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WHAT THE U.S. ELECTION MEANS FOR INVESTORS

TOP MUST-HAVE ENTREPRENEURIAL TRAITS

SMART TALK: CAROLYN CRESWELL

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Rank 2012	Rank 2011	Trading name	Chief executive/s	State	Started	Industry sector	Staff	Revenue 2011-12 \$m	Growth %*
1	N/R	Time Telecom	Sachin Rathi	Vic	2008	Retail trade	86	51.13	374.21
2	N/R	SCO Recruitment	Larissa Robertson	NSW	2009	Administrative and support services	18	14.42	266.36
3	N/R	Laser Clinics Australia	Alistair Champion	NSW	2008	Retail trade	150	20.10	246.68
4	N/R	ZEN Energy Systems	Richard Turner	SA	2004	Retail trade	65	77.30	228.76
5	2	Jetts Fitness	Adrian McFedries	Qld	2007	Retail trade	29	66.17	212.59
6	N/R	Tridant	Alec Jeffery, Nimrod Kuti	Vic	2007	Administrative and support services	46	9.98	185.65
7	10	LSA Recruitment Group	Andrew Northcott	Qld	2004	Administrative and support services	55	34.50	172.82
8	N/R	BioPak	Gary Smith, Richard Fine	NSW	2008	Wholesale trade	10	11.19	171.99
9	N/R	Nutrition Warehouse	Grant Mayo	Qld	2008	Retail trade	26	10.42	152.19
10	N/R	Attribute Group	Andrew Tomlinson, Andrew Earl	NSW	2008	Administrative and support services	15	10.83	151.46
11	N/R	Move Yourself Trailer Hire	Bill Cowie	SA	1987	Retail trade	68	9.26	137.31
12	N/R	Fire and Safety Australia	Steve McLeod	Vic	2007	Education and training	39	7.70	129.91
13	N/R	SurfStitch	Justin Cameron, Lex Pedersen	Qld	2008	Retail trade	185	31.30	128.07
14	27	Kogan	Ruslan Kogan	Vic	2006	Retail trade	51	75.20	123.53
15	N/R	Vocus Communications*	James Spenceley	NSW	2008	Information media and telecommunications	101	45.20	121.65
16	N/R	Positive Training Solutions	James Grima	Vic	2004	Education and training	23	5.20	120.85
17	14	Western Institute of Technology	Intaj Khan	Vic	2007	Education and training	53	10.40	119.62
18	N/R	Compass Health	Tony Metcalf, Christy Whitby	WA	2008	Health care and social assistance	85	13.50	115.33
19	N/R	Articulate	Mark Arnold	NSW	2003	Information media and telecommunications	30	4.02	114.80
20	N/R	Real Institute#	Ross Robinson, Adam Cryer	NSW	2007	Education and training	30	10.54	113.38
21	N/R	The Holiday Centre	Randall Deer	Qld	2009	Retail trade	50	54.10	112.11
22	N/R	Skinsstitut	Babak Moini, Fiona Tuck	NSW	2009	Manufacturing	11	4.31	107.26
23	13	Job Capital	Jo Burston	NSW	2006	Administrative and support services	122	35.61	103.55
24	N/R	Mars Recruitment	Lorna Alstin, Marcus Wood, Joe Fontana	WA	2008	Administrative and support services	22	12.91	100.76
25	N/R	Aspect Personnel	Matthew Sampson	Vic	2007	Administrative and support services	12	6.20	96.74
26	5	Proweld Constructions	Michael Robinson	WA	2007	Construction	41	17.24	94.20
27	N/R	SustainAbility Consulting	Peter Zonneville, Martin O'Donnell	NSW	2008	Administrative and support services	11	7.73	93.95
28	N/R	astutepayroll.com	Nicholas Beames	Vic	2006	Administrative and support services	21	7.52	93.61
29	N/R	TopBuy.com.au	Peter Xie	NSW	2007	Retail trade	18	21.27	92.97
30	N/R	Smith & Sons Renovations and Extensions	Corey Passey	Qld	2008	Construction	2	29.49	92.32
31	N/R	Sitback	Paul Armstrong	NSW	2006	Information media and telecommunications	30	3.00	89.49
32	N/R	Coolon LED Lighting	Alex Zatsepin	Vic	2001	Manufacturing	22	6.93	87.06
33	20	Marble Group	Gary Denton	NSW	2006	Administrative and support services	50	41.53	86.21
34	N/R	CADS Survey	Troy Harper	WA	2007	Construction	25	7.93	84.97
35	N/R	netwealth group	Michael Heine	Vic	1999	Financial and insurance services	143	29.00	84.83
36	23	Quay Consulting	Michael Bolton	NSW	2006	Administrative and support services	40	8.56	82.48
37	N/R	You Pack Removals	Stuart Berens	Vic	2007	Retail trade	5	4.69	81.78
38	N/R	180 Group	Tim Odillo Maher	NSW	2005	Financial and insurance services	12	5.65	81.02
39	N/R	Rafferty's Garden	Michael Tinkler	NSW	2007	Wholesale trade	10	37.47	79.82
40	N/R	Pink Frosting	Kathryn Porritt	ACT	2006	Retail trade	18	3.49	79.02
41	N/R	All Concrete	Shannon Darcy	NSW	2006	Construction	20	4.67	77.86
42	N/R	Appen Butler Hill	William Pulver	NSW	1996	Information media and telecommunications	110	33.40	77.47
43	N/R	Exchange Track Services	Kelly Maskill	Qld	2005	Professional, scientific and technical services	32	11.74	77.25
44	N/R	Switched On Media	Andy Jamieson	NSW	2007	Information media and telecommunications	25	6.75	75.92
45	N/R	Redbubble	Martin Hosking	Vic	2006	Retail trade	46	12.45	75.28
46	N/R	Plus Fitness	John Fuller	NSW	2007	Retail trade	14	7.28	74.82
47	N/R	iVolve	Kim Parascos	Qld	1995	Information media and telecommunications	18	4.80	70.39
48	N/R	Balance Internet	James Horne	Vic	2007	Information media and telecommunications	28	3.90	68.75
49	59	Momentum Media	Phillip Tarrant, Alex Whitlock	NSW	2005	Information media and telecommunications	25	3.71	68.26
50	N/R	HorizonOne Recruitment	Simon Cox	ACT	2008	Administrative and support services	10	5.26	67.81
51	7	Tyro Payments	Jost Stollmann	NSW	2003	Financial and insurance services	68	27.64	67.77

**BRINGING YOU THE FULL SPECTRUM...**

BDO congratulates all 100 fast growing companies for 2012



Rank 2012	Rank 2011	Trading name	Chief executive/s	State	Started	Industry sector	Staff	Revenue 2011-12 \$m	Growth %*
52	N/R	Open Platform Systems	Kobi Ben-Shabat	Vic	2007	Information media and telecommunications	12	7.90	67.50
53	N/R	Intellitrain	Paul Eldridge	Qld	2006	Education and training	14	3.46	65.96
54	N/R	QuantumLinx	Ash Aryal	NSW	2008	Information media and telecommunications	43	2.27	65.44
55	19	Executive Security Solutions	Michael Cohen, Sean Harris, Danny Harris	Vic	2006	Administrative and support services	85	4.41	64.17
56	N/R	Matilda Equipment	Dan Jauncey	Qld	2003	Retail trade	7	68.57	63.85
57	N/R	Agfarm	Bob McKay	NSW	1992	Professional, scientific and technical services	36	10.83	63.82
58	N/R	Mercurial	Adam Hawkins	NSW	2006	Professional, scientific and technical services	10	2.85	63.54
59	63	Custom Built Constructions	Shane Jones	Vic	1994	Construction	6	5.01	62.87
60	51	ipar	David Sagar	Vic	2003	Health care and social assistance	110	13.85	61.84
61	41	MyBudget	Tammy May	SA	2000	Financial and insurance services	141	16.00	60.71
62	N/R	Reborn	David Easton, Sabir Samtani	NSW	2008	Professional, scientific and technical services	37	3.73	60.19
63	N/R	SiteMinder	Michael Ford	NSW	2006	Information media and telecommunications	58	7.14	57.78
64	N/R	4Cabling	Nicole Kersh	NSW	2006	Retail trade	13	6.45	57.60
65	65	Delta Agribusiness	Gerard Hines	NSW	2006	Retail trade	130	180.30	57.42
66	30	Partner Wholesale Networks	Graeme Kelly	Vic	2007	Wholesale trade	8	5.82	56.22
67	N/R	Pacific Gate Logistics	Keenan Vidler	NSW	2006	Transport, postal and warehousing	7	5.38	52.59
68	N/R	Milan Direct	Dean Ramler	Vic	2007	Retail trade	16	12.61	52.34
69	N/R	Corality Financial Group	Rickard Warnelid	NSW	2005	Financial and insurance services	32	7.06	51.48
70	N/R	E3 Style	Vanessa Garrard	Qld	2006	Wholesale trade	25	23.38	50.88
71	54	RFi	Charles Green	NSW	2007	Professional, scientific and technical services	28	4.26	50.78
72	N/R	Serraview	Ian Morley	Vic	2006	Information media and telecommunications	21	2.56	50.72
73	74	Nimble##	Greg Ellis, Sean Teahan	Qld	2005	Financial and insurance services	68	12.60	50.47
74	N/R	Butterfly Internet	John Anderton	Vic	2006	Information media and telecommunications	19	1.76	49.84
75	61	Pioneer Drilling	Richard Goldsworthy	Qld	1982	Professional, scientific and technical services	28	7.02	49.66
76	96	Appoint Human Resources	Jacquié Moreau	SA	2001	Administrative and support services	8	3.50	47.88
77	N/R	Jobfit Health Group	Steven Harvey	SA	1998	Health care and social assistance	185	28.00	47.13
78	N/R	Reseau Information Technology Architects	Alfa Aminudin	WA	2005	Information media and telecommunications	13	1.84	46.22
79	N/R	Ekka Group	Darryn Doble	WA	2002	Professional, scientific and technical services	14	4.97	46.15
80	N/R	Pedestrian.tv	Chris Wirasinha, Oscar Martin	NSW	2005	Information media and telecommunications	13	1.76	45.07
81	N/R	e3Learning	Tony Fairbairn	SA	2001	Education and training	40	5.25	44.96
82	N/R	Occupational Health Services Australia	Simon Phillips	Qld	2002	Education and training	19	3.83	44.76
83	N/R	Paradigm TSM	Lance Compton	WA	2002	Administrative and support services	33	6.53	44.51
84	N/R	Growthbuilt	Colin Rahim, Peter Sukkar	NSW	2005	Construction	30	13.69	44.48
85	93	Bendelta	Anthony Mitchell, Natalie Archer	NSW	2003	Professional, scientific and technical services	20	6.26	44.33
86	N/R	Era Health	Mariano Frias	Vic	2002	Health care and social assistance	17	3.49	44.13
87	24	Wyn Recruitment	Glen Cass	NSW	2007	Administrative and support services	184	32.58	43.88
88	N/R	Keen to Clean Group	Brijesh M Purohit	Vic	2008	Retail trade	10	1.75	43.39
89	50	UberGlobal	Michael McGoogan	ACT	2001	Information media and telecommunications	71	13.29	43.21
90	N/R	Scho	Shane Hannah	WA	2007	Construction	12	8.87	42.38
91	70	ispONE	Zac Swindells	Vic	2002	Wholesale trade	16	55.77	42.35
92	N/R	Aged Foot Care Australia	Damien James	Vic	2000	Health care and social assistance	27	3.33	41.41
93	77	E-Web Marketing	Gary Ng	NSW	1999	Information media and telecommunications	37	7.78	41.18
94	N/R	MitchellLake	Mike Page	NSW	2001	Administrative and support services	15	3.61	41.03
95	94	Freedom Dental	John Hagillassis, Joanne Hagillassis	Vic	2003	Health care and social assistance	32	6.33	40.82
96	72	Booktopia	Tony Nash	NSW	2004	Retail trade	55	20.84	40.81
97	71	C3 Business Solutions	Conrad Bates, Cameron Wall	Vic	2007	Information media and telecommunications	81	16.12	40.31
98	N/R	Darling Irrigation	Sam Maroulis	NSW	2007	Agriculture, forestry and fishing	30	23.73	39.55
99	N/R	P2 Group	Paul Marsh, James Kydas	Vic	2003	Administrative and support services	10	1.37	39.40
100	68	Seven Consulting	Declan Boylan	NSW	2002	Information media and telecommunications	40	13.74	39.22
		Total					4192	1688.03	

\* Average annual revenue growth in the three years to June 30, 2012 \*\* ASX-listed  
 ## Formerly Cash Doctors  
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