

*Check out these Alternative Board Members on the 2010 Inc. 500 | 5000 list.
Wouldn't you like to join this network of the country's top performing businesses?*

Employer Flexible - Houston, TX - Inc. 2010 RANKING: #76

Employer Flexible is an executive search, staffing and HR outsourcing firm that enables its clients to maximize productivity and profitability.

3-year growth: 3169%

2009 Revenue: \$87.8 million

Employees: 55



Magic Logix - Dallas, TX - Inc. 2010 RANKING: #194

Magic Logix works to achieve its client's goals by providing customized web-based products and services.

3-year growth: 1488%

2009 Revenue: \$2 million

Employees: 12



WnR, Inc. - The Colony, TX - Inc. 2010 RANKING: #428

WnR, Inc. is a full-service commercial roofer and roofing material distributor that is a one-stop shop for a company's specialized needs.

3-year growth: 695%

2009 Revenue: \$2.7 million

Employees: 19



DocuLynx - Omaha, NE - Inc. 2010 RANKING: #689

DocuLynx offers software that allows a company to move away from traditional paper or antiquated distribution methods. DocuLynx can help a company streamline the way it manages the archiving of high-volume documents.

3-year growth: 445%

2009 Revenue: \$3.5 million

Employees: 16



B2B CFO – Phoenix, AZ - Inc. 2010 RANKING: #1560

B2B CFO provides financial and other senior-level executive services to growing companies.

3-year growth: 185%

2009 Revenue: \$4.6 million

Employees: 149



Goodwives – Wilmington, MA - Inc. 2010 RANKING: #1743

For almost 30 years, Goodwives has blended the highest quality ingredients with award-winning creativity to produce the best homemade hors d'oeuvres in food service.

3-year growth: 158%

2009 Revenue: \$10.9 million

Employees: 195



Microconsult - Carrollton, TX - Inc. 2010 RANKING: #1858

Microconsult is an independent microbiological and analytical chemistry testing laboratory. Their policy is to ensure accurate and timely testing services, and to continuously meet and/or exceed the expectations of their customers through day-to-day interaction.

3-year growth: 147%

2009 Revenue: \$2.8 million

Employees: 23



Campus Advantage - Austin, TX - Inc. 2010 RANKING: #1886

Campus Advantage provides strategic planning, counseling and property management services with the goal of establishing a higher standard for student housing facilities. By creating environments where students thrive, they promote an atmosphere of success for all of their customers.

3-year growth: 144%

2009 Revenue: \$7.3 million

Employees: 851



Exclusive Concepts – Burlington, MA - Inc. 2010 RANKING: #1891

Exclusive Concepts is not just an “SEO company.” They’re the leader in helping retailers create and execute successful online marketing strategies. Their mission is to help their clients make more money from the Internet.

3-year growth: 144%

2009 Revenue: \$2 million

Employees: 17



The Denim Group – San Antonio, TX - Inc. 2010 RANKING: #1925

Denim Group specializes in custom software development, systems integration, and application security for customers in financial services, health care, and education.

3-year growth: 140%

2009 Revenue: \$6 million

Employees: 52



Trusant Technologies – Columbia, MD - Inc. 2010 RANKING: #2582

Trusant Technologies offers project management, facility planning, construction management support, anti-terrorism consulting, and IT consulting services to government and commercial clients.

3-year growth: 91%

2009 Revenue: \$4.8 million

Employees: 30



BakerRisk - San Antonio, TX - Inc. 2010 RANKING: #3192

BakerRisk provides solutions to companies and government agencies involved with hazardous materials to prevent or mitigate accidents, and protect personnel and other assets.

3-year growth: 62%

2009 Revenue: \$25.3 million

Employees: 120



Skyline DFW Exhibits & Graphics - Grand Prairie, TX - Inc. 2010 RANKING: #3329

Skyline DFW Exhibits & Graphics offers trade show and event exhibits, and strives to be the best in the industry with its exceptional customer service and top quality products.

3-year growth: 57%

2009 Revenue: \$4.8 million

Employees: 18



White Glove Technologies - Austin, TX - Inc. 2010 RANKING: #3426

White Glove Technologies is a trusted technology advisor and leading provider of managed services for small and mid-sized businesses. The company has helped thousands of organizations gain increased productivity and a higher ROI from technology investments.

3-year growth: 53%

2009 Revenue: \$5.6 million

Employees: 50



Alpha Source – Milwaukee, WI - Inc. 2010 RANKING: #3492

Alpha Source is the premier global source for technical product solutions in the Health Care market. They are international providers of equipment, service and supplies with expertise in specialty lamps and batteries.

3-year growth: 51%

2009 Revenue: \$12.9 million

Employees: 29



Native Land Design - Cedar Park, TX - Inc. 2010 RANKING: #4297

As a leader in Texas commercial landscape services, Native Land Design is committed to the environment, unmatched customer service and bringing the beauty of nature to its clients.

3-year growth: 24%

2009 Revenue: \$7.6 million

Employees: 105



PlasSmart – Ottawa, ON, Canada*

*PlasSmart Inc. is a TAB member in Canada. PlasSmart is a distributor of children’s toys to retailers, and the maker of the award-winning PlasmaCar. PlasSmart was ranked #8 on Profit Magazine’s 22nd Annual Profit 100 List.





Scott Smigler

Exclusive Concepts, Inc.
Burlington, MA
www.exclusiveconcepts.com



TAB Member Since: 2007
Company Founded: 1997
Industry: Advertising & Marketing

Inc. List Rank: 1891
Company Size: 30

Exclusive Concepts, Inc. provides online marketing services to mid-sized online retail stores.

“Through TAB, I learned the importance of specialization and focus.”

Exclusive Concepts founder Scott Smigler was only 15 years old when he started his own web design business. He continued to grow the business methodically through high school and college. By the time he graduated in 2004, Smigler’s company had grown to provide web marketing and development services to a wide-range of businesses.

With the increasing popularity of the Internet, Exclusive Concepts had no shortage of clients, but also no shortage of competitors. Then Smigler learned of a business approach that has launched many companies into the ranks of the Inc. 5000: focus.

“Originally we tried to be everything to everyone,” Smigler says, “but through TAB and my facilitator, I learned the importance of specialization and focus.”

Smigler put this advice to use and narrowed his company’s focus to providing online marketing services to mid-sized online retail stores. By specializing, Smigler’s company was able to build extensive expertise, including highly effective methodologies and technology that enabled them to service the SMB online retail niche.

Smigler also established partnerships with companies that would have otherwise been competitors had they not decided to specialize. After the company established a relationship with Yahoo!, which provides the leading hosted software platform for online retail stores, business ramped up very quickly. In five years, Exclusive Concepts has grown from \$375,000 in revenue to \$3 million.

A TAB member since 2007, Smigler credits his fellow members with helping him grow personally so he could grow his business. “Despite the seemingly unique challenges that business owners face on a daily basis, through TAB, you learn that you are not alone. Once you accept that by growing your leadership and management skills you will be able to conquer seemingly insurmountable challenges, you can focus on the joy of growing your business.”



Chris Collias

Goodwives Hors D'oeuvres
Wilmington, MA
www.goodwives.com



TAB Member Since: 1999
Company Founded: 1979
Industry: Food & Beverage

Inc. List Rank: 1743
Company Size: 140

Goodwives Hors D'oeuvres produces handmade party food for hotels, country clubs, and banquet halls and retail distributors.

“TAB helped me challenge the status quo and see the forest for the trees.”

In the old days, a “good wife” was a Puritan woman who demonstrated industry and integrity. What better name for a small local business that has blossomed into an Inc. 500|5000 company for three years running?

Goodwives Hors D'oeuvres (parent company Innovative Foods) started in 1979 with a few family recipes. Over the years, the company has expanded its offerings to more than 150 appetizers and entrees, many of them award-winning. From “Spinach & Goat Cheese Flatbread” to “Sweet Potato & Coconut Chicken Tenders,” the company’s recipes demonstrate Goodwives’ commitment to creative cooking.

Even so, Chris Collias knows that tasty concoctions will only get you so far. It also takes business savvy to recognize opportunities when they arise, and the courage to pursue them.

“I started as a food distributor, taking care of hotels, country clubs, and banquet halls with party food (hors d'oeuvres and desserts),” Collias says. “Nearly ten years ago we decided to vertically integrate into manufacturing.”

Goodwives relied on their years in the business and their market insight to take advantage of industry consolidation. The result was a rapid expansion of product lines, and the ability to serve both current and new customers in novel ways.

A TAB member for more than 10 years, Collias credits TAB and fellow members with helping Goodwives thrive in a very competitive, rapidly changing market. “TAB helped me work on the business versus in the business,” Collias explains, referring to TAB’s emphasis on helping business owners focus on growth instead of getting bogged down in day-to-day operations.



Michael Hopkins



Employer Flexible
Houston, TX
www.employerflexible.com

TAB Member Since: 2009
Company Founded: 2003
Industry: Human Resources

Inc. List Rank: 76
Company Size: 55

Employer Flexible is a Human Resource Outsourcing (HRO), Professional Search and Recruiting/Staffing Company.

“I think that a new member of TAB couldn’t help but see that the wealth of real life knowledge is invaluable.”

Many privately owned businesses start out small, which means the owner and employees often wear more than one hat. As the business grows, however, it becomes increasingly difficult to split time between core product/service development and managing the day-to-day operations of the business. That’s where reallocating resources comes in, and where growing businesses can take advantage of outsourcing. Most experts would agree it’s not a good idea to outsource your core competencies, but you can successfully outsource administrative duties, such as Human Resources.

Employer Flexible is a Human Resource Outsourcing (HRO) firm that provides businesses of different types and sizes a cost-effective means of outsourcing employer-related activities. From handling payroll and benefits, to staffing and recruiting, to matching clients with accounting, engineering, technical and clerical professionals, the company offers a range of services. Their specialized expertise enables the businesses they work with to focus on core business growth instead of HR administration.

Founded in 2003 as a traditional staffing firm, Employer Flexible soon recognized the great demand for Human Resources Outsourcing. Their customized HR service plans have led to three locations, and a spot at number 76 on the Inc. 500/5000 list this year. Michael Hopkins attributes the company’s success so far to its people. “We have been able to attract and retain great people,” he says.

A member of TAB since 2009, Hopkins sees TAB doing for him what he enables others to do. “TAB allows me to remain grounded and focus on working on the business rather than in the business,” he says.

Hopkins also appreciates the experience of fellow TAB Board members. “Coming from a bootstrap background, my biggest challenge is mentally keeping up with the evolution from being a small company to a midsize firm,” he explains. “TAB has allowed me to look into companies much larger than our current company size. The members on the Board have lived through a lot of my current challenges, allowing me to hopefully avoid or learn from their mistake rather than making the same mistakes myself.”



Hassan Bawab

Magic Logix
Dallas, TX
www.magiclogix.com



TAB Member Since: 2010
Company Founded: 1999
Industry: Advertising & Marketing

Inc. List Rank: 194
Company Size: 12

Magic Logix offers digital marketing solutions including website design and development, graphic design and online marketing services.

“I feel this success was achieved from hard work, dedication and passion for the industry from both myself and my team.”

The most successful businesses often start as a passion. It was a passion for website development that encouraged Hassan Bawab to found Magic Logix in 1999. Even as a new business owner, Bawab knew that success depended on his ability to give customers what they wanted, so he sharpened his skills and learned multiple programs and web languages.

As the business grew, Bawab was able to hire other web designers and developers, as well as graphic designers and online marketing specialists, to provide a full suite of services for clients. Now, at number 194 on the Inc. 500|5000 list of “Fastest Growing Companies,” Magic Logix is an inspiration for other business owners who may wonder if they can actually make money doing what they love.

As CEO of Magic Logix, Bawab spends less time on programming these days and more on leading the company – much of which comes down to relationship building. “I value every employee and customer,” Bawab says. “I feel that through networking and building relationships with great people, Magic Logix is where it is today.”

In addition to its Dallas headquarters, the company recently opened a new office in Chicago. Its client list includes such notables as Marriott, FedEx and Whole Foods, as well as many smaller businesses around the world.

Bawab recently joined TAB to share experiences and learn from other business owners. “I live and breathe what I do,” Bawab says, “and I encourage my team to be passionate in everything they do. I truly feel that the success of the company was achieved from hard work, dedication and passion for the industry from both myself and my team.”



Kimberly May

WnR, Inc.
The Colony, TX
www.wnrinc.net



TAB Member Since: 2008
Company Founded: 2005
Industry: Construction

Inc. List Rank: 428
Company Size: 19

WNR, Inc. is a special trades contractor that offers the full spectrum of commercial roofing services and products.

“TAB has helped me grow my business 695% in just three years.”

Kimberly May was a single mom with three sons in college and \$100 in the bank when she started WNR, Inc. in 2005. That first year she concentrated on getting clients for her new roofing business, taking advantage of her experience with her family’s roofing business, and subcontracting out the project work.

What drove May to pursue her own commercial roofing business? “I grew up in the construction industry and saw the increasing need for women-owned construction businesses,” she explains. “Not only were there a limited number of women-owned construction companies, but the requirements for utilizing their services were increasing.”

After only a year in business, May was able to start hiring employees and taking on bigger projects. In 2007, WnR became a member of the Women’s Business Enterprise (WBE), which provided access to contracts from large corporations. In five years, May’s company has grown to \$2.7M, with two partners (her sons) and 19 employees. Clients include government, military and educational facilities as well as notables such as Burger King and Wal-Mart.

In addition to leveraging incentives to grow her business, May ensures that her company delivers high quality work. She also looks for opportunities to improve customer service, such as the system she devised for her estimators, which reduced bid turnaround time from 2 days to 30 minutes.

At number 428 on Inc’s 500|5000 list, May credits her success to deep industry knowledge, a diverse management team with complimentary skill sets, and being in the right place at the right time.

She also credits her membership in TAB, and the support of her TAB facilitator, with helping her grow her business 695% in the past three years. “My TAB coach challenged me to do projects differently,” May recalls. “She encouraged me to think outside the box and to accept the challenge to take on a long distance project. This project has turned into a 10 year exclusive master contract worth approximately \$10-15M, and is opening doors to brand name customers.”

Given that the management team at WNR is relatively young, May also appreciates the advice and support she gets from more experienced TAB Board members. “I am able to tap into the wisdom and experience of other members who have handled similar issues,” she says. “Plus, we usually have a guest that brings new and valuable information to the table.”



Bill Bryan

Microconsult, Inc.
Carrollton, TX
www.microconsultinc.com



TAB Member Since: 2008
Company Founded: 1986
Industry: Consumer Products & Services

Inc. List Rank: 1858
Company Size: 29

Microconsult, Inc. is an independent microbiological and analytical chemistry testing laboratory.

“Ideas from the TAB group spawn additional ideas for the business owner.”

Bill Bryan founded his company on three principles: quality, service and price. All three are critical to the success of Microconsult, Inc., a testing laboratory for cosmetic, medical and nutritional product manufacturers throughout the United States. Bryan founded the company with a partner in 1986 on a shoestring. The venture started out as a part-time gig, but Bryan’s commitment to accuracy, customer service and competitive pricing enabled him to grow it into a full-time investment. And then things really took off.

In three and a half years, Microconsult grew from five employees to 28. The company expanded its offerings from microbiology and shelf life testing to include analytical chemistry and nutritional testing, with pesticide testing on the way. The company’s initial 3,000 square feet facility has swelled to over 13,000 square feet to handle the increased requirements and business.

With more than 32 years experience in the pharmaceutical and cosmetic industries, Bryan knows the technical and regulatory side of the business well. But he’s also dedicated to understanding the business aspects of his customers’ needs. For example, the company prides itself in rapid turnaround times so that customer shipping dates aren’t delayed. Bryan also believes in offering a “personal touch” and ensures that customer questions are addressed completely and quickly.

Bryan recognizes the value of monthly TAB meetings with other business owners who share similar staffing and resource limitations, as well as the one-on-one coaching time with his TAB Facilitator. “A business owner attending a TAB board meeting would see others thinking outside the box with creative ideas that one does not always consider on a day to day basis,” he says. “Ideas from the TAB group spawn additional ideas for the business owner.”



Jeff Meisner

Skyline DFW Exhibits & Graphics
Grand Prairie, TX
www.dfwexhibits.com

TAB Member Since: 2006
Company Founded: 2001
Industry: Business Products & Services



Inc List Rank: 3329
Company Size: 20

Skyline DFW Exhibits & Graphics provides trade show and event services including exhibits and graphics, creative services and exhibit and event services.

“As the CEO, no one within your organization will hold you accountable for implementing solutions, but your TAB member board and facilitator will.”

Since opening for business in 2001, Skyline DFW Exhibits & Graphics has defied the odds with double-digit top-line revenue growth every year since. This despite a 20% decline in the net square footage of exhibit space at trade shows since 2006. Yet, even in the midst of a recession, and cutbacks in corporate trade show and convention budgets, Skyline DFW has continued to grow. In fact, between 2006 and 2009 the company has grown 57% and in 2008, the company expanded its operations from 12,000 to 37,000 square feet.

But it's not square footage that landed Skyline DFW on the Inc. Magazine 5000 "Nation's Fastest Growing Businesses" list for 2010. CEO Jeff Meisner knows that having the right people is key. "Our formula for success has been based on great employee team members, and having solid documented processes and procedures," he says. "The trade show business is not an easy environment to work in due to its constant deadlines and fast-paced nature. Knowing that working in this business is not the right fit for everyone, we have developed a lengthy hiring process that includes personality surveys and group colleague interviews."

Meisner also credits the company's management team for having the strategic foresight to go beyond sales of display exhibits and graphics, to complete turn-key tradeshow and event solutions, including trade show logistics, exhibit rentals, project management, installation and dismantle, exhibit storage and exhibitor training. The company's full-service offerings and focus on quality has led to client/partner relationships with the likes of American Airlines, GameStop, Hitachi and RadioShack.

A TAB board member since 2006, Meisner has realized that most business issues are common among business owners, regardless of what industry the company is in and whether or not it is selling a product or a service. Because of this, he says, his fellow TAB members have provided him with meaningful and creative solutions to his business problems. "Also," he adds, "as the CEO, no one within your organization will hold you accountable for implementing the solutions, but your TAB member board and facilitator will."



Ben Collinsworth



Native Land Design
Cedar Park, TX
www.nativelanddesign.com

TAB Member Since: 2008
Company Founded: 2001
Industry: Construction

Inc. List Rank: 4297
Company Size: 130

Native Land Design provides commercial landscape management and maintenance for HOAs, office complexes and retail centers.

“Networking with other business owners from outside of the Green Industry has really helped us raise the bar.”

Sometimes the best laid plans don't come to fruition, and that's especially true when starting a new business. When Landscape Designer Ben Collinsworth started Native Land Design in 2001, he began with what he knew, offering landscape design services in residential construction.

Along the way, the company picked up some estate maintenance work, and then landed a maintenance contract for a large home owner's association. Collinsworth soon realized that taking care of landscaping for commercial zones – HOAs, office complexes and retail centers – was a more attractive and safer business model. In 2005, Collinsworth decided to pursue commercial clients full-time, and his business took off.

Today, Native Land Design is a \$10 million company and boasts four locations in Texas, as well as a spot on the Inc. 5000/500 list of fastest growing private companies for both 2009 and 2010. Much of the company's growth occurred fortuitously, with Collinsworth turning large contracts into opportunities to expand to new cities.

The company now relies primarily on word of mouth referrals, as well as event marketing. Such a strategy is difficult to get away with unless the business excels at networking and relationship building, an approach that has worked well for Collinsworth. Native Land Designs prides itself on attracting and keeping talented people, and the company provides many training and advancement opportunities. The company also invests in unique marketing to existing customers, such as hosting barbecues for clients.

Collinsworth joined TAB in 2008, where he has formed valuable relationships with business owners from outside his industry. “Networking with other business owners from outside of the Green Industry has really helped us raise the bar,” Collinsworth explained in an article for “Green Industry Pro” magazine. “At first I was like, ‘I don't really have any big issues to deal with.’ But once you get in a group like this and start talking, you realize that, ‘Man, I've got a ton of issues.’ And it does absolutely no good to run from them.”



Terry Wieczorek

DocuLynx, Inc.
Omaha, NE
www.doculynx.com

TAB Member Since: 2007
Company Founded: 2004
Industry: Software

DocuLynx, Inc. is an Independent Software Vendor focused on helping companies manage and add value to high volume transactional output (HVTO) print streams.



Inc. List Rank: 689
Company Size: 155

“TAB continues to evolve into more than just a monthly meeting; TAB is becoming a part of my business.”

Starting your own business can be daunting, especially if you don't have experience as a business owner – even more so if your business partner is located 1,500 miles away. That's the challenge Terry Wieczorek and Mike Johnson faced when they started DocuLynx, Inc. in 2004.

“I am located in Nebraska and my business partner is in California,” explains Wieczorek. “The distance between us was challenging. In addition to minimal communication, neither Mike nor I had previous experience owning or operating our own company.”

DocuLynx's mission was to help its customers securely manage, store and retrieve sensitive data, specifically high volume computer output print streams. Over the ensuing years, demand for such services increased, as did the variety of solutions available.

Today, DocuLynx offers a full spectrum of document archiving, retrieval and web presentment technologies; business process solutions including microfilm, web and CD archival services; and document management software products. The company securely houses more than 44 billion client pages online for document-sensitive industries including banking, finance, insurance, healthcare, telecom, service providers and utilities.

“Our dedication to developing a host of solutions that meet today's market demand, and the support needed to implement them, allows us to continue to achieve such exciting revenue growth,” Wieczorek says.

As for growing into his role as a business owner-operator, and now President and CEO, Wieczorek cites his membership in TAB. “My TAB members gave me an outlet where I could receive solid advice while not compromising the culture of the company,” he says. “I also used tools and additional services offered by my TAB facilitator, which allowed me to hire the right employees, and keep my team focused through both short-term and long-range planning sessions.”

With his company at number 689 on the Inc. 500/5000 “Fastest Growing Companies” list, Wieczorek sees TAB as a resource he will continue to rely on. “TAB continues to evolve into more than just a monthly meeting; TAB is becoming a part of my business.”



Norine Carlson-Weber

Alpha Source, Inc.
Milwaukee, WI
www.alphasource.com



TAB Member Since: 2004
Company Founded: 1986
Industry: Health

Inc. List Rank: 3,492
Company Size: 50

Alpha Source, Inc. is a global distributor and manufacturer specializing in illumination and batteries for medical and technical applications.

“TAB has played a key role in our recent success by providing a good sounding board for me and assisting with accountability.”

How does a company make it onto the Inc. 500|5000 list of fastest-growing private companies? If you ask Norine Carlson-Weber, founder of Alpha Source, Inc., she'll tell you it's a combination of smart, strategic moves over the past 24 years.

“The keys that enabled us to achieve the Inc. 500|5000 rank were adding manufacturing capabilities, ISO certification, international expansion and well-trained personnel within the company,” she recounts.

Carlson-Weber established Alpha Source, Inc. in 1986 as a distributor of specialty lamps to the micrographic market. In 1990, with the development of a strategic plan, the company set its sights on the medical market. The strategy paid off and, with the addition of ISO-quality manufacturing, has resulted in Alpha Source becoming the premier global source for technical product solutions in the health care market.

As any business owner knows, strategy is only smart in hindsight – the best direction to take is rarely obvious. When you're in the throes of making a decision that could make or break the future of your company, it's nice to have a little help from other business owners.

Carlson-Weber, a member of TAB since 2004, says TAB has “played a key role” by providing a good sounding board for her, and assisting with accountability.

She also feels that business owners in TAB can learn from other members about the benefits of systematizing their business processes to achieve performance and financial gains – an approach Carlson-Weber has used in her own company with tremendous success.



Timothy Kimber

PlaSmart, Inc.
Ottawa, ON, Canada
www.plasmarttoys.com



#8 on Profit Magazine's 22nd Annual Profit 100 List

TAB Member Since: 2008
Company Size: 16

Company Founded: 2003
Industry: Toys, Distributor

PlaSmart Inc. is a distributor of children's toys to retailers, and the maker of the award-winning PlasmaCar.

“Business owners who attend TAB Board meetings learn that the experience of other members is at their disposal.”

It's not uncommon for an entrepreneur to establish a new business on the basis of a great product or service idea. The ones who succeed, however, are the ones who have a clear vision, determination and energy.

In 2002, entrepreneur Timothy Kimber came across a uniquely designed toy on a trip to China. He immediately realized the toy's potential to be a hit with kids around the world, and in 2003, he founded PlaSmart Inc. and introduced the “PlasmaCar” at the Canadian Toy Fair in Toronto. Then Kimber spent the next two years perfecting the toy's design and learning about the industry in order to strengthen his business and marketing plan.

When the PlasmaCar was introduced to American retailers at the New York Toy Fair in 2005, it was an instant hit – no doubt thanks to Kimber's careful planning and determination.

The PlasmaCar has won a host of awards, from both the toy industry and parenting associations. The company has added other “smart, simple, fun and unique” toys to its line-up, and has expanded internationally with distribution in more than 20 countries on five continents.

In addition to their smart, simple toys they have an internal belief of under promising and over delivering to retail partners with regards to new products. They focus on delivering products that offer a unique value for retailers and customers.

A member of TAB since 2008, Kimber appreciates the fact that he can draw on the business acumen and experiences of other TAB members. This expertise, as well as TAB's valuable strategic planning tools, helped Kimber create a strategic business plan to keep his innovative company growing.

*PlaSmart was number 8 on Profit Magazine's 2010 ranking of Canada's Fastest-Growing Companies. (June, 2010)