

Food & Beverage

Vosges Haut-Chocolat NO. 340

391.7% Three-Year Growth

REVENUE: \$4.3 million EMPLOYEES: 50

FOUNDED: 1997 Chicago

What it does: Makes avant-garde chocolates with ingredients such as Indian curry, Hawaiian white honey, Mexican chillies, wasabi, and chicory. It sells them primarily through its website, print catalogs, and its five retail boutiques. *Why it's growing:* Owner Katrina Markoff, a graduate of Le Cordon Bleu culinary school, says diversifying revenue streams is as important as mixing up new recipes. Adding a wholesale business has helped build revenue in recent years. Vosges has also partnered with a Japanese firm to build and operate two retail stores in Tokyo and Osaka in 2006.

Signature Wines NO. 351

385.7% Three-Year Growth

REVENUE: \$3.6 million EMPLOYEES: 25

FOUNDED: 1998 Hayward, Calif.

What it does: Sells personalized wine bottles, primarily online. Customers choose from an assortment of wines and design a personal label, often for weddings and birthdays. *Why it's growing:* The company's expansion into collector bottles has been a boon. One of its most popular lines is the Graceland Cellars collection with Elvis Presley on the labels.

Netuno USA NO. 400

343.9% Three-Year Growth

REVENUE: \$59.7 million EMPLOYEES: 17

FOUNDED: 2000 Miami

What it does: Imports seafood from all over the world for more than 400 U.S.-based distributors. *Why it's growing:* Netuno got its start importing from Brazil, where prices are low and the seafood is big. But when the U.S. threatened to impose high tariffs on Brazilian shrimp in 2003, CEO Luciano Bonaldo decided to cast a wider net. Bonaldo says diversifying has meant better variety, lower prices, and stability for customers.

Cold Stone Creamery NO. 424

331.4% Three-Year Growth

REVENUE: \$31.3 million EMPLOYEES: 195

FOUNDED: 1988 Scottsdale, Ariz.

What it does: Franchises ice cream parlors at which customers create their own combinations with mix-in ingredients. *Why it's growing:* Customers like the novelty of creating their own ingredient-laden ice cream flavors. Franchisees are attracted by the lines that often snake out the front door. In May 2005, the number of Cold Stone Creamery franchises hit 1,000, even with CEO Doug Ducey accepting less than 1% of all franchise applications he receives.

Packaging Resources NO. 442

321.2% Three-Year Growth

REVENUE: \$5.2 million EMPLOYEES: 7

FOUNDED: 1999 Lyons, Ill.

What it does: Matches packaging manufacturers (which make products like bags for bread and boxes for sheet cakes) with retail and wholesale clients. *Why it's growing:* America's eating habits are changing. The company has benefited from the long-term trend toward prepackaged meals and salads to go.

Health

Many of these companies are profiting by addressing two major headaches: soaring insurance premiums and increasingly demanding government regulations.

Bankers Healthcare Group NO. 5

5,817.8% Three-Year Growth

REVENUE: \$31.9 million EMPLOYEES: 21

FOUNDED: 1992 Weston, Fla.

What it does: Provides working capital loans of between \$50,000 and \$250,000 to doctors, veterinarians, dentists, and other medical professionals across the U.S. *Why it's growing:* "We're like a convenience store," says CEO Robert Castro. "Our customers pay a premium, but they don't stand in much of a line." Bankers Healthcare responds to customer inquiries within 24 hours and approves loans within five days—a big draw for doctors in need of a quick fix to, say, cover payroll expenses.

Spheris NO. 16

2,710.8% Three-Year Growth

REVENUE: \$152.7 million EMPLOYEES: 5,500

FOUNDED: 1998 Franklin, Tenn.

What it does: Sells Web-based dictation applications and traditional transcription services to more than 450 hospitals and clinics nationwide. The company's voice-capture technology can be used over the phone or with a PC or PDA. *Why it's growing:* Spheris uses its stature as the second-largest medical transcription company in the highly fragmented U.S. market to secure contracts with large hospitals and clinics.

Commodity Sourcing Group NO. 22

2,121% Three-Year Growth

REVENUE: \$21.1 million EMPLOYEES: 65

FOUNDED: 2000 Detroit

What it does: Acts as a middleman between hospitals and vendors, negotiating prices on stationery, linens, medical supplies (which it then buys and distributes), and services, including laundry and maintenance. *Why it's growing:* At first, CEO Darryl Hart focused on the auto industry, but he soon learned that most car companies were reluctant to outsource large contracts to a small firm. Hart switched gears and found a willing market in health care, which now accounts for almost 95% of CSG's sales.

MDVIP NO. 30

1,841.1% Three-Year Growth

REVENUE: \$16.3 million EMPLOYEES: 71

FOUNDED: 2000 Boca Raton, Fla.

What it does: Helps physicians set up and run concierge practices, supplying

them with operational, technological, and managerial support. *Why it's growing:* To guarantee income each year, some primary care doctors are switching to boutique practices limited to a few hundred patients who pay an annual fee of \$1,500, in addition to routine charges. In return they get VIP treatment, including same-day appointments and detailed physicals. The aging of the baby boomers has been a boon to MDVIP, says CFO Darin Engelhardt, because the 85 physician practices in its network specialize in preventive care for patients age 55 and older.

Health Market Science NO. 42

1,547.3% Three-Year Growth

REVENUE: \$9.2 million EMPLOYEES: 62

FOUNDED: 2000 King of Prussia, Pa.

What it does: Sells software that insurance, pharmaceutical, and biotech companies, as well as pharmacies, use to integrate, track, and analyze data related to drug sales. *Why it's growing:* Sales have been spurred by the burgeoning biotech industry and the passage of a government regulation that requires health care companies to adopt standard identification numbers, called National Provider Identifiers, by 2008.

Outsourcing Solutions NO. 56

1,272.4% Three-Year Growth

REVENUE: \$10.4 million EMPLOYEES: 246

FOUNDED: 1999 Jupiter, Fla.

What it does: Transcribes medical documents for more than 35 hospitals and clinics around the country. *Why it's growing:* The increasing threat of malpractice suits has placed more emphasis on keeping accurate patient records. Outsourcing Solutions' customers dictate reports over the phone using a special dial-in number, and voice-recognition software automatically routes the audio files to transcribers with the appropriate expertise.

Alere Medical NO. 61

1,189.1% Three-Year Growth

REVENUE: \$22.9 million EMPLOYEES: 121

FOUNDED: 1996 Reno, Nev.

What it does: Sells equipment that helps nurses monitor heart-failure patients living at home. Patients step on a scale, then answer questions about their symptoms by pressing Yes or No keys. The monitor, which plugs into a phone