

NH's Top 100 Private Companies

Despite the downturn, NH companies continue to grow.

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Many companies are smarting from the beating the economy is taking, but here's some salve—most of the businesses on this year's list of NH's Top 100 Private Companies are actually growing. Each year, *Business NH Magazine* invites thousands of companies to participate in our annual survey of the Top 100 Private Companies in NH, which ranks businesses by their gross revenue in 2007.

This year, 14 companies made their debut on our annual compilation of the Top 100 Private Companies in NH, including Eastern Mountain Sports, the outdoor gear and clothing giant based in Peterborough, which opened three new stores this past spring in New Jersey, Virginia and NH. Atrium Medical Corporation in Hudson also joined this year's list. The medical technology manufacturer received FDA approval for six new products between 2006 and 2008. Vette Corp., the Portsmouth-based provider of thermal management solutions, also premiered. The youngest company on the list (launched a mere four years ago), Vette introduced a series of LiquiCool™ Coolant Distribution Units to its family of data center cooling products earlier this year.

Business cooperatives continue to make their presence known on the Private 100. CCA Global Partners in Manchester and Associated Grocers of New England claimed the number two and three slots on the Private 100, while the Hanover Consumer Cooperative Society broke onto the list this year at number 30.

The three fastest-growing companies on the Private 100 made their debut this year: Polaris Direct in Hooksett, Janco Electronics in Dover and TURBOCAM International in Barrington. (The Private 100 list also ranks companies by their three-year average sales growth rate. Turn to page 41 to read profiles about the five fastest-growing companies on the list.)

There's plenty of good news on this year's list. Eighty companies reported sales growth over a three-year period. That's not to say they haven't felt the effects of the economy. When looking solely at year-to-year sales growth be-

tween 2006 and 2007, 66 percent saw sales increase, 8 percent remained stagnant and 26 percent saw a decline.

So who's doing well? Of the 20 fastest-growing companies on the list, 10 are in high tech or manufacturing, three are in construction, five provide business services and two are technology resellers.

High tech companies saw their sales continue to climb. Of the 32 manufacturers on the list, 14 are high-tech companies and all reported sales growth during the past three years. All but one of the six insurance companies on the list reported growth, as did the four hospitality venues. Sales for all but three of the 17 construction companies also grew.

While many companies seem to be hunkering down to ride out the downturn, 40 percent of the Private 100 reported that they expect to expand in the next year and are projecting adding a total of 700 jobs. Whose fortunes are faltering? Of the 20 companies reporting a three-year average decline in sales, 10 are retailers (seven of which are car dealerships), four are construction companies and there are three manufacturers.

Who are the Private 100?

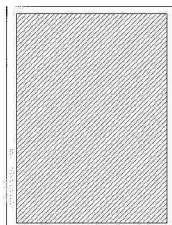
Here's a statistical look at the Private 100:

- 45 percent are family-owned businesses.
- 33 percent have been in business for 25 years or less, while 8 percent have been serving customers for more than 100 years. Monadnock Paper Mills continues to be the oldest company

Growth Rate Rank	Company Name	3-Year Average Sales Growth
1	Polaris Direct in Hooksett	44.87%
2	Janco Electronics Inc. in Dover	40.28%
3	TURBOCAM International in Barrington	35.68%
4	Cedar Point Communications Inc. in Derry	35.27%
5	Direct Capital Corp. in Portsmouth	32.46%
6	Eckman Construction Company in Bedford	31.25%
7	Horne Construction Company Inc. in Rochester	30.97%
8	Cellular Specialties Inc. in Manchester	28.38%
9	Core Medical Group in Salem	27.51%
10	Vette Corp. in Portsmouth	23.74%
11	Hypertherm in Hanover	23.27%
12	Favorite Foods in Somersworth	23.21%
13	Adaptive Communications, LLC in Portsmouth	23.20%
14	Conneston Construction Inc. in Gilford	22.70%
15	SIG Sauer Inc. in Exeter	21.12%
16	New England Wire Technologies Corporation in Lisbon	20.72%
17	Normandeau Associates Inc. in Bedford	20.68%
18	APC Paper Co. Inc. in Claremont	20.36%
19	Russound in Newmarket	18.90%
20	Red River Computer Co. Inc. in Lebanon	18.77%

on the list, celebrating its 189th anniversary.

- 21 percent have fewer than 50 employees.
- 31 percent are manufacturers, 30 percent are in retail or wholesale, 17 percent are in construction, 7 percent provide business services, 6 percent are insurance companies, 4 percent are in hospitality, 3 percent are staffing firms, one is in media and one is an agricultural business.
- The bulk of the Private 100 companies are located in the Merrimack Valley (48 percent), with 20 percent in the Seacoast, 12 percent in the Lakes Region, 8 percent each in the Monadnock Region and Dartmouth-Lake Sunapee Region, and 2 percent each in the White Mountains Region and Great North Woods. ■



2008 Rank	2007 Rank	Company Name Address	Top Ranking Executive	Web site Phone Number Year Founded	Employees Full- Time Total/NH/ Part-Time or Temp.	Growth Rate Rank	Product/Service
\$1 Billion+ in Sales							
1	1	C&S Wholesale Grocers Inc. 7 Corporate Drive, Keene, NH 03431	Richard B. Cohen, CEO	www.cswg.com 603-354-7000 • 1918	17,000+ worldwide	28	Wholesale food distributor
2	2	CCA Global Partners Inc. 670 North Commercial St., Manchester, NH 03101	Howard Brodsky, co-founder, chairman, co-CEO; Rick Bennet, co-CEO	www.ccaglobal.com 603-626-0333 • 1984	357/96/14	78	Provides marketing, management and buying services to nearly 3,600 independent retailers
\$251-\$500 Million in Sales							
3	4	Hypertherm 21 Great Hollow Road, Hanover, NH 03755	Richard Couch Jr., president	www.hypertherm.com 603-643-3441 • 1968	1,000/860/0	11	Designs and manufactures plasma cutting torches
4	3	Associated Grocers of New England 11 Cooperative Way, PO Box 6000, Pembroke, NH 03275	Michael Bourgoine, president and CEO	www.agne.com 603-223-5301 • 1946	315/310/5	42	Wholesale supplier to supermarkets and convenience stores
5	6	AutoFair 1477 South Willow St., Manchester, NH 03103	H. Andy Crews, president and CEO	www.autofair.com 603-634-1003 1991	380/292/30	76	Automotive sales and service
\$151-\$250 Million in Sales							
6	8	FCI-Burndy* 47 East Industrial Park Drive, Manchester, NH 03109	Rodd R. Ruland, corporate vice president and general manager	www.burndy.com 603-647-5000 1924	1,100/650/83	25	Electrical connectors and application tooling
7	11	Direct Capital Corp. 155 Commerce Way, Portsmouth, NH 03801	James P. Broom, CEO	www.directcapital.com 866-777-0117 • 1993	298/267/19	5	Financing for equipment and technology for businesses, commercial loans and real estate
8	5	Hitchiner Manufacturing Co. Inc. 117 Old Wilton Road, Milford, NH 03055	John H. Morison, chairman	www.hitchiner.com 603-673-1100 • 1946	2,078/804/18	—	Castings and assemblies
9	—	Eastern Mountain Sports One Vose Farm Road, Peterborough, NH 03458	Will Manzer, president and CEO	www.ems.com 603-924-9571 • 1967	958/323/402	—	Outdoor gear and apparel
10	7	Grappone Automotive Group 514 Route 3-A, Bow, NH 03304	Larry K. Haynes, CEO	www.grappone.com 603-226-8274 • 1924	279/279/0	—	Automotive retail and wholesale, parts and service, collision center
11	9	Pro Con Inc. 1359 Hooksett Road, Hooksett, NH 03106	Mark Stebbins, CEO	www.proconinc.com 603-623-8811 • 1935	160/160/0	62	Architectural design and construction management
\$101-\$159 Million in Sales							
12	16	The Granite Group 6 Storrs St., Concord, NH 03301	P. Kevin Condron, chairman	www.thegranitegroup.com 603-224-1901 • 1998	400/202/0	27	Plumbing and heating supplies
13	10	Toyota of Nashua 10 Marmon Drive, Nashua, NH 03060	W.J. Piekarski, president	www.toyotaofnashua.com 603-888-3555 • 1967	192/154/12	77	Toyota sales, service and parts
14	12	Merchants Automotive Group 1278 Hooksett Road, Hooksett, NH 03106	Phil Ryan, CEO	www.merchantsauto.com 603-669-4100 • 1962	149/129/0	—	Automobile sales and service, van and truck rentals, corporate leasing and fleet services
15	17	Harvey Construction Corporation 10 Harvey Road, Bedford, NH 03110	John Zahr, president	www.harveyconstruction.com 603-624-4600 • 1992	80/80/0	—	Construction management, general contracting, design/build
16	20	Red River Computer Co. Inc. 85 Mechanic St., Suite 400, Lebanon, NH 03766	Richard A. Bolduc, CEO	www.redriver.com 603-442-5559 • 1995	60/47/1	20	Provider of information technology solutions to U.S. federal government, its prime and subcontractors and the New England enterprise market
17	18	MacMulkin Chevrolet-Cadillac 3 Marmon Drive, Nashua, NH 03060	Bernard J. Thompson Sr., president	www.thompsonauto.net 603-888-1121 • 1958	144/129/2	79	Automotive sales, parts and service
18	—	Atrium Medical Corporation 5 Wentworth Drive, Hudson, NH 03051	Steve Herweck, chairman and CEO	www.atriummed.com 603-880-1433 • 1981	488/283/45	38	Manufactures disposable and implantable medical devices
\$76-\$100 Million in Sales							
19	13	McDevitt Trucks Inc. One Mack Ave., Manchester, NH 03103	John McDevitt Jr., president	www.mctrucks.com 603-668-1700 • 1973	168/88/0	—	Sales, service and parts for heavy duty trucks
20	21	Bonneville & Son Inc. 625 Hooksett Road, Manchester, NH 03104	Ed Bonneville, owner, vice president	www.bonnevilleandson.com 603-624-9280 • 1946	140/139/20	—	Automobile sales, service and parts
21	28	SIG Sauer Inc. 18 Industrial Drive, Exeter, NH 03833	Ron Cohen, CEO	www.sigsauer.com 603-418-8199 • 1984	310/250/4	15	Small arms manufacturing company
22	39	International Cars Ltd. Inc. 58 Portsmouth Ave., Stratham, NH 03885	Marshall Jespersen, president	www.internationalcars.com 603-418-0285 • 1974	245/155/10	66	Sales and service of new and used cars
23	26	Globe Manufacturing Company, LLC 37 Loudon Road, Pittsfield, NH 03263	Don Welch, president	www.globefiresuits.com 603-435-8323 • 1887	375/330/0	34	Designs and manufactures protective clothing for firefighters
24	24	Foy Insurance 64 Portsmouth Ave., Exeter, NH 03833	James Foy, CEO	www.foyinsurance.com 603-772-4781 • 1893	74/61/26	80	Insurance and employee benefits

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25	22	Source Electronics Corp. 26 Clinton Drive, Hollis, NH 03049	William Wentworth, CEO	www.sourceelectronics.com 603-595-2906 • 1988	184/89/0	55	Value-added services for integrated circuits and related devices
\$51-\$75 Million in Sales							
26	27	The Rowley Agency Inc.** 137 Loudon Road, Concord, NH 03301	Daniel E. Church, CEO	www.rowleyagency.com 603-224-2562 • 1966	52/47/1	52	Insurance agency
27	65	Lovering Volvo/Mitsubishi 180 Daniel Webster Highway, Nashua, NH 03060	Linda S. Lovering, president	www.loveringvolvo.com 603-888-7070 • 1996	109/103/21	—	Volvo and Mitsubishi franchises, new and used vehicles, sales and service
28	25	Eckman Construction Company 84 Palomino Lane, Bedford, NH 03110	Anthony J. Spagnuolo, president	www.eckmanconstruction.com 603-623-1713 • 1974	50/47/7	6	Construction management, design/build, general contracting
29	30	Worthen Industries Inc. 3 East Spit Brook Road, Nashua, NH 03060	Robert F. Worthen, president, CEO	www.worthenind.com 603-888-5443 • 1946	200/90/20-25	59	Industrial adhesives, coated fabric, extruded film and other coated substrates
30	—	Hanover Consumer Cooperative Society Inc. 45 South Park St., Hanover, NH 03755	Terry Appleby, general manager	www.coopfoodstore.coop 603-643-2667 • 1936	306/189/54	57	Full service cooperatively owned grocery stores and auto service center
31	35	Monadnock Paper Mills Inc. 117 Antrim Road, Bennington, NH 03442	Richard G. Verney, chairman and CEO	www.mpm.com 603-588-3311 • 1819	215/183/0	56	Paper manufacturer
32	23	Asian Atlantic Industries Inc. 22 Marin Way, Stratham, NH 03885	Mike Novak, VP of business development	www.aai-inc.com 603-773-9680 • 1998	48/31/2	26	Independent distributor of integrated circuits, components and consumer electronics
33	34	Bournival Group 720 Lafayette Road, Portsmouth, NH 03801	R.D. Bournival, president	www.bournivalgroup.com 603-431-8900 • 1969	97/97/3	—	Automobile sales and service
34	33	All Metals Industries Inc. 4 Higgins Drive, PO Box 807, Belmont, NH 03220	Terry W. Robinson, chairman	www.allmetind.com 603-267-7023 • 1986	70/65/14	46	Metals distribution
35	44	Ride Away 54 Wentworth Ave., Londonderry, NH 03053	Mark Lore, president and CEO	www.rideaway.com 603-437-4444 • 1986	164/52/0	24	Provider of adaptive modified vehicles for people with disabilities
36	36	Irwin Zone 59 Bisson Ave., Laconia, NH 03246	Peter Irwin, president	www.irwinzone.com 603-524-4922 • 1951	80/80/5	61	Sales and service of automobiles

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37	45	New England Wire Technologies Corporation 130 North Main St., Lisbon, NH 03585	Richard C. Johns, president	www.newenglandwire.com 603-838-6624 • 1898	365/365/0	16	Designs and manufactures electronic cable wire
38	—	Russound 5 Forbes Road, Newmarket, NH 03857	Maureen K. Baldwin, president	www.russound.com 603-659-5170 • 1967	122/102/4	19	Manufactures audio/video products for the residential market
39	29	Cedar Point Communications Inc. 16 Route 111, Building 3, Derry, NH 03038	J.C. Murphy, president and CEO	www.cedarpointcom.com 603-898-3070 • 2000	168/98/10	4	Manufacturer of voice and multimedia switching devices for cable companies and telcos for VoIP
40	43	Kalwall Corporation 1111 Candia Road, Manchester, NH 03105	Richard Keller, president	www.kalwall.com 603-627-3861 • 1955	300/250/varies	43	Energy efficient daylighting wall and skylight systems
41	41	Tire Warehouse Central Inc. 492 Main St., Keene, NH 03431	James E. Hannon, CEO	www.tirewarehouse.net 603-352-4478 • 1971	230/60/50	70	Retailer of tires
42	40	Dartmouth Printing Company 69 Lyme Road, Hanover, NH 03755	Gary Kittredge, president	www.dpc-nh.com 603-643-2220 • 1843	270/270/4	51	Short run publication and journal printer
43	37	Surge Resources Inc. 920 Candia Road, Manchester, NH 03109	George Attar, president	www.surgeindustries.com 603-623-0007 • 1991	18/18/2,000	68	Employee leasing services
44	56	Alvin J. Coleman & Son Inc. 9 NH Route 113, Albany, NH 03818	Calvin J. Coleman, president	www.ajcoleman.com 603-447-5936 • 1940	300/215/0	54	General contractors
45	38	Automotive Supply Associates Inc./DBA Sanel Auto Parts 129 Manchester St., Concord, NH 03301	George Segal, president	None 603-225-4000 • 1933	480/375/40	64	Distributor and retailer of automotive parts, truck parts and paint body supplies
46	—	TURBOCAM International 288 Route 125, Barrington, NH 03825	Marian B. Noronha, chairman	www.turbocam.com 603-905-0200 • 1985	325/205/15	3	Manufactures turbomachinery bladed flow path components, including turbocharger and aeroengine
\$26-\$50 Million in Sales							
47	—	Vette Corp. 14 Manchester Square, #210, Portsmouth, NH 03801	George Dannecker, CEO	www.vettecorp.com 603-792-3460 • 2004	2,000/10/0	10	Thermal management solutions
48	77	Nylon Corporation of America (NYCOA) 333 Sundial Ave., Manchester, NH 03103	Gregory J. Biederman, president and CEO	www.nycoa.net 603-627-5150 • 1957	50/50/0	—	Engineered nylon resins

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49	59	Core Medical Group 2 Keewaydin Drive, Salem, NH 03079	Armand Circharo, CEO	www.coremedicalgroup.com 800-995-2673 • 1999	105/100/450+	9	Healthcare staffing
50	46	Union Leader Corporation 100 William Loeb Drive, Manchester, NH 03108	Joseph W. McQuaid, president and publisher	www.unionleader.com 603-668-4321 • 1862	293/293/125	—	Newspaper publisher
51	—	Polaris Direct 300 Technology Drive, Hooksett, NH 03106	Judith Maloy, director	www.polarisdirect.net 603-626-5800 • 2003	85/85/0	1	Direct mail lettershop and forms printing company
52	55	Opechee Construction Corporation 11 Corporate Drive, Belmont, NH 03220	Mark Woglom, president	www.opechee.com 603-527-9090 • 1980	30/30/0	29	Commercial design/build construction
53	49	Cirtronics Corporation 528 Route 13 South, Milford, NH 03055	Gerardine Ferlins, president and CEO	www.cirtronics.com 603-249-9190 • 1979	201/191/20	73	Turnkey electronic and electro-mechanical contract manufacturing services
54	52	Concord Litho 92 Old Turnpike Road, Concord, NH 03301	Peter E. Cook, CEO	www.concordlitho.com 603-225-3328 • 1958	175/175/25	67	Commercial printing and marketing services
55	—	Margaritas Mexican Restaurants 200 Griffin Road, Suite 1, Portsmouth, NH 03801	Bob Hoffmeister, president and COO	www.margs.com 603-430-8905 • 1986	1,100/650/ 500-600	60	Mexican restaurant with 19 New England locations
56	57	DECCO Inc. 31 Route 13, Brookline, NH 03033	Roy Greenwald, president	www.decco.com 603-673-2200 • 1934	290/190/0	—	Mechanical contracting and modular process systems
57	51	Northland Forest Products Inc. Box 369, 16 Church St., Kingston, NH 03848	Jameson S. French, CEO	www.northlandforest.com 603-642-3665 • 1970	63/35/6	—	Hardwood lumber
58	71	Isaacson Structural Steel Inc. 40 Jericho Road, Berlin, NH 03570	Arnold P. Hanson Jr., president	www.isaacsonsteel.com 603-752-2044 • 1960	174/174/0	31	Fabrication and erection of structural steel
59	53	Fitz, Vogt & Associates 28 Main St., Walpole, NH 03608	Jim Hecker, president	www.fitzvogt.com 603-756-4578 • 1977	248/63/458	—	Food service management
60	60	The Sadler Insurance Agency Inc. 24 Railroad Square, Nashua, NH 03060	Arthur B. Bruinooge, president	www.sadlerinsurance.com 603-883-0511 • 1924	30/28/1	65	Independent insurance agency
61	54	McFarland Ford Sales Inc. 151 Portsmouth Ave., Exeter, NH 03833	Susan McFarland Moynahan, principal	www.mcfarlandford.com 603-772-5953 • 1957	81/81/3	—	New vehicle auto dealer
62	63	Novel Iron Works Inc. 250 Ocean Road, Greenland, NH 03840	Leo A. Moreau, president	www.novelon.com 603-436-7950 • 1956	109/109/0	45	Fabricator and installer of structural steel packages
63	—	Watson Insurance Agency 50 South Main St., Manchester, NH 03102	Jim D. Watson, CEO	www.watson-ins.com 603-668-4800 • 1972	24/24/2	37	Insurance and financial services

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64	70	Wire Belt Company of America 154 Harvey Road, Londonderry, NH 03053	David Greer, CEO	www.wirebelt.com 603-644-2500 • 1947	193/103/6	36	Manufactures wire mesh conveyor belting
65	64	Ferdinando Insurance Association 637 Chestnut St., Manchester, NH 03104	R. Grady Crews, president	www.ferdinandoinsurance.com 603-669-3218 • 1963	29/28/1	63	Full service insurance agency
66	72	New Hampshire Industries 68 Etna Road, Lebanon, NH 03766	J. Todd Miller, president	www.nhpuleys.com 603-448-1090 • 1960	134/75/2	41	Pulleys and assemblies
67	—	Mount Washington Resort/DBA BW Resort Management Company 310 Mount Washington Hotel Drive, Bretton Woods, NH 03575	Pat Corso, president	www.mountwashingtonresort.com 603-378-1000 • 1902	350/340/300	72	Resort lodging and entertainment
68	61	Technical Needs 18 Pelham Road, Salem, NH 03079	Stephen Gudek, CEO	www.techneeds.com 603-898-3000 • 1976	35/33/0	33	Temporary staffing service
69	79	Airmar Technology Corp. 35 Meadowbrook Drive, Milford, NH 03055	Stephen G. Boucher, CEO	www.airmar.com 603-673-9570 • 1981	200/190/10	21	Manufactures ultrasonic transducers
70	68	Daddy's Junky Music Stores Inc. 1015 Candia Road, Manchester, NH 03109	Fredrick J. Bramante Jr., CEO	www.daddys.com 603-231-2708 • 1972	93/61/91	—	Retail sales and service of musical instruments
71	74	Warner Power, LLC 40 Depot St., Warner, NH 03278	Edward Randall, president and CEO	www.warnerpower.com 603-456-3111 1948	176/169/0	39	Designs and manufactures power conversion products and handheld terminals
72	58	Trumbull-Nelson Construction Co. Inc. 200 Lebanon St., Hanover, NH 03755	Laurence J. Ufford, president	www.t-n.com 603-643-3658 • 1917	100/80/10	32	General contracting, construction management, design/build services
73	—	Favorite Foods 29 Interstate Drive, Somersworth, NH 03878	Chris Barstow, president and CEO	www.favoritefoods.com 603-692-4990 • 1987	46/42/0	12	Broadline food service distributor to independent restaurants in Maine and NH
74	66	The Melanson Company Inc. 353 West St., Keene, NH 03431	Robert W. Therrien Jr., president	www.melanson.com 603-352-4232 • 1932	325/185/5	75	Roofing contractor, precision metal fabrication, precision machining and sheet metal ductwork contractors
75	82	Dick Poulin Inc. 401 North Main St., Rochester, NH 03867	Richard Poulin, president	www.autocountry.com 603-332-2010 • 1976	42/39/3	74	Auto sales and services

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76	76	Common Man Family of Restaurants 59 Main St., Ashland, NH 03217	Alex Ray, president	www.thecman.com 603-968-9330 • 1971	400/400/310	35	Restaurant and lodging
77	83	Schleuniger Inc. 87 Colin Drive, Manchester, NH 03103	Mike Rizzo, president	www.schleuniger-na.com 603-668-8117 • 1988	67/44/1	23	Sales and service of wire processing equipment
78	67	Conneston Construction Inc. PO Box 7546, Gilford, NH 03247	Jeffrey Downing, president	None 603-524-3776 • 1992	38/38/4	14	Construction management
79	75	Waterline Industries Corporation# 7 London Lane, Seabrook, NH 03874	Ralph W. Dumke, president	www.waterlineind.com 603-474-7477 • 1987	82/28/1	44	Construction of water and wastewater treatment plants
80	73	Seacoast Harley-Davidson 17 Lafayette Road, North Hampton, NH 03862	Al Contois, president and general manager	www.seacoastharley.com 603-964-9959 • 1989	80/80/12	58	Motorcycle retailer
81	48	North Branch Construction Inc. 76 Old Turnpike Road, Concord, NH 03301	Kenneth F. Holmes, president	www.northbranch.net 603-224-3233 • 1958	46/46/0	—	Construction management, general contracting, design/build
82	78	Tech Transport Inc. 339 Nashua St., Milford, NH 03055	Michel G. Lavallee, president	www.techtransport.com 603-732-1011 • 1985	25/25/2	49	Third-party transportation intermediary and freight auditing and freight management
\$15-\$20 Million							
83	—	Phenix Mutual Fire Insurance Company 42 Pleasant St., Concord, NH 03301	Rolf H. Gesen, president and CEO	www.phenixmutual.com 603-225-2773 • 1886	24/24/0	—	Property and casualty insurance
84	91	Cellular Specialties Inc. 670 North Commercial St., Manchester, NH 03101	R. Bruce Wilson, president and CEO	www.cellularspecialties.com 603-606-7724 • 1997	97/90/4	8	In-building wireless products and turnkey design and implementation services
85	90	Palmer & Sicard Inc. 140 Epping Road, Exeter, NH 03833	Mark Hodsdon, president	None 603-778-1841 • 1954	104/104/2	30	HVAC mechanical contractor
86	84	RCD Components Inc. 520 East Industrial Park Drive, Manchester, NH 03109	Michael Arcidy, vice president	www.rcdcomponents.com 603-669-0054 • 1973	330/100/5	69	Manufactures passive electronic components
87	86	Seppala Construction Co. Inc. 153 Hunt Hill Road, Rindge, NH 03461	Samuel R. Seppala, president	None 603-899-3011 • 1991	30/30/5	71	Construction management, general contracting, design/build
88	92	APC Paper Co. Inc. 130 Sullivan St., Claremont, NH 03743	Frank Tarantino, president	www.apcpaper.com 603-542-6330 • 1991	65/65/0	18	100 percent recycled specialty papers

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89	96	Tender Corporation 106 Burndy Road, Littleton, NH 03561	Jason Cartwright, CEO	www.tendercorp.com 603-444-5464 • 1973	154/105/28	22	Manufactures outdoor skin care products and first aid kits
90	95	Horne Construction Company Inc. 88 Airport Drive, Suite 200, Rochester, NH 03867	Ralph Blackington Jr., president	www.horneconst.com 603-335-0142 • 1992	25/25/0	7	Construction
91	89	Great NH Restaurants Inc. 25 Harvey Road, Unit 1, Bedford, NH 03110	Thomas C. Boucher, owner and president	www.t-bones.com or www.go2cjs.com 603-606-4455 • 1984	497/477/90	48	Casual dining restaurant group
92	99	Pleasant View Gardens Inc. 7316 Pleasant St., Loudon, NH 03307	Henry L. Huntington, president and CEO	www.pvg.com 603-435-8361 • 1976	130/130/200	40	Wholesale greenhouse grower
93	94	Len-Tex Corporation 18 Len-Tex Lane, North Walpole, NH 03609	Donald Lennon, president	www.lentexcorp.com or www.surfaceiq.com 603-445-2342 • 1984	102/102/2	50	Designs and manufactures Len-Tex and Surface IQ brand wallcoverings
94	81	Bonnette, Page & Stone 91 Bisson Ave., Laconia, NH 03247	Randy Remick, president	www.bpsnh.com 603-524-3411 • 1969	50/50/0	53	Construction managers
95	93	Focus Technology Solutions Inc. 93 Ledge Road, Seabrook, NH 03844	Bruce Crochetiere, president	www.focustsi.com 603-766-0000 • 1998	40/25/40	47	IT solutions and services
96	—	Normandeau Associates Inc. 25 Nashua Road, Bedford, NH 03110	Pamela S. Hall, president and CEO	www.normandeau.com 603-472-5191 • 1970	136/56/34	17	Environmental and professional consulting
97	85	East Coast Lumber and Building Supply Company Inc. 4 Colonial Drive, East Hampstead, NH 03826	Thomas D. Hampton, general manager	www.eastcoastlumber.net 603-329-5322 • 1976	70/70/20	—	Retail store for lumber and building materials
98	97	Adaptive Communications, LLC 325 Corporate Drive, Suite 150, Portsmouth, NH 03801	Steve Thorpe, president	www.adaptcom.com 603-433-1700 • 1998	22/13/1	13	Value-added reseller of information security and network infrastructure products and services
99	80	Penta Corporation PO Box 390, 1253 Whittier Highway, Moultonboro, NH 03254	Dillman Keyser, president	None 603-476-5525 • 1982	50/25/15-20	—	General contractor
100	—	Janco Electronics Inc. PO Box 1309, Dover, NH 03820	Rollins L. Janetos, CEO	www.janco-electronics.com 603-742-1581 • 1959	66/51/0	2	Manufacturer of high-reliability electro-mechanical systems for the microwave, military and medical industries

* Financials reflect FCI-Burndy's NH operations only. ** Rowley Agency sales figures exclude benefits sales. ***Margaritas sold two locations in Connecticut in FY 2006.
 # Waterline Industries' fiscal year ends in September. Its most recently completed fiscal year is FY 2006.