

TRIANGLE BUSINESS JOURNAL

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FAST 50

TRIANGLE BUSINESS JOURNAL 19

2009 Fast 50 Winners

1.USfalcon Inc.	26.Talecris Biotherapeutics
2.Novella Clinical	27.Bulk TV & Internet
3.Spectraforce Technologies Inc.	28.LC Industries
4.Bandwidth.com	29.Connexion Technologies
5.MedPro Rx Inc.	30.Campbell Alliance
6.Hosted Solutions	31.Canvas On Demand
7.TrialCard Inc.	32.Captive-Aire Systems Inc.
8.Fast Lane Consulting and Education Services Inc.	33.Medfusion Inc.
9.INC Research Inc.	34.Strategic Connections Inc.
10.Physician Pharmacy Alliance	35.Eye Care Associates
11.Surety Systems Inc.	36.Rockett Interactive
12.LM Restaurants Inc.	37.Raleigh Metal Recycling
13.Oak Grove Technologies	38.Captrust Financial Advisors
14.The Select Group	39.BBH Design PA
15.SciQuest Inc.	40.Schooldude.com
16.iContact	41.Bronto Software
17.Anthony & Co.	42.Lonesource Inc.
18.AlertNow Inc.	43.Drug Safety Alliance Inc.
19.ACC on Demand	44.Signalscape Inc.
20.Yonkers Industries Inc.	45.VACO Raleigh LLC
21.Media Two Interactive	46.Ellis & Winters LLP
22.Overture Networks	47.Construction Supervision Services Inc.
23.RTI International	48.ChemWare Inc.
24.Orion International Consulting Group	49.S&A Cherokee
25.Greene Resources	50.Temporary Living Co.

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YEAR FOUNDED: 2000

NUMBER OF EMPLOYEES: 150

TOP EXECUTIVES: Bradley King, CEO; Stacey King, COO; David Ryan, CFO; Alex Sossaman, CSO

ANTICIPATED 2009 REVENUE: \$53 million



King

42

WHAT IS FUELING YOUR COMPANY'S

GROWTH? Focus, acquisitions, and leveraging our multiple go-to-market sales strategies in our new markets.

WHAT IS YOUR GROWTH STRATE-

GY? Our strategy is acquisitive growth in major league markets in the Southeast that allows us to then apply our brand, systems and processes to improve earnings. Additionally, we will apply our four sales groups (Internet, traditional, telesales and large account sales) to maximize our presence in a geographic location, which then provides significant operational efficiency for delivery.

WHAT WAS YOUR BIGGEST SUCCESS IN THE PAST YEAR? Our biggest success over the past year is the successful funding, completion and integration of two acquisitions in the toughest economic climate of our company's history.

WHAT STEPS DID YOU TAKE TO COMBAT THE ECONOMIC RECESSION? We developed good business metrics that allowed for improved earnings and then applied our acquisition strategy ... we went full throttle on growth.

IF YOU COULD GO BACK TO THE START OF THE YEAR, OPERATIONALLY, IS THERE SOMETHING YOU WOULD HAVE DONE DIFFERENTLY? I would have invested more in marketing in our new markets.

WHAT ARE YOUR COMPANY'S CHIEF GOALS FOR THE NEXT YEAR? Our goals are more growth, better earnings and cash accumulation.

HOW MANY EMPLOYEES DID YOU HIRE IN THE LAST 12 MONTHS, AND HOW MANY DO YOU PLAN TO ADD IN THE COMING YEAR? We hired 120 over the last year, and we plan to add at least this many more over the next year as a direct result of our acquisitive growth strategy.

AND FINALLY A COUPLE OF QUESTIONS FOR THE COMPANY CEO ... WHAT EXECUTIVE/CEO DO YOU MOST ADMIRE IN THE BUSINESS WORLD? Leaders are a special breed, and I admire them all.

WHAT KEEPS YOU AWAKE AT NIGHT? Bigger dreams and cash flow, in that order.