

over your failures quickly, stay focused on your goals and never give up.

Service King Collision Repair Centers

*Edward L. Lennox,
President and CEO*

BUSINESS: Automotive body repair and painting.

REASONS FOR GROWTH:

We've stayed focused on our goals of providing quality collision repairs with the best customer service, as well as maintaining a consistent marketing and advertising strategy.

BIGGEST CHALLENGE:

Rising gas prices as it reduces consumer driving and traffic patterns, coupled with the economic downturn.

BEST ADVICE RECEIVED: "In business, the main thing is to keep the main thing the main thing." — Stephen R. Covey

Signal Metal Industries Inc.

*Ryan K. Robinson,
Co-owner and CEO
Robby Robinson,
Co-owner and COO*

BUSINESS: Design, build and repair heavy steel components and finished equipment for the steelmaking, mining, oil and gas, and heavy construction equipment industries.

REASONS FOR GROWTH:

Ryan: We have successfully invested in capital equipment that utilizes new manufacturing technology and have automated many processes in our plant. We have delivered on our mantra of doing what we say and shipping our products on time, focusing on satisfying our customers' every need.

BIGGEST CHALLENGE:

Ryan: I'm always worrying about safety in our plant and believe "it's not worth doing unless it's 100% safe." I'm also extremely concerned about likely having to pay higher taxes, which prevents me from creating jobs and growing my business. Finally, I'm deeply troubled by the inability of our legislators to enact comprehensive immigration reform, which I believe is necessary to ensure we have enough workers to keep things "Made in the USA." Robby: Finding skilled workers to fill the machining and welding jobs that are the cornerstone of what we do. It seems that vocational education has decreased in

the U.S., and it is increasingly difficult to find people that not only have the skills to do the jobs, but the desire to work in a shop environment such as ours.

BEST ADVICE RECEIVED:

Ryan: "Resist the temptation to overly burden your balance sheet with debt; you might not survive the next downturn in the economy." Robby: "The best investment you can make is an investment in yourself."

Sleep Experts



Chris Cook, CEO

BUSINESS: Mattress retailer

REASONS FOR GROWTH:

Word-of-mouth referrals, consistent marketing and our company culture. We are proud to have an exceptional team that truly loves to serve our customers and thrives on consistently exceeding expectations.

BIGGEST CHALLENGE:

Three things: The economy, the economy, the economy.

BEST ADVICE RECEIVED:

"Nothing's as good as it seems, and nothing's as bad as it seems. Somewhere in between reality lies." Lou Holtz would say this to his players when they won their biggest games, and when they had their biggest losses. Of late, I find myself repeating "Nothing's as bad as it seems" quite frequently!

Tabani Group Inc.

*Zaffar S. Tabani,
President and CEO*

BUSINESS: Commercial real estate investment firm focused on opportunistic plays, primarily in retail, hospitality and land development.

REASONS FOR GROWTH:

The team at Tabani Group. I've been lucky to surround myself with professionals who have a passion for what they do and who go the extra mile to ensure our continued success.

BIGGEST CHALLENGE:

The economy is my greatest concern right now. The debt markets certainly keep me up at night.

BEST ADVICE RECEIVED:

My father taught me as a young boy, "Hold your tongue, because with a few simple words you can start a war or can prevent one."

I have tried to live my life always keeping that in mind. I've found that it not only makes me successful in my personal life but also my professional life.

Telligent Systems Inc.



Rob Howard, CEO

BUSINESS: Enterprise collaboration software (social networking).

REASONS FOR GROWTH:

Our solutions help customers reduce support costs, increase revenue through better customer retention, and understand what their end customers think about their products or services. These are all valued by a large number of competitive organizations.

BIGGEST CHALLENGE:

Telligent took a \$20 million investment in August 2008 to help us weather the economic downturn. Our sales remain very strong, but our biggest challenge

is navigating day-to-day through an economic situation that, as a business, we've never had to face.

BEST ADVICE RECEIVED:

Hire people smarter than you, fail fast, and manage from the bottom up.

Texas Advanced Optoelectronic Solutions

*Kirk Laney,
President and CEO*

BUSINESS: Defines, develops and markets intelligent semiconductor optoelectronic sensors.

REASONS FOR GROWTH:

TAOS introduced the first digital ambient light sensor to the market and has been able to enjoy a leadership position as the market emerged.

BIGGEST CHALLENGE:

Using technology to put sufficient barriers to entry in front of our competitors as a market or application space unfolds is a major challenge in this global economy. Equally as formidable is attracting top quality technical talent.

BEST ADVICE RECEIVED:

In the early days, I was

Continued on page B22

Fastest-growing private companies comprising

THE DALLAS 100

Ranked by revenue growth 2005-2007*

35	ISNetworld 3001 Knox St., Ste. 200 Dallas 75205	214-303-4900 214-303-4901	Provides an online contractor/supplier management database designed to meet internal and governmental health, safety and environmental requirements	William Addy Joseph Eastin	www.isnetworld.com
36	King Architectural Metals Inc. 9611 E. R.L. Thornton Fwy. Dallas 75228	214-438-8140 214-324-2397	Architectural metals and steel service center	Eddie King Patricia Manno	www.kingmetals.com
37	MG Bryan Equipment Co. LP 1906 S. Great Southwest Pkwy. Grand Prairie 75051	972-623-4300 972-623-4391	Distributes industrial engines and parts	Michael G. Bryan Matthew W. Bryan	www.mgbryan.com
38	Epic MedStaff Services Inc. 1341 W. Mockingbird Lane Dallas 75247	214-637-1300 214-637-1308	Health care services	Trey Price Matt Peterson Linda Martin	www.epicmedstaff.com
39	Quantum Employment Services LP 925 Southview Trail Southlake 76092	817-464-2002 817-416-9452	Temporary staffing	Mark A. Cantu	www.quantumemployment.com
40	Fusion Solutions Inc. 16901 N. Dallas Pkwy., Ste. 114 Addison 75001	972-764-1708 972-732-1733	Telecom technical staffing	Tahir Hussain Vic Velevis Jeff Pickering	www.fusionsolutionsinc.com
41	One Technologies LP 8144 Walnut Hill Lane, Ste. 510 Dallas 75226	469-916-1700 469-533-4613	Internet marketing	Mark Henry Alex Chang David J. Logsdon	www.onetechnologies.net
42	Enkitec 5605 N. MacArthur Blvd., Ste. 600 Irving 75038	972-607-3751 817-796-1058	Complex IT solutions	Wade Nicolas Kery Osborne Wade Nicolas	www.enkitec.com
43	DFW Grating Inc. 2525 Sea Harbor Road Dallas 75212	214-630-0033 214-630-0040	Railroad and industrial grating fabrication	Mike Love George Steel	www.dfwgrating.com
44	Baylor Medical Center at Frisco 5601 Warren Pkwy. Frisco 75034	214-407-5000 214-407-5004	Health care services	William A. Keaton Jimmy D. Laforney	www.bmcf.com
45	Paperless Transaction Corp. 400 E. Royal Lane, Ste. 201 Irving 75039	972-409-9100 972-409-9100	Payment processing	George Reich Micali Hobart Tobi McDonald	www.paperlesstrans.com
46	Wilson Associates 3811 Turtle Creek Blvd., Ste. 1500 Dallas 75219	214-521-6753 214-521-0207	Interior architectural design firm offering a full range of design services, from space planning to furniture installation, including custom product design	Trisha Wilson Cheryl Neumann Terry Cage	www.wilsonassoc.com
47	Tabani Group Inc. 2761 E. Trinity Mills Road, Ste. 114 Carrollton 75006	972-417-5835 972-417-9036	Commercial real estate	Zaffar Tabani David Griffith Rick Zachardy	www.tabanigroup.com
48	Journey Education Marketing 13755 Hurton Drive, Ste. 500 Dallas 75234	972-481-2029 972-481-2129	Software reseller	Michael Fischler Scott Arey	www.journeyed.com
49	Williams Financial Group 12221 Merit Drive, Ste. 300 Dallas 75251	800-225-3650 972-661-5031	Financial services	Wilson Williams David Williams Varkey John	www.fwfg.com
50	Colo4Dallas LP 3000 Irving Blvd. Dallas 75247	214-630-3100 214-630-1099	Colocation	Paul VanMeter Pat Thompson	www.colo4dallas.com

LIST CONTINUE