

Company (1991 rank) Business description	Sales growth	'91 sales	'87 sales	Profit range*		No. of employees		Date founded
	1987-91 (% increase)	(\$000)	(\$000)	'91	'87	'91	'87	
<b>166. SWFTE International</b> (216) Hockessin, DE Develops, mkts., & publishes software	1,520%	\$2,025	\$125	A	E	11	3	1983
<b>167. Palm Tree Packaging</b> Apopka, FL Mfrs., imports, & exports floral packaging	1,517	2,150	133	D	D	17	2	1987
<b>168. Keypoint Technology</b> Walnut, CA Mfrs. & distr. computer periph.	1,511	60,253	3,740	C	D	54	10	1987
<b>169. World-Wide Refinishing Systems</b> Waco, TX Refinishes bathtubs & tiles	1,499	2,974	186	A	F	20	3	1968
<b>170. Ithaca Software</b> Alameda, CA Develops portable 3-D-graphics software systs.	1,491	2,801	176	B	C	29	5	1985
<b>171. MAR Oil &amp; Gas</b> Santa Fe, NM Produces & sells natural gas & oil	1,490	2,449	154	D	F	4	2	1981
<b>172. J. L. Honigberg &amp; Associates</b> Chicago, IL Imports & distr. specialty fruits & vegetables	1,478	6,547	415	D	D	14	4	1986
<b>173. Regency Coffee</b> New Prague, MN Mfrs. & retails gourmet coffee	1,461	2,810	180	F	F	55	3	1986
<b>174. Custom Applications</b> Billerica, MA Develops & mkts. desktop-publishing software	1,441	5,209	338	B	D	38	3	1986
<b>175. American Fashion Jewels</b> (119) S. San Francisco, CA Retailers fashion jewelry	1,429	23,900	1,563	E	D	145	8	1985
<b>176. Creative Products</b> Fairburn, GA Provides contract packaging svcs.	1,420	4,711	310	D	D	109	11	1984
<b>177. Allied Holdings</b> Torrance, CA Operates auto-parts distr., golf-club mfr., & employment & ad agcys.	1,419	30,485	2,007	F	F	200	4	1984
<b>178. Groundwater Protection</b> Orlando, FL Provides environmental drilling & remedial construction svcs.	1,416	6,927	457	D	F	85	8	1986
<b>179. Three Springs</b> (130) Huntsville, AL Provides residential treatment for troubled adolescents	1,415	5,029	332	A	C	89	11	1985
<b>180. PBR Consulting Group</b> Philadelphia, PA Provides PC & tech consulting svcs.	1,412	5,019	332	D	A	52	12	1987
<b>181. Biosym Technologies</b> San Diego, CA Develops, sells, & supports software	1,406	22,869	1,519	D	F	160	50	1984
<b>182. Gardner/Fox Associates</b> Bryn Mawr, PA Provides general-contracting svcs.	1,404	5,100	339	D	D	45	2	1987
<b>183. Maier Group</b> (72) New York, NY Supplies home videos	1,396	6,012	402	C	F	18	7	1986
<b>184. Action Temporary Services</b> Evansville, IN Provides temporary-personnel svcs.	1,393	1,896	127	D	D	7	1	1986
<b>185. S&amp;W Foundation Contractors</b> (294) Richardson, TX Provides foundation, drainage, & structural repair svcs.	1,392	2,014	135	D	E	45	5	1986
<b>186. Tova Industries</b> Louisville, KY Mfrs. dehydrated food prods.	1,383	2,936	198	C	C	30	9	1985
<b>187. Hub City Florida Terminals</b> Orange Park, FL Provides freight-transportation svcs.	1,375	21,738	1,474	D	D	14	3	1986
<b>188. U.S. Computer Maintenance</b> (113) Farmington, NY Provides on-site maintenance of DEC & Sun computer systs.	1,371	4,678	318	B	B	40	8	1986
<b>189. American Fastsigns</b> Dallas, TX Franchises computer-generated vinyl-sign centers	1,365	3,457	236	D	C	28	3	1986
<b>190. MRI Manufacturing &amp; Research</b> (242) Tucson, AZ Mfrs. & develops silicone catheters	1,363	2,707	185	C	F	84	16	1985
<b>191. Combined Resource Technology</b> Baton Rouge, LA Mkts. business-cost-reduction svcs.	1,360	1,489	102	A	F	13	4	1986
<b>192. Ixontes</b> (31) Foxborough, MA Develops data-acquisition software	1,347	7,250	501	A	F	50	11	1986
<b>193. Software Technical Services</b> Atlanta, GA Provides software consulting svcs.	1,337	2,846	198	A	C	15	3	1983
<b>194. EMC Engineers</b> Denver, CO Provides utilities, facilities, & environmental-engineering svcs.	1,335	3,687	257	D	F	43	4	1976
<b>195. R&amp;R Recreation Products</b> Englewood Cliffs, NJ Provides marketing & product-development svcs.	1,325	3,377	237	C	F	4	2	1979
<b>196. Noble Oil Services</b> Sanford, NC Provides petroleum-waste-recycling svcs.	1,323	2,647	186	D	A	36	5	1984
<b>197. Micro Information Services</b> (94) Mequon, WI Provides computer-networking svcs.	1,318	3,376	238	D	F	25	3	1983
<b>198. Shepard-Patterson</b> Conshohocken, PA Provides info-technology svcs.	1,318	1,432	101	D	D	32	4	1986
<b>199. Gupta Technologies</b> (156) Menlo Park, CA Develops & distr. database-mgmt.-systs. software prods.	1,318	21,295	1,502	D	C	141	19	1984
<b>200. Computer Service Supply</b> Londonderry, NH Supplies, repairs, & refurbishes computer parts	1,306	2,418	172	C	F	14	4	1987

\* A. 16% or more; B. 11% to 15%; C. 6% to 10%; D. 1% to 5%; E. Break-even; F. Loss



## THE LIST

## ATLANTA'S FASTEST-GROWING PRIVATE COMPANIES

(ranked by indexed revenue growth index)

Rank	Company	Indexed revenue growth index*	% change in revenue	% change in no. of employees	Factors leading to growth	Brief description	CEO(s)	Year established in Atlanta
1.	<b>The Torrey Group</b> 5400 Highlands Parkway Smyrna, Ga. 30082 (770) 431-8311	1,003.56	930.28	580	conservative planning and economic opportunities	home building	Burl T. Horton	1987
2.	<b>Choate Construction Co.</b> 1640 Powers Ferry Road, Building 11, Suite 300 Marietta, Ga. 30067 (770) 644-2170	697.17	703.62	161.19	energetic and enthusiastic people maximizing the quality, cost and schedule of construction projects	construction	William Millard Choate	1989
3.	<b>Ortega Travel and Transportation Management<sup>^</sup></b> 3652-A Shallowford Road Atlanta, Ga. 30340 (770) 455-1014	593.61	3,329.57	3,500	great determination in competing for government contract work; experience	travel and transportation management	Ray Ortega	1984
4.	<b>Innotrac Corp.<sup>^</sup></b> 1828 Meca Way Norcross, Ga. 30093 (770) 717-2000	456.65	1,319.99	134.58	large companies continue to outsource	marketing services to large corporations	Scott Dorfman	1984
5.	<b>AHL Services Inc.<sup>1</sup></b> 3353 Peachtree Road N.W., Suite 1120, North Tower Atlanta, Ga. 30326 (404) 267-222	318.92	303.35	303.81	strong internal growth and 1993 acquisition of U.K. operations	aviation passenger services, industrial security, transportation and cargo handling	Frank A. Argenbright Jr. Edwin R. Mellet	1979
6.	<b>Firearms Training Systems Inc.</b> 7340 McGinnis Ferry Road Suwanee, Ga. 30174 (770) 813-0180	190.06	431.71	169.23	improving technologies and budgetary and environmental concerns	interactive simulation systems to provide training in the handling and use of small and supporting firearms	Peter A. Marino	1984
7.	<b>The Wilkinson Group Inc.</b> 6201 Powers Ferry Road, Suite 320 Atlanta, Ga. 30339 (770) 952-4200	175.34	1,148.15	746.67	availability of capital, growth in demand, committed work force	property management	Jerry C. Wilkinson	1985
8.	<b>John Wieland Homes<sup>^</sup></b> 1950 Sullivan Road Atlanta, Ga. 30337 (770) 996-2400	172.27	141.35	156	thriving Southeastern economy, listening to customers' changing needs	vertically integrated residential builder	John F. Wieland	1970
9.	<b>The Winter Construction Co.<sup>^</sup></b> 1900 Emery St. N.W., Suite 300 Atlanta, Ga. 30318 (404) 588-	112.12	194.22	110	geographic expansion, expanded ownership, education and training programs	commercial general contractor	Robert L. Silverman	1978
10.	<b>C.D. Moody Construction Co.<sup>1</sup></b> 6017 Radan Road Lithonia, Ga. 30058 (770) 482-7778	95.70	736.27	140	hiring excellent personnel and building quality relationships with building owners	full service general contractor	C. David Moody	1988
11.	<b>Matrix Resources Inc.</b> 115 Perimeter Center Place N.E., Suite 250 Atlanta, Ga. 30346 (770) 677-2400	86.37	416.67	288.89	strong and loyal client base, stability of staff, high demand marketplace, strong internal technology capabilities	information systems contract consultant and permanent placement services	William Gower	1983
12.	<b>Heery International Inc.</b> 999 Peachtree St. N.E. Atlanta, Ga. 30367 (404) 881-9880	83.55	139.99	58.70	diversified and growing client base, regional management structure offering services in all markets served	architecture, construction management, engineering, facility management, interior design and program management	James J. Moynihan	1952
13.	<b>Accu-Tech Corp.<sup>^</sup></b> 200 Hembree Park Drive Roswell, Ga. 30076 (770) 751-9473	80.44	280.26	172.34	explosion of data communications and networks, technical expertise, systems approach to network connectivity	wire, cable, voice and data network products	Daniel G. Delavie	1984
14.	<b>Triad Construction Co.<sup>^</sup></b> 4893 Riverdale Road, Suite 150 Atlanta, Ga. 30337 (770) 907-9300	67.76	827.30	266.67	loyal clients, repeat business, opening branch in Destin, Fla.	general contracting, construction management, commercial interior construction	Gary K. Ross	1987
15.	<b>Petroleum Source &amp; Systems Group Inc.</b> 2975 Clairmont Road, Suite 510 Atlanta, Ga. 30329 (404) 321-5711	57	250	125	increased energy sales and additional fuel offerings to our customers	natural gas and liquid fuels for production and transportation	Livia Whisenhunt	1986
16.	<b>Ashford International Inc.</b> 2169 Westbank Court Mountain, Ga. 30087 (770) 879-6266	462.66	166.67	166.67	expertise, international connections, persistence	computer project development	Bernard van der Lande	1983
17.	<b>Software Technical Services Inc.<sup>^</sup></b> 3020 Holcomb Bridge Road Norcross, Ga. 30071 (770) 449-8999	53.28	481.76	188.89	commitment to grow the company, vision, persistence, teamwork, long hours	international software consultant, offshore software services	Pundi Narasimham	1983
18.	<b>Moore Southern Inc.</b> 1500 Cedar Grove Road Conley, Ga. 30027 (404) 366-1345	52.76	253.54	332.65	concentration on core business, alignment with a major railroad, setting up customer service department	intermodal truck service and regional over-the-road truck service	David G. Morgan	1982
19.	<b>Target Marketing Systems Inc.<sup>^</sup></b> Six Piedmont Center, Suite 606 Atlanta, Ga. 30305 (404) 841-6100	51.99	740.08	300	NA	sales training consultants	Aiston Gardner	1990
20.	<b>Venture Homes Inc.</b> 1640 Powers Ferry Road, Building 16 Marietta, Ga. 30067 (770) 955-8300	36.43	272.88	880	organization and quality control to obtain customer satisfaction	land development and home building	Robert C. White	1984
21.	<b>Convergent Media Systems Corp.</b> 3490 Piedmont Road Atlanta, Ga. 30305-1743 (404) 262-1555	35.95	151.74	140	acquisition of largest competitor and expansion of network solutions services	provider of visual communications solutions; distance education	Jeffrey L. Freemyer	1980
22.	<b>MDC Homes aka McCar Development Corp.</b> 7000 Central Parkway Atlanta, Ga. 30328 (770) 206-9100	33.64	164.46	500	strong entrepreneurial management team with excellent reputation in financial and real estate communities	residential home builders and residential land development	Bill Possiel	1986
23.	<b>Dynamic Resources Inc.<sup>^</sup></b> 1866 Independence Square Atlanta, Ga. 30338 (770) 391-9330	33.55	463.73	434.78	entry into the federal government marketplace	computer services and multimedia facilities management	Jai-Eun Park Townsend	1979
24.	<b>Pro Source Inc.<sup>^</sup></b> 4200 Perimeter Park South, Suite 207 Atlanta, Ga. 30341 (770) 458-3130	29.93	380	455.56	customers who recognize value of outsourcing transportation needs	third-party logistics service	Walter F. Mills	1983
25.	<b>Argent Securities Inc.<sup>^</sup></b> 3340 Peachtree Road N.E., Suite 450 Atlanta, Ga. 30326 (404) 237-1100	29.06	665.97	337.50	NA	stock brokerage firm	Timothy McAtee	NA

\*Indexed revenue growth index is a company's revenue growth index divided by the average revenue growth index of all companies on the list.  
 % change in revenue is the percent change in revenues from 1991-1995 multiplied by the absolute change in revenues for the same years

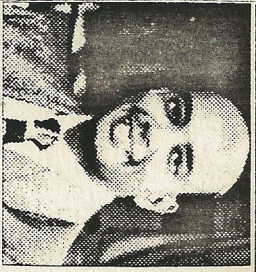
SOURCES: Atlanta Business Chronicle research and the companies



## TOP OF THE WEEK

'The 1996 India Abroad-Ventures International Inc. 100'

## TOP 10 CEOs



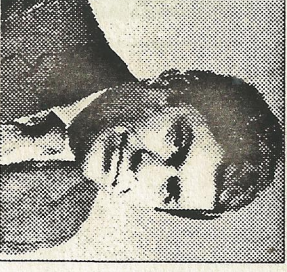
Vijay Goradia

#1 The Vimmar Group

Age: 44

Home town: Mumbai, Maharashtra  
 Education: Bachelors Degree in Commerce; Management Courses at Harvard Business School

Philosophy: Good work ethics; must add value for all parties concerned; respect customers, suppliers, co-workers; be creative; take on new challenges; look beyond the obvious



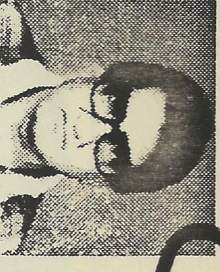
Ramesh Bhatia

#2 ATCO Rubber Products, Inc.

Age: 52

Home town: Patna, Bihar  
 Education: Bachelors Degree in Mechanical Engineering; MBA in Marketing

Philosophy: Treat all employees, customers and suppliers with honesty, dignity; and respect; maintain participative style of management; stay focused on long-term growth to maintain financial stability and employee development



## Inaugural Annual List of Indian-American Companies

1995 RANK	BUSINESS (DBA)	LOCATION	1995 REVENUE	CEO	INDUSTRY	YEAR ESTD.	# EMP
1	The Vimmar Group *	Houston, TX	\$467,000,000	Vijay Goradia	Wholesale Trade Plastics & Chemicals	1978	140
2	ATCO Rubber Products, Inc.	Fort Worth, TX	\$121,439,239	Ramesh Bhatia	Manufacturing Flexible Ducts & Fittings	1963	950
3	Kikomo Ltd. (Teximpor, Inc.)	Secaucus, NJ	\$110,034,393	Parshottam Kukreja	Wholesale Trade Readymade Garments	1975	150
4	Mastech Systems Corporation	Oakdale, PA	\$103,676,444	Sunil Wadhvani and Ashok Trivedi	Professional Services Systems Integration & Software Development	1986	1050
5	ANSTEC, INC.	Fairfax, VA	\$59,149,300	Satyendra Shrivastava	Professional Services Computers & Information Systems	1983	625
6	Attronica Computers, Inc.	Gaithersburg, MD	\$50,605,870	Atul Thakkar (Tucker)	Wholesale Trade Computers & Systems Integration	1983	46
7	System Resources Corp. (SRC)	Burlington, MA	\$47,433,614	Samir Desai	Professional Services Information Systems	1985	475
8	DLZ Corporation	Columbus, OH	\$46,460,765	Vikram Rajadhyaksha	Professional Services Consulting Engineers	1989	583
9	ACRO Service Corp.	Livonia, MI	\$39,300,000	Ravinder Shahani	Professional Services Consulting Engineers & Programming Services	1982	1031
10	Durgam Industries	Lansing, MI	\$37,536,620	Naga Manohar	Manufacturing Auto Components & Forgings	1987	220
11	SIGNAL Corporation	Fairfax, VA	\$33,419,633	Roger Mody	Professional Services Information Technology, Engineering & Management	1987	600
12	Creative Choice Homes, Inc. (Naimisha Group)*	Palm Beach Gardens, FL	\$32,794,219	Dilip Barot	Contracting & Construction	1989	71
13	JHM Enterprise, Inc.*	Greenville, SC	\$31,900,000	Hasmukh Rama	Hospitality Lodging	1978	500
14	Byte & Floppy Computers, Inc.	San Diego, CA	\$29,861,530	Sikander "Alex" Jain	Retail Computer Systems	1984	60
15	P.C. Homes, Inc.	Woodbridge, VA	\$26,740,241	Prem Puri	Contracting & Construction	1983	42
16	Freight Wings, Inc.	Valley Stream, NY	\$25,503,014	Harjinder Singh	Transportation Custom Brokerage & Freight Forwarding	1984	9
17	SAI Software Consultants, Inc.	Longwood, FL	\$22,191,267	Siva Tayi	Professional Services Software Consulting	1984	300
18	National Petroleum Products, Inc. (Petro Mart)	Kennesaw, WI	\$18,206,623	Yogi Bhardwaj	Wholesale Trade Petroleum Products	1983	34
19	Continental Products, Inc.	Dillon, GA	\$17,480,000	Andy Agrawal	Wholesale Trade Industrial Packaging	1970	21
20	Software Technical Services, Inc.	Midcross, GA	\$16,109,860	Geetha Narasimham (Late)**	Professional Services Software Development	1983	250
21	Frontier Technologies Corporation	Mequon, WI	\$15,000,000	Prakash Ambegaonkar	Professional Services Information Systems	1982	130
22	Hampton Inn, Holiday Inn	Farmington Hills, MI	\$14,627,865	Navar Solanki	Retail Taco Bell Restaurants	1985	500
23	Sales & Marketing Assistance Corp. (SMAC Data Systems)	Gaithersburg, MD	\$14,184,686	Ashok Mehan	Wholesale Trade Computers & Systems Integration	1990	22
24	Hersha Enterprises, Ltd. (Comfort Inn, Hampton Inn, Holiday Inn)*	New Cumberland, PA	\$13,717,341	Hasu Shah	Hospitality Lodging	1984	600
25	Anil I. Vaibh	Orlando, FL	\$13,207,412	Anil Vaibh	Hospitality Lodging	1984	200





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