

# BUILT FOR GROWTH

*An improving economy and steady migration of newcomers is fueling a building boom.*

**C**onstruction, always a boom and bust business, is experiencing the upside of that formula, this year's ranking of the state's 100 largest private companies shows. Of the 10 companies recording the biggest gains in rankings compared with a year ago, eight are in building-related industries. Among the companies benefiting from a robust market is Charlotte-based general contractor Edifice Inc., with projects including a university dorm in Boone, a FedEx Ground distribution center in Durham and an auto-parts suppliers' headquarters near Charlotte. Edifice leaped 15 spots, while Precision Walls Inc. jumped 11 spots and Clancy & Theys Construction Co., 10.

While public companies grab most headlines, private companies pack a powerful economic punch. Collectively, the 100 companies employ nearly 105,000 people in industries running the gamut from logistics to software. A large number of family-owned companies, passed down through generations, hold spots on the list.

"Companies on the North Carolina 100 list are the backbone of our local economy," says Dave Wedding, Charlotte-based managing partner for the Southeast region at Grant Thornton LLP. "They are North Carolina's top builders, innovators and creators — hardworking people who keep our state running on a smooth track."

The Chicago-based accounting firm assembled the Grant Thornton North Carolina 100 based on information reported by the companies. Participation is voluntary, and the largest company in 2016, Huntersville-based American Tire Distributors Inc., chose not to participate this year. Asheville-based solar-farm developer FLS Energy, the biggest mover on last year's list, dropped off after being acquired by California-based Cypress Creek Renewables in December.

"We congratulate this year's NC100 recipients and are proud to recognize the substantial impact of private companies in North Carolina," Wedding says.

— Cathy Martin

# PRIVATE COMPANIES

'17	'16	COMPANY	HQ	CEO	EMPLOYEES	BUSINESS
<b>\$1 BILLION OR MORE IN REVENUE (LATEST FISCAL YEAR)</b>						
1	2	SAS Institute Inc.	Cary	Jim Goodnight	13,870	Software developer
2	4	Transportation Insight LLC	Hickory	Chris Baltz	421	Logistics consultant
3	3	National Gypsum Co. <sup>1</sup>	Charlotte	Thomas C. Nelson	2,200	Manufacturer of wallboard products
<b>\$500 MILLION TO \$900 MILLION</b>						
4	6	Pike Corp.	Mount Airy	J. Eric Pike	7,000	Construction and engineering services for electric utilities
5	7	AmWINS Group Inc.	Charlotte	Steve DeCarlo	4,133	Wholesale insurance distributor
6	5	Lord Corp.	Cary	Ed Auslander	2,990	Manufacturer of adhesives, coatings and motion controls
7	9	Carolina Tractor & Equipment Co.	Charlotte	Ed Weisiger	1,324	Dealer of construction and industrial equipment

## 8 DYNACAST INTERNATIONAL

Tracing its roots to a small machine shop in New York in 1912, Dynacast operates 25 plants in 16 countries making metal components for the auto and health care industries and for consumer electronics. In 2015, Zug, Switzerland-based Partners Group acquired a controlling stake in the company. CEO Simon Newman picked Charlotte for its headquarters that same year.



8	NEW	Dynacast International Inc.	Charlotte	Simon Newman	8,300	Manufacturer of metal components
9	10	Gregory Poole Equipment Co.	Raleigh	J. Gregory Poole III	1,272	Dealer of construction and other equipment
10	12	Waste Industries Inc.	Raleigh	Lonnie C. Poole III	2,260	Provider of waste-collection and recycling services
11	13	Southco Distributing Co.	Goldsboro	Sherwin Herring	220	Convenience-store supplier
12	16	SteelFab Inc.	Charlotte	Ronald G. Sherrill	1,000	Steel fabricator
13	11	Barnhill Contracting Co.	Rocky Mount	Robert E. Barnhill Jr.	1,050	General contractor
14	14	Ennis-Flint	Thomasville	Steve Vetter	1,296	Manufacturer of pavement markings and traffic products
15	19	Concord Hospitality Enterprises Co.	Raleigh	Mark G. Laport	4,150	Hotel management and development
16	17	Atlantic Corp.	Wilmington	Russell M. Carter	980	Distributor of industrial packaging materials; paper converter

## 17 RENFRO

In June, the sock-maker named former VF executive Stan Jewell president and chief executive officer, succeeding longtime CEO Bud Kilby. Founded in 1921, Renfro is a licensee for brands including Polo/Ralph Lauren, Carhartt, New Balance and Fruit of the Loom.



17	15	Renfro Corp.	Mount Airy	Stan Jewell	4,500	Sock-maker
18	23	Strata Solar LLC	Chapel Hill	Markus Wilhelm	350	Provider of solar-energy services

<b>\$300 MILLION TO \$499 MILLION</b>						
19	29	Clancy & Theys Construction Co.	Raleigh	Tim Clancy	344	General contractor
20	18	Sampson-Bladen Oil Co.	Clinton	Haddon Clark	722	Wholesaler, retailer and transporter of petroleum products
21	NEW	National Coatings & Supplies Inc.	Raleigh	H. Dean Worley	1,538	Distributor of paint, tools and equipment for collision repair shops
22	30	Rodgers Builders Inc.	Charlotte	Patricia A. Rodgers	272	General contractor

**17** '16 **COMPANY** **HQ** **CEO** **EMPLOYEES** **BUSINESS**

## 23 JAMES R. VANNOY & SONS CONSTRUCTION

Started by Jim Vannoy as a roofing company in 1952, the business became a general contractor in 1963. Vannoy's sons Eddie and Mark joined the company in the 1970s. Vannoy & Sons now has five offices in the Carolinas and is licensed in 48 states.



<b>23</b>	<b>28</b>	James R. Vannoy & Sons Construction Co.	Jefferson	Eddie Vannoy	311	General contractor
<b>24</b>	<b>20</b>	Crescent Communities LLC	Charlotte	Todd Mansfield	190	Real-estate developer
<b>25</b>	<b>25</b>	Captive-Aire Systems Inc.	Raleigh	Robert Luddy	1,090	Manufacturer of kitchen ventilation equipment

## 26 MARKET AMERICA WORLDWIDE

The direct-marketing company founded in 1992 by CEO JR Ridinger says it has more than 3 million users and sells more than 50 million products, including cosmetics, nutritional supplements and cleaning products. In August, the company drew more than 20,000 people to its annual convention in Greensboro.



<b>26</b>	<b>21</b>	Market America Worldwide Inc.	Greensboro	James Ridinger	862	Product brokerage and internet marketer
<b>27</b>	<b>24</b>	Pharr Yarns LLC	McAdenville	Bill Carstarphen	1,600	Yarn manufacturer
<b>28</b>	<b>26</b>	Global Knowledge Training LLC	Cary	Sean Dolan	1,400	Information-technology and business-skills trainer
<b>29</b>	<b>22</b>	Golden Corral Corp.	Raleigh	Lance Trenary	1,863	Restaurants

## 30 SNIDER TIRE

Earlier this year, the tire dealer and re-treader acquired 27 locations from TCI Tire Centers, based in Duncan, S.C., expanding its distribution territory to 75% of the continental U.S. Doing business as Snider Fleet Solutions, the 41-year-old company has more than 80 commercial tire and service centers, 11 re-tread plants and more than a dozen distribution centers.



<b>30</b>	<b>33</b>	Snider Tire Inc.	Greensboro	John K. Snider	975	Tire distributor and service provider
<b>31</b>	<b>38</b>	Crowder Constructors Inc.	Charlotte	Otis Crowder	912	General contractor
<b>32</b>	<b>34</b>	XOOM Energy LLC	Huntersville	Tom Ulry	154	Independent electricity and natural-gas provider
<b>33</b>	<b>31</b>	Harvey Enterprises & Affiliates	Kinston	John O. McNairy	778	Distributor of farm equipment and petroleum products
<b>34</b>	<b>37</b>	Jones & Frank <sup>2</sup>	Raleigh	Jim Bolch	577	Fuel-equipment installer and service provider
<b>35</b>	<b>NEW</b>	Mutual Distributing Co.	Raleigh	William T. Kennedy	700	Beer and wine distributor
<b>36</b>	<b>41</b>	Eastwood Homes	Charlotte	J. Clark Stewart	165	Homebuilder
<b>37</b>	<b>32</b>	Warren Oil Co.	Dunn	Richard Kalin	474	Manufacturer of petroleum products

### \$150 MILLION TO \$299 MILLION

<b>38</b>	<b>49</b>	Precision Walls Inc.	Cary	Brian Allen	980	Building contractor
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## 39 ECMD

Started in 1982 as a millwork distributor, ECMD's family of companies has expanded to include stair products, hardwood flooring and other specialty building products. More than 600 people work for the company.



39	45	ECMD Inc.	North Wilkesboro	Joe Woods	625	Manufacturer and distributor of millwork products
40	39	Salem Holding Co.	Winston-Salem	Thomas L. Teague	1,111	Provider of transportation and truck-leasing services
41	47	Carolina Handling LLC	Charlotte	Dave Reder	545	Distributor of material-handling equipment
42	40	Apple Gold Inc.	Raleigh	Michael D. Olander	5,000	Applebee's restaurant franchisee
43	42	Epes Transport System Inc.	Greensboro	Al Bodford	1,455	Freight hauler
44	50	Blythe Development Co.	Charlotte	L. Jack Blythe	965	General contractor

## 45 COLONY TIRE

Charlie Creighton worked as a salesman for a Caterpillar dealership before buying a small Edenton petroleum distributor in 1976. The company added tire sales in 1980 before eventually exiting the oil business. Colony Tire operates about 30 auto-repair and tire shops in the Carolinas and Virginia.



45	43	Colony Tire Corp.	Edenton	Charles A. Creighton	525	Tire retailer, servicer and distributor
46	NEW	Baker Roofing Co.	Raleigh	John Matthews	976	Roofing contractor
47	52	Camco Manufacturing Inc.	Greensboro	Donald R. Caine	398	Manufacturer and distributor of RV and camping accessories
48	51	Peak 10 Inc.	Charlotte	Chris Downie	408	Data-center operator

## 49 SPORTS ENDEAVORS

Founder Mike Moylan started Sports Endeavors when he was 18, selling soccer apparel, shoes and gear through the Eurosport catalog. The company added lacrosse in 1994 and rugby in 2005, when it acquired Birmingham, Ala.-based 365 Inc. It now offers more than 60,000 items.



49	48	Sports Endeavors Inc.	Hillsborough	Mike Moylan	450	Catalog and internet retailer of sporting goods
50	53	Carolina Wholesale Group Inc.	Charlotte	Larry Huneycutt	220	Distributor of office supplies
51	58	Electrical Equipment Co.	Raleigh	Mark K. Holmes	304	Distributor of electrical equipment
52	59	T.A. Loving Co.	Goldsboro	Samuel P. Hunter	240	General contractor
53	46	Advantage Truck Center LLC	Charlotte	Terry Young	150	Retail truck dealership
54	69	Edifice Inc.	Charlotte	N. Eric Laster	81	General contractor
55	36	Samet Corp.	Greensboro	Arthur Samet	142	General contractor and developer
56	54	ettain group inc.	Charlotte	Jeff Harris	1,219	Information-technology staffing agency
57	55	BestCo Inc.	Mooresville	Richard Zulman	438	Manufacturer of nutritional supplements

### \$80 MILLION TO \$149 MILLION

58	NEW	American Welding & Gas Inc.	Raleigh	George Golliday	574	Manufacturer and distributor of gases and welding equipment
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'17	'16	COMPANY	HQ	CEO	EMPLOYEES	BUSINESS
59	57	ARCA <sup>3</sup>	Mebane	Mort O'Sullivan	585	Manufacturer of cash-handling machines
60	56	InVue Security Products Inc.	Charlotte	James Sankey	235	Provider of security products for retail displays
61	NEW	N2 Publishing	Wilmington	Duane Hixon	219	Publisher of community magazines
62	66	Hissho Sushi	Charlotte	Philip Maung	328	Sushi bars and kiosks
63	61	Epes Logistics Services Inc.	Greensboro	Jason Bodford	171	Logistics consultant
64	63	Morrisette Paper Co.	Browns Summit	Bill Morrisette Jr.	199	Distributor of paper, packaging and janitorial supplies

## 65 ZEALANDIA HOLDING

Zealandia is the parent of a network of timeshare and vacation companies with destinations across the U.S. and Caribbean. The company began in 2000 as Festiva Resorts, later acquiring Peppertree, Escapes and KGI Resorts. Zealandia is divided into several subsidiaries focused on aspects such as sales and marketing, financing and property management.



65	60	Zealandia Holding Co.	Asheville	Herbert H. Patrick Jr.	732	Operator of resorts and timeshare destinations
66	62	MegaCorp Logistics LLC	Wilmington	Ryan Legg	163	Logistics consultant
67	NEW	The Budd Group Inc.	Winston-Salem	Joe Budd	3,673	Provider of janitorial, landscaping and maintenance services
68	67	Smith Turf & Irrigation LLC	Charlotte	Wayne B. Smith Jr.	253	Distributor of landscaping and irrigation equipment
69	64	Union Corrugating Co.	Fayetteville	Keith Medick	323	Manufacturer of metal roofing materials and supplies
70	65	Best Logistics Group Inc.	Kernersville	Dave Reich Jr.	408	Transportation services and management

## 71 MICKEY TRUCK BODIES

Family-owned since 1904, the company makes truck bodies and trailers for beverage and vending-machine operators and says it is the second-largest ambulance builder in the U.S. Mickey bought the former Pearson furniture plant in High Point, where it is building a 20,000-square-foot liftgate-installation facility and 70,000-square-foot assembly plant that will allow it to triple production.



71	NEW	Mickey Truck Bodies Inc.	High Point	Dean Sink	385	Manufacturer of truck bodies and trailers
72	68	Carotek Inc.	Matthews	Deryl Bell	165	Distributor of industrial equipment
73	70	Measurement Inc.	Durham	Henry H. Scherich	450	Education-testing contractor
74	80	Myers & Chapman Inc.	Charlotte	Marcus Rabun	62	General contractor
75	73	McGee Brothers Co.	Monroe	Mike McGee	625	Masonry subcontractor

## 76 TRIALCARD

TrialCard was started in 2001 by David Cunningham, a former Glaxo sales executive. The pharmaceutical-services company works with drugmakers to provide patient services such as medication adherence and nursing support.



76	77	TrialCard Inc.	Morrisville	Mark Bouck	318	Pharmaceutical marketing services
77	78	Bulk TV & Internet	Raleigh	David O'Connell	152	Provider of DIRECTV and internet services
78	71	Wayne Brothers Inc.	Davidson	Keith Wayne	411	Provider of concrete and site-work construction services

'17	'16	COMPANY	HQ	CEO	EMPLOYEES	BUSINESS
<b>\$79 MILLION AND UNDER</b>						
79	75	DuBose Strapping Inc.	Clinton	Charles H. DuBose Jr.	170	Manufacturer and distributor of steel-banding material
80	74	Oliver Oil Co.	Lumberton	Christopher L. Oliver	115	Convenience stores; distributor of petroleum products
81	79	Parata Systems LLC	Durham	DJ Dougherty	262	Provider of drug-dispensing technology for pharmacies
82	86	MedStream Anesthesia PLLC	Asheville	Doug Ellington	64	Anesthesia service provider to hospitals and surgery centers

## 83 AVIDXCHANGE

The financial-technology company announced in June a partnership with Mastercard Inc. and completion of a \$300 million financing. Briskly adding jobs in recent years at its Charlotte headquarters, AvidXchange said in August it was adding 218 jobs in Utah.



83	88	AvidXchange Inc.	Charlotte	Michael Praeger	838	Payment-processing software
84	82	Alliance of Professionals & Consultants Inc.	Raleigh	Roy Roberts	650	Professional- and staffing-services company
85	81	Allen Industries Inc	Greensboro	Tom Allen	365	Manufacturer of outdoor signs and awnings
86	83	Systel Business Equipment Co.	Fayetteville	Keith Allison	256	Independent electronics dealer and service provider
87	89	Netsertive Inc.	Morrisville	Brendan Morrissey	277	Digital-marketing technology firm
88	NEW	Hickory Construction Co.	Hickory	Mark Baucom	38	General contractor
89	84	Global Value Commerce Inc.	Raleigh	Edward Byman	100	Internet retailer of golf products
90	85	APEX Analytix LLC	Greensboro	Steve Yurko	319	Software and audit services

## 91 HORNWOOD

Hornwood started in 1946 selling unfinished fabrics to converters for the women's apparel industry. Today, the company based in Anson County makes a variety of fabrics for the athletic, automotive, medical and other industries.



91	NEW	Hornwood Inc.	Lilesville	Chuck Horne	340	Fabric manufacturer
92	94	Carolinas Construction Solutions LLC	Charlotte	Matt Telmanik	54	Construction staffing firm
93	92	DuBose National Energy Services Inc.	Clinton	Carl M. Rogers	116	Supplier of metal products for the nuclear industry
94	91	DuBose Industries Inc.	Clinton	Charles H. DuBose Jr.	16	Importer and distributor of industrial and consumer products
95	97	Security Solutions of America <sup>4</sup>	Newport	Robert Copeland	1,258	Provider of security services and electronic monitoring
96	96	ImagineSoftware <sup>5</sup>	Charlotte	Sam Khashman	115	Billing-automation software for the medical industry
97	95	Transportation Impact LLC	Emerald Isle	Keith Byrd	34	Logistics consultant
98	NEW	e-Emphasys Technologies Inc.	Cary	Milind Bagade	250	Software services for equipment dealers
99	98	Jackrabbit Technologies Inc.	Huntersville	Mark Mahoney	45	Gymnastics class-management software
100	NEW	DuBose Steel	Roseboro	Thomas L. Harrington	195	Steel fabricator

### ABOUT THE GRANT THORNTON NORTH CAROLINA 100®

Since 1984, the Grant Thornton North Carolina 100® has ranked the state's largest private companies by revenue in the most recent fiscal year, based on data provided by the participants. The NC100 is a voluntary list restricted to companies based in North Carolina that do not have publicly traded stock. Companies owned by private equity are permitted. Nonprofits, financial-services companies, health care providers such as hospitals and subsidiaries of corporations are excluded. For more details, visit [GrantThornton.com/NC100](http://GrantThornton.com/NC100).

1 registered name is New NGC Inc; 2 registered name is JF Acquisition LLC; 3 registered name is Arca.Tech Systems LLC; 4 parent company is SSMG Holdings LLC; 5 registered name is Technology Partners Inc.