

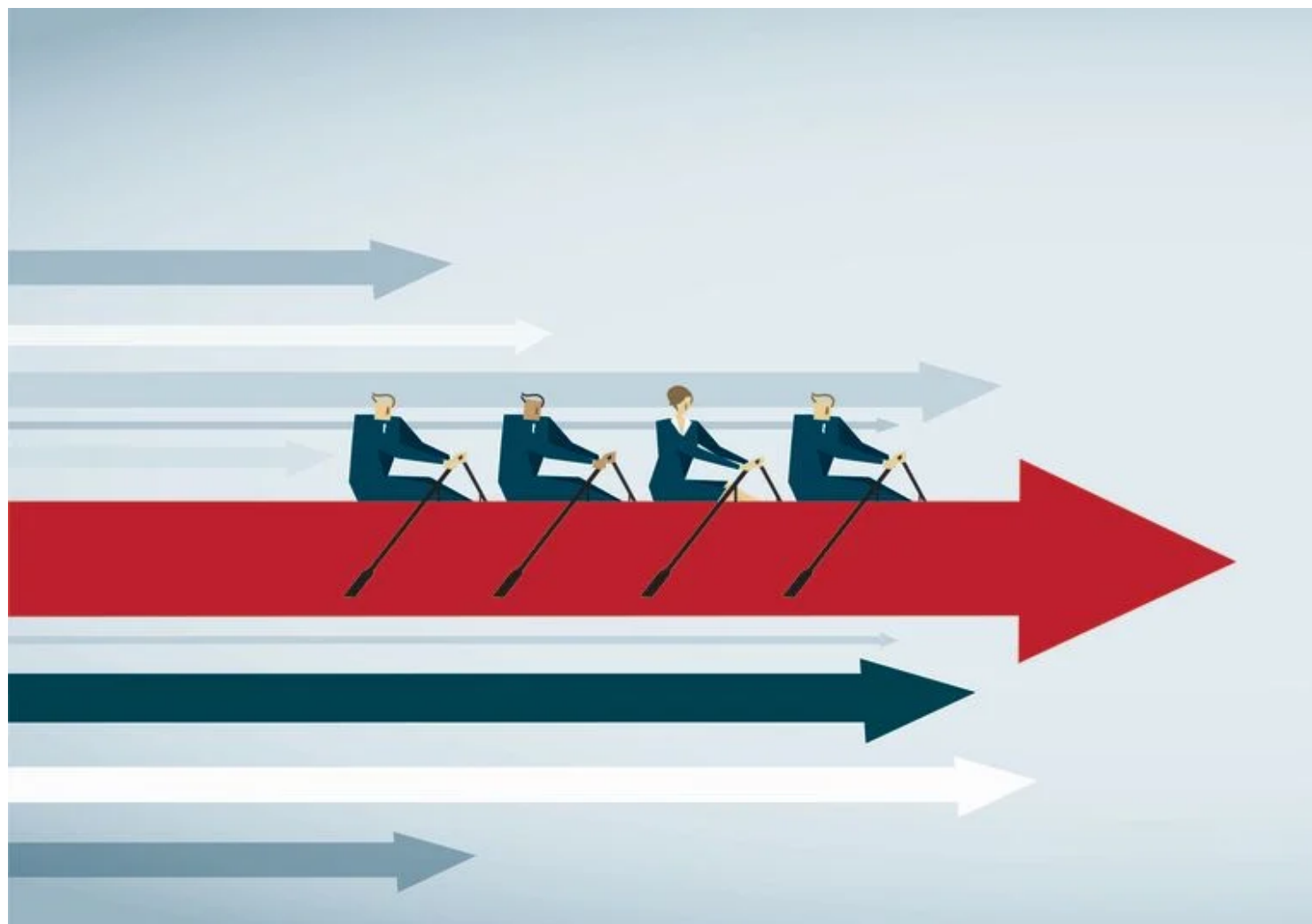
CRAIN'S DETROIT BUSINESS

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Fast 50 2020: Southeast Michigan's fastest-growing companies

Rachelle Damico and Sonya Hill



Growth isn't the bottom line in business, but it's one of the routes to get to that bottom line. Companies chase growth for a variety of reasons — to gain economies of scale, acquire competitors are among them.

Crain's Fast 50 is our version of a fastest-growing companies list, but it's a little more complex than a simple ranking of revenue growth.

We take all the companies in our database that saw sales grow over the past three years. Then we rank them on two measures: the percentage their revenue grew over that time

frame, and the total dollar increase in annual revenue over the same span. Then we add the rankings together. A smaller number ranks higher.

We rank companies this way because, simply put, size matters, but we still want to make room on the list for smaller companies. A company that saw its sales multiply by several times can still make the list, even if it's tiny. To rank near the top of the list, a company needs to do well on both measures.

These rankings capture a snapshot in time, a period of a strong economy and a rebounding Detroit. Next year's list, in the wake of a virus that has had far-reaching effects on most businesses, is likely to change significantly, but for now, here is Crain's Fast 50 for 2020.



In 2019, United Wholesale Mortgage achieved \$107.7 billion in mortgage loan volume, a 368 percent increase from 2016's production of \$23 billion.

1. United Shore Financial Services LLC

Pontiac

Mortgage lender

2019 revenue: \$3.2 billion | **2016 revenue:** \$857 million

% revenue increase: 273.4%, rank No. 2

Change in dollar revenue: \$2.34 billion, rank No. 5

Top executive: Mat Ishbia

Reasons for growth: In 2019, United Wholesale Mortgage achieved \$107.7 billion in mortgage loan volume (a 368 percent increase from 2016's production of \$23 billion) and captured 32.3 percent market share within the wholesale mortgage business, making it the nation's largest mortgage wholesaler. The company grew from 1,900 employees in 2016 to 4,900 in 2019.

2. Atlas Oil Co.

Taylor

Petroleum distribution

2019 revenue: \$1.31 billion | **2016 revenue:** \$506.7 million

% revenue increase: 159.5%, rank No. 7

Change in dollar revenue: \$808 million, rank No. 14

Top executive: Sam Simon

Reasons for growth: Investment in technology, expansion into new markets and development of strategic business ventures. The company launched divisions in chemical transportation, lubricants and marine fueling, expanding its service offerings with new terminals in Colorado, North Dakota, Oklahoma, Texas and Indiana. Atlas also developed the StormProof app, a cloud-based mobile application that enhances Atlas' nationwide emergency fueling operations, and built an e-commerce solution, which allows Atlas customers to place orders and make payments online and see key account information.

3. McNaughton-McKay Electric Co.

Madison Heights

Electrical distribution

2019 revenue: \$1.52 billion | **2016 revenue:** \$724 million

% revenue increase: 109.3%, rank No. 8

Change in dollar revenue: \$791 million, rank No. 15

Top executives: Donald Slominski Jr. and John Kuczanski

Reasons for growth: The company has experienced modest levels of organic growth, supplemented by strategic acquisitions to expand its footprint in the Midwest, Southeast and South Central United States. This provided the company with greater diversification in its customer base, said Don Slominski, CEO.



Former Detroit Piston Vinnie Johnson

4. Piston Group

Southfield

Automotive supplier

2019 revenue: \$2.88 billion | **2016 revenue:** \$1.62 billion

% increase in revenue: 77.5 percent, rank No. 15

Change in dollar revenue: \$1.26 billion, rank No. 9

Top executive: Vinnie Johnson

Reasons for growth: Organic growth from new customers and from expanding business with current customers. Inorganic growth via acquisitions. Businesses include Piston Automotive, Irvin Automotive, Detroit Thermal Systems and Airea.

5. Superior Industries International Inc.

Southfield

Auto parts and equipment

2019 revenue: \$1.37 billion | **2016 revenue:** \$732.7 million

% increase in revenue: 87.3%, rank No. 11

Change in dollar revenue: \$639.8 million, rank No. 16

Top executive: Majdi Abulaban

Reasons for growth: Superior has benefited from diversifying its customer base and market

presence. The 2017 acquisition of Germany-based Uniwheels AG, a large supplier of aluminum wheels to the European OEM automotive market, grew its European presence.

6. The Christman Co.

Detroit

Construction contractor, real estate development

2019 revenue: \$321.8 million | **2016 revenue:** \$100 million

% increase in revenue: 221.6%, rank No. 3

Change in dollar revenue: \$221.7 million, rank No. 35

Top executive: Ronald Staley

Reasons for growth: New construction projects have contributed to growth. Projects fueling growth include Beaumont Health and Universal Health Services Inc.'s mental health hospital in Dearborn, The Michigan Statewide Carpenters and Millwrights Joint Apprenticeship and Training Fund in Detroit and Southeast Michigan Veterans Home in Macomb County.

7. Flagstar Bancorp Inc.

Troy

Financial institution

2019 revenue: \$1.4 billion | **2016 revenue:** \$904 million

% increase in revenue: 55.3% rank No. 24

Change in dollar revenue: \$500 million, rank No. 20

Top executive: Alessandro DiNello

Reasons for growth: Business diversification, leveraging its multi-channel mortgage business and strengthening its footprint and national lending lines have all contributed to growth.

8. Credit Acceptance Corp.

Southfield

Automotive lending

2019 revenue: \$1.49 billion | **2016 revenue:** \$969.2 million

% increase in revenue: 53.6%, rank No .29

Change in dollar revenue: \$519.8 million, rank No 19

Top executive: Brett Roberts

Reasons for growth: Continued growth in consumer loan originations.

9. Domino's Pizza Inc.

Ann Arbor

Restaurant franchisor

2019 revenue: \$3.62 billion | **2016 revenue:** \$2.47 billion

% increase in revenue: 46.4%, rank No. 36

Change in dollar revenue: \$1.15 billion, rank No. 12

Top executive: Richard Allison

Reasons for growth: Strong same store sales growth in the U.S. and internationally are key drivers of growth. International business helped the company to surpass 17,000 stores worldwide and over \$14 billion in global retail sales in 2019. Globally, Domino's opened an average of more than three stores per day during 2019, including stores in three new countries.



Ryan Greenawalt

10. Alta Equipment Group Inc. (tie)

Livonia

Heavy construction equipment, material handling equipment, industrial equipment, cranes

2019 revenue: \$557.4 million | **2016 revenue:** \$330 million

% increase in revenue: 68.9 percent, rank No. 17

Change in dollar revenue: \$227.4 million, rank No. 33

Top executive: Ryan Greenawalt

Reasons for growth: In 2019, Alta completed the acquisition of Wilmington, Mass.- based Northland Industrial Truck Company, a provider of materials handling solutions. The deal expanded the dealership group into the New England region. The company also realized significant organic growth in the industrial and construction equipment business in Michigan and Illinois, said Ryan Greenawalt, president and CEO.

10. Clark Hill PLC (tie)

Detroit

Law firm

2019 revenue: 298,196,420.00 | **2016 revenue:** 151,535,988.00

% change in revenue: 96.8%, rank No. 10

Change in dollar revenue: \$146.7 million, rank No. 40

Top executive: John Hern

Reasons for growth: In 2018, Clark Hill absorbed Dallas-based Strasburger & Price LLP in a deal that expanded the law firm to 650 attorneys and cemented its status as the largest law firm based in Michigan. The deal allowed Clark Hill to tap into booming energy and oil sectors.

12. Ally Financial Inc. (tie)

Detroit

Financial services

2019 revenue: \$11.6 billion | **2016 revenue:** \$8.31 billion

% change in revenue: 39.9 percent, rank No. 50

Change in dollar revenue: \$3.31 billion, rank No. 2

Top executive: Jeffrey Brown

Reasons for growth: Ally Financial has grown through a series of strategic acquisitions and an expanding product portfolio, increasing its customer base. Its banking arm, Ally Bank, has grown to become the largest fully digital bank in the U.S.

12. Lipari Foods LLC (tie)

Warren

Wholesale food distribution

2019 revenue: \$1.09 billion | **2016 revenue:** \$702 million

% increase in revenue: 54.6%, rank No. 26

Change in dollar revenue: \$383 million, rank No. 26

Top executive: Thom Lipari

Reasons for growth: Acquiring strategically aligned competitors across several different product categories with an aggressive mergers and acquisitions strategy, said Thom Lipari, CEO. In addition, the company has expanded geographically into southeastern and northeastern states.

14. Agree Realty Corp.

Bloomfield Hills

Real estate investment trust

2019 revenue: \$187.5 million | **2016 revenue:** \$91.5 million

% increase in revenue: 104.8%, rank No. 9

Change in dollar revenue: \$96 million, rank No. 45

Top executive: Joel Agree

Reasons for growth: In the past three years, the company has invested over \$1.7 billion into more than 525 retail net lease properties, including more than 100 Sherwin-Williams stores in a 2018 sale-leaseback deal.

15. Carhartt Inc.

Dearborn

Apparel manufacturer

2019 revenue: \$1.05 billion | **2016 revenue:** \$677.8 million

% increase in revenue: 54.3%, rank No. 28

Change in dollar revenue: \$367.7 million, rank No. 27

Top executive: Mark Valade

Reasons for growth: Carhartt continued to experience success as a work wear brand in 2019. The company has experienced significant growth in all business channels including direct-to-consumer, Carhartt Company Gear, and with its strategic wholesale partners. Favorable weather also contributed to sales.

16. Sun Communities Inc.

Southfield

Real estate operations

2019 revenue: \$1.26 billion | **2016 revenue:** \$833.8 million

% increase in revenue: 51.6%, rank No. 32

Change in dollar revenue: \$430.3 million, rank No. 24

Top executive: Gary Shiffman

Reasons for growth: Sun's growth continues with the acquisition of 46 manufactured housing and RV resort communities comprised of over 12,630 home and resort sites across the country, said president and COO John McLaren. The company also developed approximately 1,200 expansion sites adjacent to existing communities, and 1,100 greenfield sites opened at River Run Resort in Granby, Colo.; Carolina Pines RV Resort near Myrtle Beach, S.C.; and Jellystone Park at Golden Valley in the mountains of Bostic, N.C. In 2019, Sun's newest development broke ground — Costa Vista, a luxury RV resort in metropolitan San Diego expected to open in early 2021.

17. Meritor Inc.

Troy

Automotive supplier of axle, brake and suspension systems

2019 revenue: \$4.39 billion | **2016 revenue:** \$3.2 billion

% increase in revenue: 37.2%, rank No. 54

Change in dollar revenue: \$1.19 billion, rank No. 11

Top executive: Jeffrey Craig

Reasons for growth: An increase in new products over the past several years has been a key component to revenue growth. Meritor has also seen growth from acquisitions, including Troy-based AxleTech, a manufacturer and supplier of drivetrain systems and components, for approximately \$179 million in 2019.

18. General RV Center Inc.

Wixom

Recreational vehicle dealership

2019 revenue: \$1.03 billion | **2016 revenue:** \$707 million

% change in revenue: 46.1%, rank No. 37

Change in dollar revenue: \$326 million, rank No. 31

Top executives: Robert and Loren Baidas

Reasons for growth: General RV has grown revenue by adding Supercenters in Richmond, Va., and Ocala, Fla. It has also benefited from growth in the RV market and has grown market share in existing markets by focusing on elements that include product offerings and facility upgrades.

19. Universal Logistics Holdings Inc. (tie)

Warren

Transportation and logistics

2019 revenue: \$1.51 billion | **2016 revenue:** \$1.07 billion

% change in revenue: 40.9%, rank No. 47

Change in dollar revenue: \$439.2 million, rank No. 70

Top executive: Tim Phillips

Reasons for growth: The company has won several automotive logistics projects. In 2018 and 2019, the company made six acquisitions in the intermodal drayage business, the transfer of shipping containers from ports to land-based transport.

19. Epitec Inc. (tie)

Southfield

IT, engineering and professional staffing

2019 revenue: \$125 million | **2016 revenue:** \$68 million

% increase in revenue: 83.8 percent, rank No. 12

Change in dollar revenue: \$570 million, rank No. 58

Top executive: Jerome Sheppard

Reasons for growth: Over the past three years, Epitec has made significant process improvements, concentrated on data visibility and analytics, and implemented companywide innovation to support a nationwide recruiting team which serves customers throughout the country. Examples include, scaling of immigration services, developing a background check and drug screening integration tool, remote-enabled tools and implementing artificial intelligence for resume import and formatting.

21. Soave Enterprises LLC

Detroit

Diversified management holding company

2019 revenue: \$1.67 billion | **2016 revenue:** \$1.19 billion

% increase in revenue: 40.2%, rank No. 49

Change in dollar revenue: \$479.7 million, rank No. 22

Top executive: Anthony Soave

Reasons for growth: The primary drivers in revenue growth include increased pricing and volume in the scrap metal commodity market, growth in new and used car sales in automotive dealerships, and significant increase in real estate lot sales.

22. Victory Automotive Group Inc. (tie)

Canton Township

Automotive dealership

2019 revenue: \$2.12 billion | **2016 revenue:** \$1.57 billion

% increase in revenue: 35.4 percent, rank No. 56

Change in dollar revenue: \$554 million, rank No. 18

Top executive: Jeffrey Cappo

Reasons for growth: The company said it has continued to see growth from its proprietary membership and maintenance program, Car Doc.

22. Atwell LLC (tie)

Southfield

Civil engineering, land surveying, land solutions, land planning, environmental consulting, natural resource management, program management and construction management

2019 revenue: \$149 million | **2016 revenue:** \$88.3 million

% change in revenue: 68.7%, rank No. 18

Dollar change in revenue: \$60.7 million, rank No. 56

Top executive: Brian Wenzel

Reasons for growth: Since 2016, Atwell has continued to diversify its focus in real estate and land development, power and energy, and oil and gas. The company has expanded its services, including land solutions, planning, survey, natural resources, engineering, and construction and program management. Atwell has expanded into Texas (including San Antonio, Austin, Dallas and Houston), Florida and the Pacific Northwest with a new office in Portland, Ore. Atwell has also grown its Southwest region with new offices in Tempe and Tucson, Ariz. In addition, the company has expanded in Michigan, including Southfield and Shelby Township.

24. Altair Engineering Inc. (tie)

Troy

Global software and technology, engineering simulation, advanced computing, enterprise analytics and product development

2019 revenue: \$458.9 million | **2016 revenue:** \$313 million

% increase in revenue: 46.6%, rank No. 35

Dollar change in revenue: \$145.9 million, rank No. 41

Top executive: James Scapa

Reasons for growth: Product demand, growth in customer ranks, strong recurring software subscriptions, and acquisitions have all contributed to growth. In 2019, Altair purchased Bedford, Mass.-based software and IT solutions company Datawatch Corp. in a deal valued at \$167 million, bringing Altair leverage in financial services and capital markets sectors. They have seen strong demand for their SimSolid product, a simulation technology for designers, engineers and analysts.

24. LaFontaine Automotive Group (tie)

Highland Township

Automobile dealerships

2019 revenue: \$1.16 billion | **2016 revenue:** \$816.8 million

% increase in revenue: 41.6%, rank No. 46

Change in dollar revenue: \$339.8 million, rank No. 30

Top executive: Michael LaFontaine

Reasons for growth: Significant vehicle sale increases. Services that have contributed to growth include home delivery and digital retailing. The company also added seven dealerships during the time frame.

26. Plante Moran PLLC

Southfield

Accounting and management consulting firm

2019 revenue: \$687.4 million | **2016 revenue:** \$481.8 million, rank No. 42

% increase in revenue: 42.7%, rank No. 42

Change in dollar revenue: \$205.7 million, rank No. 36

Top executive: James Proppe

Reasons for growth: Growth has been a combination of organic and inorganic strategies. Organically there has been significant increase in broad range of services provided to private equity clients as well as rapid growth of Plante Moran Wealth Management. Additionally, in 2018, the acquisition of Denver-based EKS&H was completed, which supported substantial expansion into the Rocky Mountain region.

27. The Suburban Collection

Troy

Automobile dealership

2019 revenue: \$2.73 billion | **2016 revenue:** \$2.13 billion

% change in revenue: 28.1%, rank No. 65

Change in dollar revenue: \$600.4 million, rank No. 17

Top executive: David Fischer

Reasons for growth: Growth from six added brands and locations, 478 new team members and an increase in new and pre-owned vehicle sales. In 2019, the company delivered its millionth vehicle.

28. Oliver/Hatcher Construction and Development Inc.

Novi

Construction manager, general contractor and design/build

2019 revenue: \$141 million | **2016 revenue:** \$86.7 million

% change in revenue: 62.7%, rank No. 21

Change in dollar revenue: \$54.3 million, rank No. 63

Top executives: Paul Hatcher, Paul Oliver

Reasons for growth: A result of repeat and new clients with projects in the logistics, office and hospitality markets, said Paul Hatcher, president. This includes projects with Ashley Capital, a large holder of industrial properties in Michigan, and Berkshire eSupply, a Warren-based tool supplier and a division of Berkshire Hathaway, an American holding company based in Omaha, Neb.



29. Chemico LLC (tie)

Southfield

Chemical manufacturing, chemical management

2019 revenue: \$164 million | 2016 revenue: \$108.5 million

% increase in revenue: 51.2 percent, rank No. 33

Change in dollar revenue: \$55.6 million, rank No. 59

Top executive: Leon Richardson

Reasons for growth: Continued market expansion, with a substantial sales footprint now in aerospace, electronics and government and defense in addition to its automotive presence. Growth and investment in Mexico, where many of its products and services are in shorter supply, is also fueling growth.



Last year, United Road introduced Haully, a mobile-based logistics platform designed to make it easier and faster for subcontractors to find and book vehicle loads.

29. United Road Services Inc. (tie)

Plymouth

Vehicle transportation and logistics

2019 revenue: \$713 million | **2016 revenue:** \$525 million

% increase in revenue: 35.8%, rank No. 55

Change in dollar revenue: \$188 million, rank No. 37

Top executive: Mark Anderson

Reasons for growth: Acquisition and organic growth. Last year, United Road purchased Olathe, Kansas-based company Team Drive Away. The deal brought United Road into the niche segment of hauling vehicles that includes Class 8, or those weighing 33,000 pounds or more, such as semi-trucks, buses and large delivery vehicles. In addition, United Road introduced Haully, a mobile-based logistics platform designed to make it easier and faster for subcontractors to find and book vehicle loads. Both ventures have diversified United's revenue as well as its asset-light businesses.

31. DTE Energy Co.

Detroit

Energy company

2019 revenue: \$12.67 billion | **2016 revenue:** \$10.63 billion

% change in revenue: 19.2%, rank No. 89

Change in dollar revenue: \$2.04 billion, rank No. 7

Top executive: Jerry Norcia

Reasons for growth: DTE Energy has grown revenue over the last five years through capital investments in utility infrastructure and cleaner energy installations, as well as continued non-utility business growth through its gas storage and pipeline business. Industrial projects such as renewable natural gas have also driven growth.

32. Walbridge

Detroit

Construction: general contracting, design build, construction management, engineer/procure/construct, virtual design, digital mapping

2019 revenue: \$1.81 billion | **2016 revenue:** \$1.45 billion

% increase in revenue: 24.8%, rank No. 69

Change in dollar revenue: \$360 million, rank No. 28

Top executives: Michael Haller; John Rakolta III

Reasons for growth: **Metro Detroit has seen a construction boom that has stretched the supply of skilled-trades workers. Walbridge's major** projects include automaker FCA LLC's Mack Avenue plant project in Detroit.

33. Loc Performance Products Inc. (tie)

Plymouth

Large fabricated structures, final drives, suspension and track systems for Army combat vehicles

2019 revenue: \$175.2 million | **2016 revenue:** \$120.3 million

% increase in revenue: 45.7%, rank No. 38

Change in dollar revenue: **\$54.9 million, rank No. 60**

Top executive: Louis Burr

Reasons for growth: Combat vehicle upgrades have traditionally been sole sourced to the OEMs without any competition, said Lou Burr, CEO. Over the past several years, the U.S. Army has been completing major vehicle upgrades and Loc has been awarded more than \$1 billion in business as a result. Loc is currently restoring lost mobility on the Bradley Fighting Vehicles and making new armored cabs for the Army Multiple Launch Rocket System. Sales are expected to hit nearly \$200 million this year and \$240 million in 2020, Burr said.

33. Escalent (tie)

(formerly Market Strategies International-Morpace)

Livonia

Human behavior and data analytics firm

2019 revenue: \$103.9 million | **2016 revenue:** \$65.4 million

% change in revenue: 58.8%, rank No. 23

Change in dollar revenue: \$38.5 million

Top executive: Melissa Sauter

Reasons for growth: Market Strategies International and Farmington Hills-based Morpace Inc. combined to become the 15th-largest market-research firm in the country after both were acquired by a California private equity firm, STG Partners LLC, in 2018.

35. Arbor Bancorp

Ann Arbor

Financial services

2019 revenue: \$93.9 million | **2016 revenue:** \$57.6 million

% change in revenue: 63%, rank No. 20

Change in dollar revenue: \$36.3 million, rank No. 79

Top executive: Timothy Marshall

Reasons for growth: Organic growth and continued growth from acquisitions, including the 2017 purchase of Bank of Birmingham.

36. Kasco Inc.

Royal Oak

Construction management, design/build, construction program administration

2019 revenue: \$123.8 million | **2016 revenue:** \$80.6 million

% increase in revenue: 53.6%, rank No. 30

Change in dollar revenue: \$43.2 million, rank No. 72

Top executive: Michael Engle

Reasons for growth: Expanded the areas serviced to include new office locations in Ann Arbor and Grand Rapids. Kasco has also expanded the markets they provide professional construction services to, which now include an increase in multi-family, institutional, industrial and religious projects.

37. Harley Ellis Devereaux Corp. (tie)

Southfield

Design firm, including architecture, engineering, planning, interior design, landscape architecture and construction administration.

2019 revenue: \$104 million | **2016 revenue:** \$67.4 million

% change in revenue: 54.3%, rank No. 27

Change in dollar revenue: \$36.6 million, rank No. 78

Top executive: Michael Cooper

Reasons for growth: The firm has grown strategically in a broad range of markets into eight U.S. offices. In 2019, HED acquired Integrated Design Group, a Boston-MA based architecture and planning firm with offices in Boston and Dallas. The firm expanded HED's teams, geographic locations and service capabilities

37. Aptiv PLC (tie)

Troy

Automotive supplier

2019 revenue: \$14.4 billion | **2016 revenue:** \$12.3 billion

% change in revenue: 17%, No. 99

Change in dollar revenue: \$2.08 billion, No. 6

Top executive: Kevin Clark

Reasons for growth: In 2019, Aptiv achieved more than \$22 billion in new business bookings. The company has also reduced overhead costs and reinvested those savings to help fund investments for growth, including software and systems engineers. Acquisitions have also contributed to growth.

39. PVS Chemicals Inc. (tie)

Detroit

Manufacturer, marketer and distributor of industrial chemicals

2019 revenue: \$605 million | **2016 revenue:** \$471 million

% change in revenue: 28.5%, rank No. 64

Change in dollar revenue: \$134 million, rank No. 43

Top executive: David Nicholson

39. Royal Oak Ford/Briarwood Ford (tie)

Royal Oak

Automobile dealership

2019 revenue: \$270.5 million | **2016 revenue:** \$202.9 million

% change in revenue: 33.3%, rank No. 58

Change in dollar revenue: \$67.6 million, rank No. 49

Top executive: Eddie Hall Jr.

41. Oxford Cos. (tie)

Ann Arbor

Commercial real estate

2019 revenue: \$22.4 million | **2016 revenue:** \$7.87 million

% increase in revenue: 185.1%, rank No. 5

Change in dollar revenue: \$14.6 million, rank No. 106

Top executive: Jeff Hauptman

Reasons for growth: Oxford has seen growth from investing in the vibrant Ann Arbor economy. In 2018, Oxford acquired 777 E. Eisenhower Parkway. At 300,000 square feet, it is the largest building in its portfolio and one of the tallest office buildings in Ann Arbor. The acquisition increased Oxford's portfolio by 13 percent.

41. The Macomb Group Inc. (tie)

Sterling Heights

Distributor of pipe, valves, fittings, heating and cooling, control and instrumentation, boilers, pumps repair, steam products, sanitary piping products, fire protection.

2019 revenue: \$265 million | **2016 revenue:** \$200 million

% change in revenue: 32.5%, rank No. 59

Change in dollar revenue: \$65 million, rank No. 52

Top executives: William McGivern Jr.; Keith Schatko

Reasons for growth: External growth into the North Carolina and Indiana markets through acquisitions. The company's buying power allowed them to drive down their purchase costs, allowing for increased sales in those markets.

43. Roncelli Inc. (tie)

Sterling Heights

Construction services, program management, construction management, design and build

2019 revenue: \$302 million | **2016 revenue:** \$235 million

% change in revenue: 28.5%, rank No. 63

Change in dollar revenue: 67 million, rank No. 51

Top executives: Thomas Wickersham; Gary Roncelli

Reasons for growth: Strong demand for new construction and renovation, particularly in health care, industrial, mixed-use office, multi-family, manufacturing and Downtown Detroit markets, said Gino Roncelli, vice president. Growth has been fueled by new and repeat business and by attracting construction talent in the state. Notable projects include Beacon Park in Detroit, tier-two automotive expansion related projects, Highlands Restaurant in Detroit and the McLaren Macomb hospital North Tower Expansion in Mt. Clemens.

43. Systems Technology Group (tie)

Troy

Digital transformation, cloud integration (AWS, Azure, Google), mobility solutions, artificial intelligence, machine learning, Big Data analytics, IOT consulting and software integration services

2019 revenue: \$149 million | **2016 revenue:** \$105 million

% increase in revenue: 41.9%, rank No. 44

Change in dollar revenue: \$44 million, rank No. 70

Top executive: Anup Papat

Reasons for growth: Growth from Fortune 500 company clients for services that include artificial intelligence, augmented and virtual reality, connected vehicle services and mobility and cloud technology.

45. MPS Group Inc. (tie)

Farmington Hills

Waste management, paint shop cleaning and management, industrial cleaning and oil rig consulting

2019 revenue: \$120 million | **2016 revenue:** \$83 million

% change in revenue: 44.6 million, rank No. 39

Change in dollar revenue: \$37 million, rank No. 76

Top executive: Charlie Williams

Reasons for growth: Additional plants and locations and an increase in customers have contributed to growth. Last year, MPS acquired Canadian industrial wastewater treatment firm Abednego Environmental-Canada, ULC, as well as Gibsland, La.-based oil and gas drilling services firm EnE Consultants LLC. The strategic acquisitions expanded MPS' services and gave it a foothold into new regions and industries.

45. Jim Riehl's Friendly Automotive Group Inc. (tie)

Warren

Automobile dealership

2019 revenue: \$358.1 million | **2016 revenue:** \$283.7 million

% increase in revenue: 26.3%, rank No. 68

Change in dollar revenue: \$74.5 million, rank No. 47

Top executive: James Riehl Jr.

Reasons for growth: The company has acquired more pre-owned vehicle inventory and has seen growth from online sales. About 80 percent of pre-owned vehicle sales have come from customers who shop online. In addition, the company acquired a new dealership in 2019, now called Jim Riehl's Friendly Chrysler Dodge Jeep Ram of Romeo.

47. Neapco Holdings LLC

Farmington Hills

Designs, manufactures and distributes driveline systems and service parts

2019 revenue: \$852 million | **2016 revenue:** \$702 million

% change in revenue: 21.4%, rank No. 81

Change in dollar revenue: \$150 million, rank No. 39

Top executive: Kenneth Hopkins

Reasons for growth: Neapco has increased revenue consistently over the past several years in North America, South America and Europe. The company has expanded product offerings and experienced an increase in customers.

48. Blue Chip Talent

Bloomfield Hills

Talent acquisitions

2019 revenue: \$26.3 million | **2016 revenue:** 14.5 million

% increase in revenue: 81%, rank No. 14

Change in dollar revenue: \$11.8 million, rank No. 112

Top executive: Nicole Pawczuk

Reasons for growth: Blue Chip Talent has continued its growth trajectory by expanding its client base and organic client growth in the metro Detroit market, as well as an aggressive national expansion strategy into new markets.

49. H.W. Kaufman Group Inc./Burns & Wilcox Ltd. (tie)

Farmington Hills

Provides insurance services including distribution, brokerage, underwriting, reinsurance, real estate, financing, inspections, audits, risk management and third-party claims administration

2019 revenue: \$2.40 billion | **2016 revenue:** \$2.05 billion

% revenue increase: 17%, rank No. 98

Change in dollar revenue: \$340.0 million rank No. 29

Top executive: Alan Kaufman

Reason for growth: Organic growth through expanded capabilities and product offerings, strategic acquisitions, as well as investment in hiring quality, revenue-producing talent.

49. MIG East LLC dba/ MIG Construction (tie)

Detroit

General contractor, construction manager

2019 revenue: \$24.5 million | **2016 revenue:** \$13.5 million

% revenue increase: 81% , rank No. 13

Change in dollar revenue: \$11.0 million , rank No. 14

Top executive: Paul Jenkins Sr.

Reason for growth: Future market forecasting has contributed to growth, allowing the company to predict what sectors will thrive in the future and positioning itself to competitively compete. Noteworthy projects include the new headquarters building for TCF Bank in Downtown Detroit (a joint partnership) and the 220 West Congress Street renovation in Detroit (general contracting services).

49. Plastipak Holdings Inc. (tie)

Plymouth

Manufacturer of rigid plastic containers and recycled plastic material for the consumer products industry

2019 revenue: \$3.10 billion | **2016 revenue:** \$2.68 billion

% revenue increase: 16% , rank No. 102

Change in dollar revenue: \$419.7 million, rank No.25

Top executive: William Young

Reason for growth: Several acquisitions in the last five years, primarily in Europe, have contributed to growth. Approximately 650 million in euros comes from the company's largest acquisition, APPE, the packaging division of La Seda de Barcelona, a Llobregat, Spain-based company that manufactures polyethylene terephthalate (PET) and basic chemicals. Plastipak absorbed APPE in 2015, expanding the company's geographic footprint to 17 countries. In addition, the company has experienced steady, consistent organic growth with their customer base who sells consumer products, such as cleaning, detergent, food, industrial and beverage containers. The company has also increased its recycling capabilities with the acquisitions as well, adding additional capacity to bring its total recycled containers to 22 billion per year. The segment will continue to grow as more customers are requiring recycled content in their products over the next five years and beyond, particularly in Europe.

Inline Play

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