

WASHINGTON BUSINESS JOURNAL

Fastest growing private companies

Ranked by revenue growth 2002-2004¹

RANK	COMPANY/ ADDRESS/PHONE/FAX/WEB SITE	AVERAGE ANNUAL REVENUE GROWTH 2002-2004	2002 REVENUE	2003 REVENUE	2004 REVENUE	HEADQUARTERS YEAR ESTABLISHED	SENIOR LOCAL EXECUTIVE TITLE
1	WILLS COS. 8230 Boone Blvd., Suite 340 Vienna, Va. 22182 willscompanies.com (703) 938-4500 fax: (703) 938-4526	316.8%	\$10.98 million	\$20.61 million	\$133.14 million	Vienna 2003	Philip R. Wills III President
2	IDIRECT TECHNOLOGIES 13865 Sunrise Valley Drive Herndon, Va. 20171 idirect.net (703) 648-8000 fax: (703) 648-8015	194.1%	\$5.92 million	\$19.66 million	\$50.36 million	Herndon 1994	John Kealey President and CEO
3	ABRAXAS 6845 Elm St., Suite 310 McLean, Va. 22101 abraxascorp.com (703) 821-8930 fax: (703) 821-8511	190.3%	\$2.32 million	\$8 million	\$18.89 million	McLean 2001	Richard H. Helms Founder and CEO
4	N.V.P 10482 Colonel Court Manassas, Va. 20110 nvpinc.com (703) 369-0691 fax: (703) 369-3015	176.6%	\$6.23 million	\$7.06 million	\$31.06 million	Manassas 1989	Harry S. Ghadban President
5	G&B SOLUTIONS 1749 Old Meadow Road, Suite 120 McLean, Va. 22102 gbsolutionsinc.com (703) 883-1140 fax: (703) 883-1143	123.6%	\$4.54 million	\$14.47 million	\$18.57 million	McLean 2001	Linda K. Berdine President
6	INFORELIANCE 9990 Lee Highway, Suite 450 Fairfax, Va. 22030 inforeliance.com (703) 246-9360 fax: (703) 246-9331	99.2%	\$5.42 million	\$11.96 million	\$21.24 million	Fairfax 2000	William Williams, Andrew Butler CEO, president
7	APOGEN TECHNOLOGIES 7918 Jones Road McLean, Va. 22102 apogentech.com (703) 752-6500 fax: (703) 821-3598	96.8%	\$65 million	\$183 million	\$205 million	McLean 2004	Todd A. Stottlemeyer CEO
8	THE WEXFORD GROUP INTERNATIONAL 8618 Westwood Center Drive, Suite 200 Vienna, Va. 22182 thewexfordgroup.com (703) 852-9565 fax: (703) 852-5400	84.5%	\$7.2 million	\$10 million	\$23.02 million	Vienna 1992	Bill H. Reno President and CEO
9	MCDONALD BRADLEY 2250 Corporate Park Drive Herndon, Va. 20171 mcdonaldbradley.com (703) 326-1000 fax: (703) 326-1004	78.1%	\$18.19 million	\$36.19 million	\$56.87 million	Herndon 1985	Kenneth R. Bartee CEO and president
10	BART & ASSOCIATES 8300 Greensboro Drive, Suite 900 McLean, Va. 22102 bna-inc.com (703) 821-0030 fax: (703) 821-2230	70.1%	\$15.86 million	\$26.04 million	\$45.82 million	McLean 1988	Kion Yap CEO and president
11	DANTE CONSULTING 3865 Wilson Blvd., Suite 500 Arlington, Va. 22203 danteconsulting.com (703) 807-0520 fax: (703) 807-0640	67.3%	\$4.85 million	\$7.61 million	\$13.51 million	Arlington 1998	Pierre Maiko President and CEO
12	ARTEL 1893 Preston White Drive Reston, Va. 20191 artelinc.com (703) 620-1700 fax: (703) 620-4262	64.9%	\$47.68 million	\$101.5 million	\$118.6 million	Reston 1986	Abbas Yazdani CEO
13	KANE CONSTRUCTION 9600 Blackwell Road Rockville, Md. 20850 kaneconstruction.com (301) 610-9500 fax: (301) 610-9590	64.5%	\$8.94 million	\$11.78 million	\$23.22 million	Rockville 1997	Dennis O. Kane President and CEO
14	PREFERRED SYSTEMS SOLUTIONS 3040 Williams Drive, Suite 505 Fairfax, Va. 22031 pssfed.com (703) 663-2777 fax: (703) 663-2780	59.1%	\$10.12 million	\$13.42 million	\$24.91 million	Fairfax 1991	Rob Hisel President and CEO
15	EQUITY HOMES 4035 Ridge Top Road, Suite 150 Fairfax, Va. 22030 equityhomes.com (703) 359-4455 fax: (703) 359-5989	54.4%	\$74.29 million	\$127.04 million	\$175.18 million	Fairfax 1991	Robert L. Fitton II President
16	THE GLOVER PARK GROUP 3299 K St. NW, Suite 500 Washington, D.C. 20007 gloverparkgroup.com (202) 337-0808 fax: (202) 337-9137	50.7%	\$7.31 million	\$11.25 million	\$16.59 million	Washington 2001	Carter Eskew CEO
17	SMITTY'S BUILDING SUPPLY 8457 Richmond Highway Alexandria, Va. 22309 smittys.com (703) 780-7800 fax: (703) 780-7072	50.5%	\$33.74 million	\$41.57 million	\$73.91 million	Alexandria 1975	N. Patrick Smith President
18	KSI SERVICES 8081 Wolfftrap Road Vienna, Va. 22182 ketsco.com (703) 641-9000 fax: (703) 641-9630	50.4%	\$350 million	\$582 million	\$783.25 million	Vienna 1977	Robert C. Kettler Chairman
19	APEX-PETROLEUM P.O. Box 7840 Upper Marlboro, Md. 20972 apexpetroleum.com (301) 773-9009 fax: (301) 773-9030	49%	\$7.36 million	\$11.53 million	\$16.3 million	Upper Marlboro 1992	Anthony Onianwah President and CEO
20	ICRC 1033 N. Fairfax St., Suite 400 Alexandria, Va. 22314 ICRCSolutions.com (703) 519-9901 fax: (703) 519-9930	47.8%	\$46.87 million	\$71.03 million	\$102.31 million	Alexandria 1988	James Lexo CEO
21	PLATEAU SYSTEMS 671 N. Glebe Road, Suite 700 Arlington, Va. 22203 plateau.com (703) 292-0217 fax: (703) 292-0299	47.4%	\$11.86 million	\$20.85 million	\$24.8 million	Arlington 1996	Paul Sparta CEO and chairman
22	GLORY DAYS GRILL 9426 Stewartown Road, Suite 2E Gaithersburg, Md. 20879 glorydaysgrill.com (301) 330-0802 fax: (301) 330-0993	45.8%	\$15.69 million	\$27.21 million	\$32.19 million	Gaithersburg 1996	Jeff Newman Co-founder
23	NATIONAL CORPORATE HOUSING 365 Herndon Parkway, Suite 111 Herndon, Va. 20170 nationalcorporaterehousing.com (703) 464-5700 fax: (703) 464-5812	44.9%	\$8.61 million	\$11.71 million	\$18.02 million	Herndon 1999	Thomas G. Atchison CEO
24	BUCH CONSTRUCTION 10945 Johns Hopkins Road Laurel, Md. 20723 buchconstruction.com (301) 369-3500 fax: (301) 369-3501	43.5%	\$30.57 million	\$44.82 million	\$62.89 million	Laurel 1984	Dennis A. Carlisle President and CEO
25	PALMER LEGAL STAFFING 1211 Connecticut Ave. NW, Suite 302 Washington, D.C. 20036 palmerlegalstaffing.com (202) 464-1000 fax: (202) 464-1001	41.3%	\$2.99 million	\$5.22 million	\$5.62 million	Washington 1997	Carol J. Palmer President

Sources: the companies wnd - would not disclose Research by Adam Brecher

The ranked companies have provided information to researchers upon request. The List does not endorse the participants or suggest the quality of products and services.

¹To be eligible for this list, companies had to show revenue growth over a three-year period, 2002 revenue of more than \$2 million and 2004 revenue of more than \$10 million. Financials verified by BDO Seidman.

Please send corrections on company letterhead to Research Director, Washington Business Journal, 1555 Wilson Blvd., Suite 400, Arlington, Va. 22209. Originally published October 21, 2005

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