

# THE LIST

continued

## Fast Track WNY Companies

Ranked by sales growth

RANK/ PRIOR RANK	PHONE WEBSITE	GROWTH RATE	2010 SALES	2009 SALES	2008 SALES	NUMBER OF EMPLOYEES	CEO	
22 <sup>34</sup>	<b>Russell Bond &amp; Co. Inc.</b> 295 Main St. Buffalo, NY 14203	856-8220 russellbond.com	22.92%	\$5.18 million	\$4.87 million	\$4.22 million	46	Kurt Bingeman
23 <sup>NR</sup>	<b>Seal &amp; Design Inc</b> 4015 Casilio Pkwy. Clarence, NY 14031	759-2222 sealanddesign.com	20.32%	\$24.07 million	\$18.15 million	\$20 million	95	Dean Penman
24 <sup>NR</sup>	<b>Avalon Document Services</b> 721 Main St. Buffalo, NY 14203	995-7777 teamavalon.com	18.30%	\$5.57 million	\$4.73 million	\$4.71 million	60	JP Midgley
25 <sup>NR</sup>	<b>Sienna Environmental Technologies LLC</b> 350 Elmwood Ave. Buffalo, NY 14222	332-3134 siennaet.com	15.73%	\$1.62 million	\$967,021	\$1.4 million	14	Susanne Kelley
26 <sup>31</sup>	<b>Upstate Pharmacy Ltd.</b> 40 North America Drive West Seneca, NY 14224	675-3784 —	14.74%	\$39.38 million	\$34.7 million	\$34.32 million	60	Ted Kuzniarek
27 <sup>12</sup>	<b>Rock Oak LLC</b> 6523 S. Transit Road Lockport, NY 14094	625-6400 rockoak.com	14.51%	\$3.71 million	\$4.1 million	\$3.24 million	19	Paul Stephen
28 <sup>19</sup>	<b>ROAR Logistics Inc.</b> 120 Church St. Buffalo, NY 14202	833-7878 roarlogistics.com	14.49%	\$30.93 million	\$25.37 million	\$27.02 million	35	Robert Rich III
29 <sup>NR</sup>	<b>Pfannenbergl Inc.</b> 68 Ward Road Lancaster, NY 14086	685-6866 pfannenberglusa.com	13.91%	\$12.8 million	\$8.99 million	\$11.23 million	54	Andreas Pfannenbergl
30 <sup>33</sup>	<b>Lawley Service Inc.</b> 361 Delaware Ave. Buffalo, NY 14202	649-8616 lawleyinsurance.com	13.61%	\$43.4 million	\$40.5 million	\$38.2 million	279	William Lawley Jr., Christopher Ross, Michael Lawley
31 <sup>NR</sup>	<b>Clark Air Systems</b> 645 Persons St. East Aurora, NY 14052	652-7870 clarkair.com	12.33%	\$7.25 million	\$6.7 million	\$6.45 million	20	Christopher Clark
32 <sup>NR</sup>	<b>Rick's on Main LLC</b> 687 Main St. East Aurora, NY 14052	652-1253 ricksonmain.com	12.17%	\$1.37 million	\$1.08 million	\$1.22 million	33	Richard Pohlman
33 <sup>NR</sup>	<b>Bear Metal Works</b> 144 Milton St. Buffalo, NY 14210	824-4350 bearmetalworks.com	12.05%	\$1.49 million	\$604,795	\$1.33 million	7	Barrett Price
34 <sup>NR</sup>	<b>Harbison Bros. Inc.</b> 32 Appenheimer Ave. Buffalo, NY 14214	892-3290 harbisonbros.com	11.81%	\$1.57 million	\$1.36 million	\$1.41 million	16	Patricia Potts
35 <sup>NR</sup>	<b>Solmac Inc.</b> 1975 Wehrle Drive Williamsville, NY 14221	630-7061 solmac.com	8.82%	\$1.37 million	\$1.23 million	\$1.26 million	10	Carolin Soldo
36 <sup>NR</sup>	<b>Curtis Screw Co. Inc.</b> 50 Thielman Drive Buffalo, NY 14206	898-7800 curtisscrew.com	8.43%	\$64.97 million	\$53.52 million	\$59.9 million	318	Paul Hojnacki
37 <sup>14</sup>	<b>Audubon Machinery Corp.</b> 814 Wurlitzer Drive North Tonawanda, NY 14120	564-5165 ogsi.com	7.59%	\$8.37 million	\$8.78 million	\$7.78 million	45	Joseph McMahon
38 <sup>NR</sup>	<b>Sherex Fastening Solutions</b> 400 Riverwalk Pkwy. Tonawanda, NY 14150	875-0176 sherex.com	7.52%	\$7.29 million	\$4.82 million	\$6.78 million	22	Andrew Johnson
39 <sup>36</sup>	<b>The Hamister Group Inc.</b> 6400 Sheridan Drive Williamsville, NY 14221	839-4000 hamistergroup.com	5.94%	\$46.23 million	\$43.4 million	\$43.64 million	720	Mark Hamister
40 <sup>NR</sup>	<b>Realty USA</b> 910 Maple Road Williamsville, NY 14221	689-8100 realtyusa.com	5.76%	\$93.25 million	\$90.76 million	\$88.17 million	287	Merle Whitehead
41 <sup>NR</sup>	<b>Calamar</b> 3949 Forest Pkwy. Wheatfield, NY 14120	693-0006 calamar.com	3.71%	\$43.29 million	\$42.2 million	\$41.74 million	54	Kenneth Fransiak

### THE "\$35M CLUB"

Re-ranking of companies with 2010 sales of \$35M or more:

#### Rank/Company 2010 sales in millions

1. Realty USA ..... \$93.2
2. Stampede Presentation Products Inc..... \$82.9
3. Synacor..... \$66.2
4. Curtis Screw Co. Inc. .... \$64.9
5. The OSC Group ..... \$52.7
6. The Hamister Group Inc. .... \$46.2
7. Altitude Marketing..... \$45.6
8. Lawley Service Inc..... \$43.4
9. Calamar ..... \$43.2
10. Upstate Pharmacy Ltd..... \$39.3

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