated auto recycler that also handles plastics, paper and miscellaneous metals	2006
31	Mach 1 Global Services Inc. 1530 W. Broadway Road Tempe 85282 www.mach1global.com	480-921-3900	Jamie Fletcher Debbie Wilcox	transportation, logistics, supply chain management	international and domestic freight forwarder offering transportation, logistics and supply chain services	1988
32	International Cruise & Excursions Inc. 15501 N. Dial Blvd. Scottsdale 85260 www.iceenterprise.com	602-395-1995	John Rowley John Williams	vacation packaging, resorts, cruises	global cruise/vacation marketing company specializing in branded vacation programs and membership/loyalty programs	1997
33	Vemma Nutrition Co. 8322 E. Hartford Drive Scottsdale 85255 www.vemma.com	480-927-8373	BK Boreyko Jeff Brademeyer	wellness company	helps others by enhancing their well-being and offers an income stream to people who introduce others to the product line	2004
34	Suntec Concrete 2221 W. Shangri-La Road Phoenix 85029 www.suntecconcrete.com	602-997-0937	Jerry Barnier Derek Wright	concrete contractor	provides concrete contracting in Arizona and beyond; producing more than 37 million square feet of concrete structures in the Valley	1985
35	Copper State Bolt & Nut Co. 3602 N. 34th Ave. Phoenix 85017 www.copperstate.com	602-272-2384	Martin Caffee Brian Cates	distribution and manufacturing	distributor and manufacturer of fasteners, industrial and construction products, power tools, fluid-sealing products and related items	1972
36	Border Construction Specialties LLC 3880 E. Broadway Road Phoenix 85040 www.bordercorp.com	602-344-2100	Brian Saker Shane Dryanski	wholesale distribution	operates Marvel Masonry Supply in addition to its concrete accessories, rebar, industrial and government divisions	1955
37	Aspire Design Inc. 2043 W. Lone Cactus Drive Phoenix 85027 623-516-2700	623-516-2700	Steve Shuler Bobbi Prigge	residential contractor	remodels homes and manages a design center management service for new home builders	1987
38	Ace Asphalt of AZ 3030 S. Seventh St. Phoenix 85040 www.aceasphalt.com	602-304-4058	Mike Moertl Gary Kessler	asphalt contractor	asphalt paving, earthwork, asphalt maintenance and concrete	1981
39	CSW Contractors Inc. 6135 N. Seventh St., Ste. 105 Phoenix 85014 www.cswcontractors.com	602-266-7000	Robert Meyers Mark Skidmore	heavy civil contractor	heavy civil contractor providing services to public and private clients in aviation, industrial, landfill, mining, site work and street and road	1982
40	American Fence and Security Company Inc. 2502 N. 27th Ave. Phoenix 85009 www.americanfence.com	602-734-0500	David Van Denburgh Douglas Waslaski	construction, retail, rental	fence rentals, commercial and industrial fence installations and fencing material for contractors and do-it-yourselfers	1948
41	Markham Contracting Co. Inc. 22820 N. 19th Ave. Phoenix 85027 www.markhamcontracting.com	623-869-9100	Michael Markham Sr. Teresa Walker	construction	all aspects of civil site development in both public and private sectors	1977
42	CCS Presentation Systems 17350 N. Hartford Drive Scottsdale 85255 www.cssprojects.com	480-348-0100	John Godbout Jack Seaver	audio-visual integrator	integration, maintenance and training of audio-visual equipment	1991
43	Goodmans Interior Structures 1400 E. Indian School Road Phoenix 85014 www.goodmans.info	602-263-1110	Adam Goodman Douglas Klein	office/interior facility furnishings	third-generation, family-owned and operated office furniture dealer	1954
44	LAI International Inc. 14350 N. 87th St., Ste. 105 Scottsdale 85260 www.laico.com	480-348-5942	Stewart Cramer Vinnie Caliendo	manufacturer	contract manufacturer of components assemblies for aerospace, power generation, defense, medical and other industries	1979
45	Total Transit Inc. 4600 W. Camelback Road Glendale 85301 www.totaltransit.com	602-200-5500	Craig Hughes Lawrence Eisel	transportation	comprehensive transportation company built to "move people"	1984
46	OneNeck IT Services 5301 N. Pima Road, Ste. 100 Scottsdale 85250 www.oneneck.com	480-315-3028	Chuck Vermillion Mike Tobin	technology	hosted application management, cloud services, managed hosting and infrastructure services	1997
47	ITP Consulting Inc. (dba IT Partners) 6939 S. Harl Ave. Tempe 85283 www.goitpartners.com	602-667-0100	Gary Johnston, Willie Hawileh Robert Brewer	technology consulting	technology consulting company offering specialized services, hardware and software for all aspects of data center infrastructure	2003
48	Safeguard Security 8454 N. 90th St. Scottsdale 85258 www.safeguard.us	480-609-6200	John Jennings Rich Alaimo	security services	installation and monitoring of various security systems	1961
49	MT Builders Cos. 8434 N. 90th St., Ste. 150 Scottsdale 85258 www.mtbuilders.com	480-443-3376	Michael Tarver NA	construction, general contracting	general contracting services for apartments/ condos, senior living communities, retail centers, churches, schools and offices	1995
50	Angel Jet Services LLC 8014 E. McClain, Ste. 220 Scottsdale 85260 www.angelmedflight.com	877-264-3570	Jeremy Freer Ashley Sanders	air medical transport	provides bedside-to-bedside patient care and safety on the ground and in the air	2007

Another look...

Rank by years in business

Rank	Name	Year established
1.	McCarthy Building Companies Inc.	1864
2.	Sundt Construction Inc.	1890
3.	StandardAero	1911
4.	Snell & Wilmer LLP	1938
5.	Hunt Construction Group Inc.	1944
6.	American Fence and Security Company Inc.	1948
7.	Naumann Hobbs Material Handling	1949
8.	Empire Southwest LLC	1950
8.	Kitchell Corp.	1950
8.	Russell Sigler Inc.	1950
11.	Goodmans Interior Structures	1954
12.	Border Construction Specialties LLC	1955
13.	Discount Tire	1960
13.	United Dairymen of Arizona	1960
15.	Hunter Contracting Co.	1961
15.	Safeguard Security	1961
17.	Chapman Automotive Group LLC	1966
18.	SmartHealth Inc.	1971
19.	Copper State Bolt & Nut Co.	1972
20.	Climatec Inc.	1975
21.	Markham Contracting Co. Inc.	1977
22.	LAI International Inc.	1979
23.	Suntron Corp.	1981
23.	Ace Asphalt of AZ	1981
25.	American Traffic Solutions	1982
25.	CSW Contractors Inc.	1982
27.	Total Transit Inc.	1984
28.	Suntec Concrete	1985
29.	Union Distributing Co. of Tucson	1986
30.	Services Group of America Inc.	1987
30.	Aspire Design Inc.	1987
32.	Mach 1 Global Services Inc.	1988
33.	OnTrac	1991
33.	CCS Presentation Systems	1991
35.	MT Builders Cos.	1995
36.	TriWest Healthcare Alliance	1996
36.	Sonora Quest Laboratories /Laboratory Sciences of Arizona	1996
36.	The Apothecary Shops	1996
39.	GoDaddy.com Inc.	1997
39.	International Cruise & Excursions Inc.	1997
39.	OneNeck IT Services	1997
42.	Alliance Beverage Distributing Co. LLC	1998
42.	Fox Restaurant Concepts	1998
44.	Sprouts Farmers Markets	2002
45.	GlobalTranz	2003
45.	ITP Consulting Inc. (dba IT Partners)	2003
47.	Vemma Nutrition Co.	2004
48.	Lifelock Inc.	2005
49.	Phoenix Group Metals Inc.	2006
50.	Angel Jet Services LLC	2007

About this list

SOURCE: All information in this list was researched by Clifton Gunderson LLP, compiled by BDO USA and submitted to the *Phoenix Business Journal* for publication.

1 ACE (Arizona Corporate Excellence) is a list of privately held companies in Arizona. In order to maintain confidentiality of company data, all companies are ranked by revenue over one 12-month period.

NL - not listed in 2010

© 2011 *Phoenix Business Journal*. All rights reserved.

REPRINTS: Scoop ReprintSource at 800-767-3263 or www.scoopreprintsources.com.

Several local companies fast-growth fixtures

Recession hasn't stopped businesses from growing

BY LYNN DUCEY

Phoenix Business Journal

Being recognized as a fast-growth company is an achievement, but maintaining that status for years on end takes much more work and patience — not to mention good timing.

From the Go Daddy Group to Sprouts Farmers Markets, several businesses

have managed to become fixtures on the annual Arizona Corporate Excellence list of the state's 25 fastest-growing private companies.

Sometimes, that growth is a product of the industry in which they do business. Other times, it's a matter of expanding into new markets — even when the timing looks bad.

"From June 2009 to September 2010, we opened 23 stores in 16 months. It was during the worst part of the economy that we expanded," said Doug Sanders, president and chief operating officer of Sprouts.

Sprouts recently purchased Henry's

Markets, which was part of Wild Oats and later Whole Foods before being sold to an investment group. The deal closed in April. Terms were not disclosed.

Today, the Sprouts network includes 105 stores and more than 7,000 full- and part-time employees across Arizona, Texas and California. All of the newly acquired stores are being renamed Sprouts and will continue to focus on healthful, value-oriented products.

"This year has been a busy year. Not only are we assimilating a group of stores, we have opened new stores as well," Sanders said. "Both companies have very similar cultures, and it's great to bring everyone back into the fold."

Many of the fastest-growing companies' executives say their growth has occurred in spite of the economy, which has posed its share of challenges.

"The economy has not helped us. We would be at an entirely different level had we not had this recession," said Clark Peterson, founder of Telesphere. "We've had to grow even in some of the toughest markets during these difficult times, and we look forward to what we can accomplish in nonrecessionary times."

Another local growth company, GlobalTranz, recently received an equity investment of \$10 million. CEO Andrew Leto said the money will be used to build the business, which has a goal of becoming a \$1 billion company in the next five years, Leto said. Last year, GlobalTranz had revenue of \$80 million. This year it is expected to



PROVIDED BY SPROUTS FARMERS MARKETS

Sprouts Farmers Markets opened 23 stores between June 2009 and September 2010.

reach \$150 million.

"Now, we are fully capitalized. We are going to take a very slow and methodical approach to this, but capital is not a detriment to us like it was," Leto said.

One company to break the billion-dollar mark is Go Daddy.

"Over the last 12 months we've done \$1 billion in sales, and we are actually closing in on 50,000 domains under management," said Go Daddy President and CEO Warren Adelman.

MANAGING GROWTH

While the companies on the fast-growth list have succeeded during the downturn, their CEOs say unfettered growth can pose just as many challenges as a slow cash register.



**Compassion | Quality | Integrity
Collaboration | Accountability**

These are the values that our company lives by; guiding us as we provide award-winning clinical laboratory services to the Arizona community.

Congratulations to all of the 2011 ACE Award nominees and recipients.

 **Sonora Quest
Laboratories™**

A Subsidiary of Laboratory Sciences of Arizona

www.SonoraQuest.com

**Snell & Wilmer is proud to be
recognized by the 2011
Arizona Corporate Excellence Awards.**

Snell & Wilmer

L.L.P.
LAW OFFICES

Straight talk. Sound counsel. Practical solutions.
At Snell & Wilmer, some things never change.

www.swlaw.com

DENVER | LAS VEGAS | LOS ANGELES | LOS CABOS
ORANGE COUNTY | PHOENIX | SALT LAKE CITY | TUCSON

The executives say it's important to set goals, manage growth and create internal personnel, information technology and accounting systems to handle growth-associated spurts and the pressure to perform during the slow economy.

Todd Davis, founder and CEO of LifeLock Inc., said his Tempe-based company's revenue grew by 24 percent during the past year and now has 2 million subscribers.

"We are focused," he said. "If one was just looking at our financials, you could look and make decisions based on saving money. But there are investments that you make on the greater mission of being an industry leader. The math still works, and you get that return."



Adelman

Part of that includes LifeLock's commitment to staffing, Davis said.

"We are there for consumers 24/7/365, with a real body based in the United States that will answer the phone," he said.

Adelman said 24-hour staffing has been a core component of Go Daddy's business and its customer service philosophy.

"We have a complete commitment to our customer and our customer's success," he said.

COMMUNICATING MISSIONS

Communicating and focusing on a mission are critical to long-term success, according to the CEOs of the fast-growing companies.

"You can't grow at the expense of your core business, our employees and our members. We have and develop a well-thought-out product road map," Davis said.

Communicating goals to staff and re-



JIM POULIN | PHOENIX BUSINESS JOURNAL

Angel MedFlight Worldwide Air Ambulance CEO Jeremy Freer says having the most up-to-date technology is key to the company's success.

warding them is an important component of maintaining and growing business.

"We have provided stock options for every employee. It changes their mind-set when they become an equity holder in the company," Peterson said. "Whether it's finding new ways to do things or going the extra mile for a customer, it's part of that psychology. As an owner of a company, you perform differently."

Leto agreed.

"People are the most important part of our company, and we need good people, and people want to know there's room for growth in our company. Seeing colleagues

excel and move up inspires others," he said.

In addition to internal communication, executives said talking with the customer base is equally important.

"One of the things we believe in is transparency," said Jeremy Freer, founder and CEO of Angel MedFlight Worldwide Air Ambulance.

"We do that through ensuring that we have the most up-to-date technology," he said. "Clients can log in and check on their insurance claims. They can upload documents to our system. We also have wireless on our aircraft, so customers can actually

see their family members on our aircraft while they are in flight."

WALKING A TIGHTROPE

Balancing growth and the desire to move forward can present several challenges. While it's important to set goals, Freer said they must be tweaked constantly.

"By setting a goal, you may be limiting yourself, and there is that danger of getting complacent after achieving that goal," he said.

Goal evolution must be part of a company's long-term strategy, Sanders said.

"The innovative side of our company has to stay there, because if you stand still you are moving backward," he said.

Growth also must be monitored continuously and not embraced just so a company can say it is growing, Peterson said.

"It definitely challenges you to find that median between growing fast and growing smartly and efficiently. There are always trade-offs, and especially in these times, you have to balance that," he said.

Trying to balance all of those aspects to ensure a growing company continues to prosper is challenging, even to the most disciplined business owner.

"That patience is sometimes hard to master, especially with our entrepreneurial spirit," Davis said.

Although the companies on this list have achieved success, each of the CEOs said it's been backed by hard work.

"There is a saying that luck is the intersection of preparedness and opportunity. Yes, there is timing, but you'd better be ready," Adelman said.

Connect with **Lynn Ducey** at lducey@bizjournals.com or on Twitter at @PHXBizLynn.

3 Million pages are printed every minute in corporate America.

What is your business doing to print less?

Print Less • Save More • Go Green • Call **FlexPrint, Inc.**

Recognized as an *Inc 500 company* and an *Arizona's Most Admired Company*, FlexPrint, Inc. currently provides services to clients in every state in the country. FlexPrint's consultative approach assists companies by eliminating discretionary-unnecessary printing within the office while typically reducing operating expenses between 15 and 30%.

FlexPrint, Inc.

1-888-FLEXPRINT
www.flexprintinc.com

Another look...

Historical perspective

2002 Fastest-Growing

Companies, public and private

Rank	Company name	Growth score
1.	First National Bank of Arizona	459.90
2.	KnowledgeNet	430.50
3.	Go Daddy Software	415.85
4.	Capital Title Group Inc.	389.50
5.	Human Resource Synergy	384.65
6.	Cyclone Commerce	365.95
7.	Avnet	363.65
8.	Riester & Robb	344.75
9.	Off Madison Ave	335.85
10.	Barclay Group	334.75
11.	Spectrum Astro Inc.	328.70
12.	Evolved Systems	326.65
13.	Cultural Experiences Abroad	310.90
14.	Sierra Pointe Retirement Community LLC	305.75
15.	Bower Builders Inc.	291.20
16.	Damon S. Williams Associates LLC	290.80
17.	The Cowens Group	286.85
18.	Corbins Electric	279.60
19.	JDA Software Group Inc.	278.30
20.	Calence Inc.	264.25
21.	Thunderbird Samaritan Medical	262.75
22.	California Overnight	258.70
23.	NextStudent	246.95
24.	Universal Technical Institute Inc.	243.45
25.	Renaissance Networks	232.00
26.	Top Priority Messenger Service	231.60
27.	Apollo College	224.85
28.	Dial Corp.	217.40
29.	Main Street & Main Inc.	213.05
30.	The Mahoney Group	209.50
31.	Markham Contracting Co. Inc.	209.10
32.	nFocus Software	206.25
33.	Cybergear Inc.	205.95
34.	GAME - Great American Merchandise & Event	200.70
35.	Atronic Americas LLC	194.05
36.	DBL Distributing Inc.	188.40
37.	Opus West Corp.	182.55
38.	Omega Chemistries Inc.	181.80
39.	Rockland Materials	179.00
40.	Hard Dollar Corp.	170.50
41.	Visualize One	168.25
42.	ATCi	150.00
43.	Verdict Systems LLC	141.20
44.	White Electronic Designs	138.30
45.	Kitchen Sink Studios Inc.	126.55
46.	AAA Landscape	124.25
47.	The Plaza Cos.	104.65
48.	Phoenix Institute of Herbal Medicine & Acupuncture	101.50
49.	Art Architects	100.40
50.	Shiloh Custom Homes	99.10

Source: KPMG LLP

About this list

SOURCE: All information for this list was researched by Clifton Gunderson LLP, compiled by BDO USA and submitted to the *Phoenix Business Journal* for publication.

1 To retain confidentiality of company data, a growth score was calculated for each company. This growth score is an ACE proprietary formula based on revenue growth over a two-year period. Both actual dollar growth and percentage growth are used to derive a score, with 500 points being the highest possible score.

© 2011 *Phoenix Business Journal*. All rights reserved.

REPRINTS: Scoop ReprintSource at 800-767-3263 or www.scoopreprintsource.com.

Rank 2011	Company name Address	Telephone Web	Growth score ¹	Top local executives	Industry	Products/services	Year estab. locally
1	Russell Sigler Inc. 9702 W. Tonto St. Tolleson 85353	623-388-5100 www.siglers.com	465.05	John Sigler Robert Osborne	wholesale distributor	wholesale distributor of HVACR equipment, parts and supplies	1950
2	GlobalTranz 5415 E. High St., Bldg. A9 Phoenix 85054	602-740-0951 www.globaltranz.com	440.40	Andrew Leto Mark Schonau	freight and logistics	online portal for shippers who want to find carriers to match their freight	2003
3	Phoenix Group Metals Inc. 422 S. 33rd Ave. Phoenix 85009	602-258-6500 www.pgm-corp.com	435.55	Jay Robie Scott Mahoney	recycling	fully integrated auto recycler that also handles plastics, paper and miscellaneous metals	2006
4	Sprouts Farmers Markets 11811 N. Tatum Blvd., Ste. 2400 Phoenix 85028	480-814-8016 www.sprouts.com	429.50	Doug Sanders Brad Denton	natural food grocer	grocer specializing in fresh produce, vitamins and supplements, deli and bakery items and organic grocery items	2002
5	The Apothecary Shops 1606 W. Whispering Wind Drive, Second Floor Phoenix 85085	623-434-3657 www.theapothecaryshop.com	425.15	John Musil Gary Williams	specialty pharmacy	provides pharmacy services to patients with complex chronic conditions and customized solutions	1996
6	American Traffic Solutions 7681 E. Gray Road Scottsdale 85260	480-443-7000 www.atsol.com	390	James Tuton Michael Bolton	traffic safety	provider of technology and business solutions for road safety camera and electronic toll enforcement programs	1982
7	Chapman Automotive Group LLC P.O. Box 12375 Tempe 85284	480-970-0740 www.chapmanchoice.com	384.15	Andrew Davault Jr. David Bower	automotive	automotive sales and service	1966
8	GlobalMedia Group LLC 15020 N. 74th St. Scottsdale 85260	480-922-0044 www.globalmedia.com	371.30	Joel Barthelemy Brad Schmidt	health care technology	design, manufacture and marketing of telemedicine solutions and medical image automation systems	2002
9	Aspire Design Inc. 2043 W. Lone Cactus Drive Phoenix 85027	623-516-2700	365.45	Steve Shuler Bobbi Prigge	residential contractor	remodels homes and manages a design center management service for new home builders	1987
10	GoDaddy.com Inc. 14455 N. Hayden Road Scottsdale 85260	480-505-8800 www.godaddy.com	354.15	Bob Parsons Michael Zimmerman	domain name registration, Internet services	offers domain names, websites and "everything in between" to help customers develop online presence	1997
11	Telesphere 9237 E. Via de Ventura, Ste. 250 Scottsdale 85258	858-205-2113 www.telesphere.com	351.00	Clark Peterson Linda Allen	enterprise cloud telecommunications	hosted business communications, creating a nationwide cloud communications as a platform	2000
12	Angel Jet Services LLC 8014 E. McClain, Ste. 220 Scottsdale 85260	877-264-3570 www.angelmedflight.com	340.80	Jeremy Freer Ashley Sanders	air medical transport	provides bedside-to-bedside patient care and safety on the ground and in the air	2007
13	Lifelock Inc. 60 E. Rio Salado Pkwy., Ste. 400 Tempe 85281	800-543-3562 www.lifelock.com	339.80	Todd Davis Chris Power	identity theft protection services	identity theft protection services provided to more than 1.8 million consumers	2005
14	Discount Tire 20225 N. Scottsdale Road Scottsdale 85255	480-606-6000 www.discounttire.com	333.35	Bruce Halle Tom Englert	retail, consumer products	independent tire and wheel retailer with more than 800 stores across 23 states	1960
15	Sundt Construction Inc. 2620 S. 55th St. Tempe 85282	480-293-3000 www.sundt.com	328.80	J. Doug Pruitt Raymond Bargull	construction	general contractor currently ranked 54th largest construction company in the U.S. by industry magazine ENR	1890
16	Alliance Financial Resources LLC 2155 W. Pinnacle Peak Road, Ste. 201 Phoenix 85027	602-867-6000 www.afrhomeloans.com	326.35	Jamie Korus Angela Havel	mortgage bank	mortgage bank that originates and closes all loans at its corporate office in Phoenix	2004
17	Empire Southwest LLC 1725 S. Country Club Drive Mesa 85210	480-633-4599 www.empire-cat.com	324.05	Jeff Whiteman John Helms	equipment dealer	equipment dealer for agriculture, construction, mining, hydraulics, trucks and solar	1950
18	Column 5 Consulting LLC 14500 N. Northsight Blvd., Ste. 212 Scottsdale 85260	800-360-7839 www.column5.com	321.10	David Den Boer Laura Hudson	consulting	consulting firm working with finance managers and CFOs to improve how they plan and manage their businesses	2005
19	United Dairymen of Arizona 2008 S. Hardy Drive Tempe 85282	480-966-7211 www.uda.coop	313.85	Keith Murfield Mark Hocking	milk marketing and manufacturing	milk marketing and manufacturing	1960
20	Markham Contracting Co. Inc. 22820 N. 19th Ave. Phoenix 85027	623-869-9100 www.markhamcontracting.com	305.35	Michael Markham Sr. Teresa Walker	construction	all aspects of civil site development in both public and private sectors	1977
21	International Cruise & Excursions Inc. 15501 N. Dial Blvd. Scottsdale 85260	602-395-1995 www.icecenterprise.com	305.05	John Rowley John Williams	cruises, vacation package, loyalty rewards, redemption	offers pre-packaged vacations and membership/loyalty programs	1997
22	TriWest Healthcare Alliance 16010 N. 28th Ave. Phoenix 85053	888-874-9378 www.triwest.com	303.15	David McIntyre Jr. Larry Haggerty	health care	provides access to health care for 2.9 million members of America's military family in TRICARE West region	1996
23	B2B CFO 4140 E. Baseline Road, Ste. 101 Mesa 85206	602-296-6888 www.b2bcfo.com	301.00	Jerry Mills Marty Mercer	small business finance	CFO services firm serving mid-market companies	1987
24	Suntron Corp. 2401 W. Grandview Road Phoenix 85023	855-786-8766 www.suntroncorp.com	299.60	Ed Wheeler Jeff Wanago	electronics manufacturing service provider	provides electronics manufacturing services within the aerospace, defense, industrial, medical, network and telecom market segments	1981
25	Mach 1 Global Services Inc. 1530 W. Broadway Road Tempe 85282	480-921-3900 www.mach1global.com	290.00	Jamie Fletcher Debbie Wilcox	transportation, logistics and supply chain management	international and domestic freight forwarder offering transportation, logistics and supply chain services	1988

THE VALLEY'S PERENNIAL FAST-GROWTH COMPANIES

Telesphere

RANK: No. 11 on the fast-growth list**CEO:** Clark Peterson**HQ:** Scottsdale**FOUNDED:** 2000**EMPLOYEES:** 105**REVENUE, 2009:** DND**REVENUE, 2010:** DND**REVENUE INCREASE, 2009-10:** 75 percent**WEB:** www.telesphere.com

How do you maintain fast growth through the years? We give companies of all sizes what they need: affordable, leading-edge business communications without big, up-front investments in telecom infrastructure. This growth is attributed to a very innovative product line that is clearly recognized as the future of business communications, and Telesphere as a company positioning itself as a leader in the cloud communication space.

How does growth become a part of your business culture? Our company values are to wow the customer; hire, develop and reward great people; run lean, think big; develop innovative customer services; succeed with teamwork; and build a company with enduring value for employees, customers and shareholders. In driving a culture of growth, we instill in our employees the overall vision, communicate it consistently and thoroughly, and tie rewards to accomplishing that vision of growth, including stock options for every single employee.

Looking out 12 months, what is your greatest obstacle to continued growth?



Peterson

The overall economy and ongoing recession threats continue to make businesses hesitant to move forward with plans. We have been able to grow even during tough times because our cloud platform enables businesses to avoid the cost of a PBX and even enables cellphones to serve as office phones to further avoid costs. Despite this very efficient way for businesses to communicate, the lack of new business growth is still our greatest obstacle.

Go Daddy Group Inc.

RANKS: No. 10 on the fast-growth list, No. 8 on the largest private companies list**FOUNDER AND CEO:** Bob Parsons**HQ:** Scottsdale**FOUNDED:** 1997**EMPLOYEES:** 3,315**REVENUE, 2009:** \$610 million**REVENUE, 2010:** \$741 million**REVENUE INCREASE, 2009-10:** 21.5 percent**WEB:** www.godaddy.com**How do you maintain****fast growth through the years?** Go

Daddy has built its business by listening to customers and creating affordable services that help them meet their business or individual needs. We have been able to keep prices low by developing a suite of cloud-based services in-house with direct feedback from our customers. The other piece of our culture, our philosophy, has been to back up our products with top-notch customer service. We approach all aspects of our business with these principles in mind,



Parsons



PROVIDED BY GO DADDY GROUP INC.

Go Daddy Group Inc. employees work at the company's customer care center in Gilbert. The company's revenue increased by 21.5 percent between 2009 and 2010.

and the result has been explosive, organic growth in a highly competitive industry.

How does growth become a part of your business culture? We have always believed it is important to keep moving forward. In fact, it's one of CEO Bob Parsons' "16 Rules for Success." By working hard and moving forward, even a little bit each day, you find success — and success has a way of catching on with people. Our employees know they can make a difference, whether it's with helping customers, developing great products or creating integrated marketing campaigns across a wide variety of media touch points.

Looking out 12 months, what is your greatest obstacle to continued growth? Hiring the right people as we grow and maintaining the company DNA that has made us great.

LifeLock Inc.

RANK: No. 13 on the fast-growth list, No. 21 on the largest private companies list**FOUNDER AND CEO:** Todd Davis**HQ:** Tempe**FOUNDED:** 2005**EMPLOYEES:** About 500**REVENUE, 2009:** DND**REVENUE, 2010:** DND**REVENUE INCREASE, 2009-10:** 24 percent**WEB:** www.lifelock.com

Davis

How do you maintain fast growth through the years? By staying focused on the value proposition we deliver to the member. By having vision alignment within the organization so that everyone knows their roles in contributing to our shared success. Finally, being willing to invest in world-class service when other companies were trying to preserve capital by cutting expenses during economic downturns.

How does growth become a part of your business culture? Growth becomes ingrained when you clearly state the goal, design infrastructure — organizational, economical and operational — that support the goal, and then have the courage to take chances and hold the course, even when some of the efforts won't be dead on the mark. People should not be afraid to take chances as long as they are doing what they believe is best for achieving the goal.

Looking out 12 months, what is your

SEE FASTEST-GROWING | 38



Proudly serving

Arizona since 1970.

Over 800 stores

nationwide. Visit

discounttire.com

for a store near you.

DISCOUNT
TIRE

FASTEST-GROWING

FROM PAGE 37

greatest obstacle to continued growth?

Complacency. It is hard work every single day to deliver strong growth and world-class service, and it may be tempting to look back on our past success and think we could coast for a bit. Instead, we have to look for opportunities for continuous improvement.

**Angel MedFlight
Worldwide Air Ambulance**

RANKS: No. 12 on the fast-growth list, No. 50 on the top private companies list

FOUNDER AND CEO: Jeremy Freer

HQ: Scottsdale

FOUNDED: 2007

EMPLOYEES: 41

REVENUE, 2009: DND

REVENUE, 2010: DND

REVENUE INCREASE, 2009-10: 58 percent

WEB: www.angelmedflight.com



Freer

How do you maintain fast growth through the years?

Angel MedFlight's consistent growth is based on innovation. We continue to redefine the air medical transport industry by raising the bar for patient care, service and safety on the ground and in the air. We invest in highly qualified medical personnel, advanced technologies and leading-edge equipment. Angel MedFlight has built a reputation as a progressive leader in our industry.

How does growth become a part of your business culture?

With growth and innovation comes change. In our business, where hours can mean the difference between life and death, the Angel MedFlight staff is well aware that any situation can change in a heartbeat. We are fortunate to have a self-motivated, highly adaptable team of professionals, united in our effort to provide patients with the best possible care from bedside to bedside. The busier we are, the harder we work, the better we get.

Looking out 12 months, what is your greatest obstacle to continued growth?

Educating the public, health care professionals and insurance company representatives, who all are searching for ways to cut costs. In this case, the adage "You get what you pay for" may be alarmingly true. There are significant costs associated with providing high-quality air medical transport. When an air ambulance company is selected on price alone, the patient's care and



JIM POULIN | PHOENIX BUSINESS JOURNAL

An Angel MedFlight Worldwide Air Ambulance employee performs maintenance on a jet. The company grew by 58 percent between 2009 and 2010.

safety may be in jeopardy. We must help others understand that all air ambulance companies are not equal. Angel MedFlight uses meticulously maintained Learjets and provides an elite, critical care medical team with top-of-the-line equipment. At 40,000 feet, there is no room for error.

B2B CFO

RANK: No. 23 on the fast-growth list

FOUNDER AND CEO: Jerry Mills

HQ: Phoenix

FOUNDED: 1987

EMPLOYEES: 197 partners

across 39 states and four full-time employees in Mesa

REVENUE, 2009: DND

REVENUE, 2010: DND

REVENUE INCREASE, 2009-10: 46.5 percent

WEB: www.b2bcfo.com



Mills

How do you maintain fast growth through the years?

Maintaining steady, fast growth has been a matter of setting goals and then working diligently to build an infrastructure that supports our team and allows us to achieve our goals. It is also a matter of constant evaluation and making periodic adjustments to the process of the goal achievement. For example, when new technologies become available or when a process can be improved, we need to always adjust our course — first direction, then velocity.

How does growth become a part of your business culture?

I review my goals weekly. I also leverage the expertise and help from a personal coach who goes over my goals with me and helps me augment and expand them, causing me to stretch and grow at all times. I go over our goal achievements each month with the staff so the team will constantly have our progress in front of them. Making sure everyone knows the direction and the goals is crucial to our success.

Looking out 12 months, what is your greatest obstacle to continued growth? I see absolutely no obstacles that will impede our ability to achieve and meet our goals.

GlobalTranz

RANKS: No. 2 on the fast-growth list, No. 29 on the largest private companies list

FOUNDER AND CEO: Andrew Leto

HQ: Phoenix

FOUNDED: 2003

EMPLOYEES: 110

REVENUE, 2009: \$36.5 million

REVENUE, 2010: \$78 million

REVENUE INCREASE, 2009-10: 114 percent

WEB: www.globaltranz.com



Leto

How do you maintain fast growth through the years?

We are able to maintain fast growth by introducing new technologies to an industry that, for the most part, is highly ignored. Venture capital and startups are so focused on social networking and consumer-based companies that they seem to forget 5 percent to 6 percent of the gross domestic product is transportation. We are in a huge market. Domestic trucking alone is around \$150 billion per year.

How does growth become a part of your business culture?

You have to make growth a part of your business culture. No one likes to work for a company that isn't growing. People want to know there is room for them to grow within the company. If we land a big deal, we want everyone in the company to know about it. If we hit a cer-



Sprouts Farmers Market LLC operates 106 stores in Arizona, Texas, Colorado and California. The company's revenue increased by 41.4 percent between 2009 and 2010, and it was ranked No. 4 on the fast-growth list.

JIM POULIN | PHOENIX BUSINESS JOURNAL

tain milestone, we celebrate as a company. We post all open positions internally before we go to the market for new employees. These things help us retain our top talent and keep morale high.

Looking out 12 months, what is your greatest obstacle to continued growth?

We are starting an inside sales force, an area in which we have not yet proved ourselves. This model works very well for the competition, whereas we rely heavily on an outside sales force. The good news is that we are hiring for these positions in Phoenix right now, and we should have our first 20 hires starting in the next few days. We plan to build this to around 100 inside sales professionals by the end of 2012.

Sprouts Farmers Market LLC

RANKS: No. 4 on the fast-growth list, No. 9 on the largest private companies list

FOUNDER: Stan and Shon

Boney

CEO: Shon Boney

PRESIDENT AND COO: Doug

Sanders

HQ: Phoenix

FOUNDED: 2002

EMPLOYEES: 7,000

REVENUE, 2009: \$440 million

REVENUE, 2010: \$622 million

REVENUE INCREASE, 2009-10: 41.4 percent

REVENUE, 2011: \$1.3 billion (projected)

WEB: www.sprouts.com



Sanders

How does growth become part of your business culture?

Aggressive growth has been one of the core components of our company since our beginning back in 2002. Each year, a large portion of our strategic plan is dedicated to staying ahead of our growth, including staffing, logistics, technology and real estate. Our commitment to growth has enabled Sprouts to become one of the largest natural foods retailers in the U.S., operating 106 stores in Arizona, Texas, Colorado and California by the of 2012.

How do you maintain fast growth through the years?

Our company has been "built to grow" since our first store in Chandler. One of our proudest achievements was doubling our store count during the toughest parts of the recession. From June 2009 to September 2010, Sprouts opened 23 new stores, including entries into new markets in Colorado and Austin.

Looking out 12 months, what is your greatest obstacle to continued growth?

We recently merged with Henry's Farmers Markets and are in the process of rebranding their stores to the Sprouts name. The focus of the next 12 months will be continued expansion through organic growth, while adjusting to the challenges of a much larger company.

American Traffic Solutions Inc.

RANKS: No. 6 on the fast-growth list, No. 23 on the largest private companies list

FOUNDER AND CEO: James Tuton

HQ: Scottsdale

FOUNDED: 1982

EMPLOYEES: 780

REVENUE, 2009: \$95.7 million

REVENUE, 2010: \$138 million

REVENUE INCREASE, 2009-10: 44 percent

WEB: www.atsol.com



Tuton

How do you maintain fast growth through the years?

Several factors have contributed to our sustained and relatively steady growth for the past several years. We maintain a disciplined focus on our marketplace and our core business. ATS has a proven track record and has attained the leadership position in the red-light and speed safety camera industry by staying focused on what we do best. Part of that is to ensure that we continue to offer customers a better product and better service than our competitors. We also have great employees who care deeply about what we do and are terrific ambassadors for our company. We're always trying to stay ahead of the curve by introducing new products and constantly looking for ways to improve what we do. Additionally, in these difficult economic times, our products allow our customers to do more with less.

How does growth become a part of your business culture?

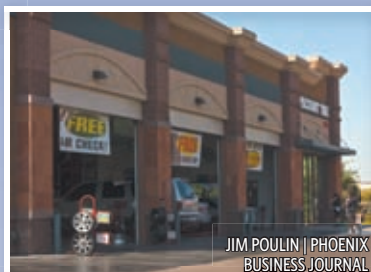
ATS is still a relatively young company. Part of the culture of ATS is an expectation that growth will continue. Our employees have come to understand that growth is necessary to stay ahead of the competition. As a CEO, I try to share with our employees my vision for the future and prepare them for what's ahead. One of the things I'm most mindful of is losing our corporate identity. In the midst of such rapid growth, it's easy to get caught up and forget what got us here. That's why we try so hard to instill these core values in every person who works at ATS.

Looking out 12 months, what is your greatest obstacle to continued growth?

Our ability to sustain the level of growth that is occurring every day, every week, every month and every year. If we continue to market and sell our services, the sky is the limit. Our commercial fleet services division is growing and adds new fleet customers every day, and this year we will break our previous record for new camera installations. As for the safety division, already this year we have added 57 new customers who have committed to install and operate more than 440 new safety cameras. In addition, many of our current customers have extended and expanded the scope of their current contracts.

A LOOK BACK ACE winners

The lineup for the ACE awards has been relatively consistent since the list began publishing in its current incarnation nine years ago. Discount Tire Co. and TriWest Healthcare Alliance hold steady in the top spots, as they have for the past four years. Other companies have come and gone in the top 10 over the past nine years, but some have remained. Here's a look at the top 10 since 2003:



JIM POULIN | PHOENIX BUSINESS JOURNAL

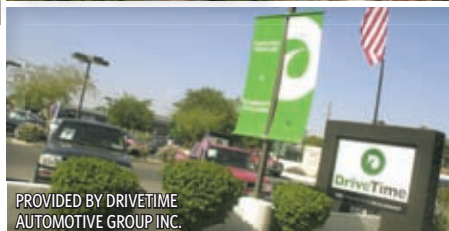
Companies that made the ACE Awards top 10 multiple times include Discount Tire Co., Go Daddy Group Inc., Empire Southwest Inc., DriveTime Automotive Group Inc. and Sprouts Farmers Markets.



PROVIDED BY GO DADDY GROUP INC.



PROVIDED BY EMPIRE SOUTHWEST LLC



PROVIDED BY DRIVETIME AUTOMOTIVE GROUP INC.



PROVIDED BY SPROUTS FARMERS MARKET

2003

1. Discount Tire Co.
2. Shamrock Foods Co.
3. EaglePicher Inc.
4. DriveTime Automotive Group Inc.
5. Sundt Construction Inc.
6. Kitchell Corp.
7. United Dairymen of Arizona
8. Bar-S Foods Co.
9. Empire Southwest LLC
10. Wireless Retail Inc.

2004

1. Discount Tire Co.
2. TriWest Healthcare Alliance
3. EaglePicher Inc.
4. DriveTime Automotive Group Inc.
5. Sundt Construction Inc.
6. Kitchell Corp.
7. Robson Communities Inc.
8. Empire Southwest LLC
9. United Dairymen of Arizona
10. Bar-S Foods Co.

2005

1. Schaller Anderson Inc.
2. 1st National Bank of Arizona
3. Robson Communities
4. Union Distributing Co.
5. Schuck & Sons Construction Co. Inc.
6. Sprouts Farmers Market
7. Go Daddy Group Inc.
8. Arizona Land Advisors
9. Hacienda Builders
10. Modular Technology

2006

1. Bashas' Supermarkets Inc.
2. Discount Tire Co.
3. TriWest Healthcare Alliance
4. DriveTime Automotive Group Inc.
5. Kitchell Corp.
6. Empire Southwest LLC
7. Sundt Construction Inc.
8. Fulton Homes Corp.
9. Robson Communities
10. United Dairymen of Arizona

2007

1. Bashas' Supermarkets Inc.
2. Discount Tire Co.
3. TriWest Healthcare Alliance
4. Hunt Construction Group Inc.
5. DriveTime Automotive Group Inc.
6. Empire Southwest LLC
7. Kitchell Corp.
8. Sundt Construction Inc.
9. Robson Communities
10. Schaller Anderson Inc.

2008

1. Discount Tire Co.
2. TriWest Healthcare Alliance
3. Bashas' Supermarkets Inc.
4. Hunt Construction Group Inc.
5. Empire Southwest LLC
6. Kitchell Corp.
7. Sundt Construction Inc.
8. United Dairymen of Arizona
9. Bar-S Foods Co.
10. Union Distributing Co.

2009

1. Discount Tire Co.
2. TriWest Healthcare Alliance
3. Hunt Corp.
4. Sundt Construction Inc.
5. Empire Southwest LLC
6. United Dairymen of Arizona
7. Kitchell Corp.
8. Go Daddy Group Inc.
9. Bar-S Foods Co.
10. Union Distributing Co.

2010

1. Discount Tire Co.
2. TriWest Healthcare Alliance
3. Hunt Construction Group Inc.
4. StandardAero
5. Sundt Construction Inc.
6. Kitchell Corp.
7. Go Daddy Group Inc.
8. United Dairymen of Arizona
9. Empire Southwest LLC
10. Sprouts Farmers Markets



50 YEARS OF *service, trust AND integrity*

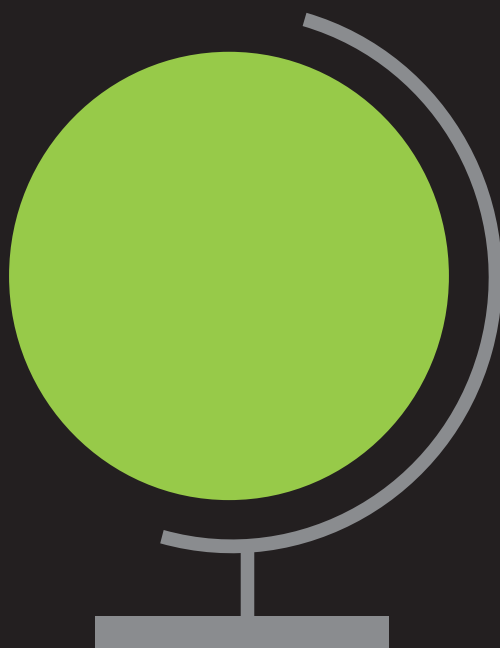
Clifton Gunderson Congratulates the 2011 ACE Award Recipients

Since 1960, Clifton Gunderson has grown to be one of the nation's largest certified public accounting and consulting firms. That success is built on the quality of our people and our core values of integrity, trust, caring, competence and continual learning.

Today as always, we remain committed to providing our clients with trusted business advice and exceptional service.



3003 N. Central Ave., Suite 500
Phoenix, Arizona 85012
602-266-2248
www.cliftoncpa.com



Where next?

Increasingly, mid-sized companies are expanding globally. At Deloitte Growth Enterprise Services, we're helping them. With global connections. Experience in nearly every country in the world. And mid-market insight delivered through *Perspectives* — a program that gives you access to events, webcasts, and signature reports. It's just what the mid-market needs to take its success global.

To learn more about Deloitte Growth Enterprise Services and its customized mid-market offerings, contact Jonas McCormick at +1 602 234 5100 or e-mail us at dges@deloitte.com

Download our latest *Perspectives* Signature Report and see upcoming events at www.deloitte.com/us/dges/competitiveness

USA



Official Professional Services Sponsor

Professional Services means audit, tax, consulting and financial advisory services.

As used in this document, "Deloitte" means Deloitte & Touche LLP, Deloitte Consulting LLP, Deloitte Financial Advisory Services LLP, and Deloitte Tax LLP, which are separate subsidiaries of Deloitte LLP. Please see www.deloitte.com/us/about for a detailed description of the legal structure of Deloitte LLP and its subsidiaries.

Certain services may not be available to attest clients under the rules and regulations of public accounting.

Copyright © 2011 Deloitte Development LLC. All rights reserved.
Member of Deloitte Touche Tohmatsu Limited
36 USC 220506

Deloitte.