

## THE DALLAS 100

Company	Headquarters	Company	Headquarters	Company	Headquarters
1. Southwest Sanitary	Carrollton	36. SB International Inc.	Dallas	69. Urban Nissan	Duncanville
2. Drive Financial Services	Dallas	37. Ed Bell Investments Inc.	Dallas	70. Delta Medical Consulting	Irving
3. Chief Oil & Gas	Dallas	38. GHA		71. PrideStaff	Dallas
4. PHNS Inc.	Addison	Architecture/Development	Dallas	72. John Eagle Lincoln-	
5. Adea Solutions Inc.	Dallas	39. L.H. Lacy Co.	Dallas	Mercury-Aston-Martin LP	Dallas
6. Ivie & Associates Inc.	Flower Mound	40. LopezGarcia Group	Dallas	73. Review Med LP	Dallas
7. CG Management	Irving	41. Datamatic LTD	Plano	74. ERG—Enterprise	
8. Palm Beach Tan Inc.	Carrollton	42. XactiMed Inc.	Dallas	Resource Group	Dallas
9. W R Starkey Mortgage LLP	Plano	43. C I Host	Bedford	75. Delinea Corp.	Addison
10. Lucidity Consulting Group LP	Plano	44. MCrowd Restaurant	Irving	76. Software Professionals Inc.	Irving
11. Crawford Electric Supply	Dallas	45. Metro Automation Inc.	Irving	77. Laguarda.Low Architects LLC	Dallas
12. Benchmark Mortgage	Frisco	46. American Leather LP	Dallas	78. Truco Enterprises Inc.	Dallas
13. MedicalEdge Healthcare		47. Sotherby Homes	Plano	79. GlobalNet Training Solutions	Dallas
Group	Dallas	48. Sakom Investments dba		80. Sante Rehabilitation Group	Eules
14. NT Logistics Inc.	Dallas	Texas Wholesale	Dallas	81. eVerge Group	Plano
15. HomeVestors of America Inc.	Dallas	49. Synapse Micro Inc.	Carrollton	82. Burgess Construction	
16. Handango	Hurst	50. Shaddock Title Ltd.	Plano	Consultants Inc.	Richardson
17. Berryman Products Inc.	Arlington	51. Wingstop Restaurants Inc.	Garland	83. Everest Group	Dallas
18. Conchemco Inc.	Dallas	52. Planet Internet Services Inc.	Dallas	84. etalk Corp.	Irving
19. Pathology Partners Inc.	Irving	53. Journey	Farmers	85. Plainsman Tire Co. Inc.	Dallas
20. Cottonwood Financial Ltd.	Irving	Education Marketing	Branch	86. Briggs-Freeman Real	
21. Alliance Systems	Plano	54. Global Views Inc.	Dallas	Estate Brokerage	Dallas
22. Direct Development	Dallas	55. Summit Alliance Financial LLP	Dallas	87. Neo Spire Inc.	Dallas
23. Compressor Works Inc.	Dallas	56. Product Support Services	Coppell	88. Avail Search Group Inc.	Dallas
24. Parago	Lewisville	57. Accudata Technologies	Allen	89. Redlee/Scs Inc.	Dallas
25. Curley Insurance Group	Dallas	58. InfoVision Consultants Inc.	Richardson	90. Polo Homes Inc.	Dallas
26. Pinnacle Technical Resources	Dallas	59. Corner Management Inc.	Denton	91. Systemware Inc.	Addison
27. RamQuest Software Inc.	Plano	60. Geneva Aerospace	Carrollton	92. Bentwood Cos.	Lancaster
28. Davaco Inc.	Dallas	61. Resulte Universal LLC	Dallas	93. Brotherhood Investments dba	
29. Pavecon Commercial		62. Don Mechanic Enterprises		American Oil & Fuel Distributors	Irving
Concrete	Grand Prairie	Ltd.	Addison	94. Naomi Designs Inc.	Dallas
30. Roofing and Insulation Supply	Dallas	63. SkinCeuticals Inc.	Garland	95. Grizzaffi Darby LLC	Denton
31. McCollum & Associates Inc.	Dallas	64. King Import Warehouse	Dallas	96. Planet Tan	Garland
32. Service King Paint & Body LP	Richardson	65. Healthvision	Irving	97. Rennhack Marketing Services	Grapevine
33. Sebring Capital Partners Ltd.	Carrollton	66. Willow Bend Mortgage Co.	Plano	98. Xencom Systems LLC	Plano
34. Beauty & Hair		67. McKnight Associates Inc.	Plano	99. Elizabeth Showers Inc.	Dallas
Products International	Dallas	68. Sage Environmental		100. Wilkins Group Inc.	Richardson
35. PharmaFab	Grand Prairie	Consulting	Richardson		

SOURCE: Southern Methodist University

# Distributor wins honor

Southwest Sanitary is top emerging privately held firm on SMU list

By **STEVE QUINN**  
Staff Writer

Being an entrepreneur means taking calculated chances in hopes of improving a company's fortunes.

Two years ago, Camille Cheney Fournier did just that at Southwest Sanitary Co., a family-owned Carrollton distributor that has been named the Dallas area's top emerging, privately held company.

The 52-year-old company led the 14th annual Dallas 100 Awards from Southern Methodist University's Cox School of Business and its Caruth Institute for Entrepreneurship.

"This is huge," Ms. Fournier said before Wednesday night's dinner honoring all the companies. "It takes a whole team to make something work because it's really tough to make all this happen."

To qualify, companies needed to have no less than \$500,000 and no

more than \$65 million in sales for fiscal 2001. Then, growth in percentage and dollar terms were examined for the years between 2001 and 2003.

The Top 10 companies collectively generated more than \$1.5 billion in sales and saw 340 percent growth during those years.

"Entrepreneurs play for big stakes, but when it comes to assessing the odds, they are not gamblers, not the long-term successful ones," said Caruth Institute director Jerry White. "They calculate the odds and enter enough risk to make it interesting."

That's the path Ms. Fournier followed at SWS, which was founded in 1952 by her parents, John A. and Nancy Cheney.

Two years ago, at her brother Bobby's suggestion, SWS struck a deal with a cooperative in charge of shipping Subway franchise owners their supplies.

The partnership helped SWS go from a \$2.5 million firm in 2001 to a \$61 million firm in 2003.

The company had long enjoyed distribution contracts with Texas

Instruments, General Motors and Vought Aircraft, but the co-op deal meant diversifying into a segment called redistribution.

For the Subway co-op in Miami, SWS collects goods such as trash liners, cups and bowls and sends out a full load of items so that stores don't receive items one at a time.

"You have to change with the times," Mr. Fournier said. "That is a huge part of it. If you don't change with it and look for the opportunities to go with these changes, then you won't grow."

Cracking the Top 100 isn't easy for newcomers such as SWS when repeat winners are also on the rise.

Among those recognized Wednesday were nine-time winner American Leather (No. 46), eight-timer winner Crawford Electric Supply (No. 11) and six-time winners Truco Enterprises (No. 78) and Sebring Capital (No. 33).

Adea Solutions (No. 5) also received an award as the only company to finish in the Top 10 three times in five years of placing.

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