

Fort Worth Business Press

ELECTRONICALLY
REPRINTED FROM
AUGUST 30, 2010

Top 100 PRIVATE COMPANIES

To the Top

It's time once again for our Top 100 edition featuring Tarrant County's Top 100 private companies and top public companies.

In our sixth annual Top 100 edition and event we honor our Top CEOs of both public and private companies. Top CEO awards have been given to individuals who have exhibited leadership, innovation and creativity in their industry. The honorees – Bob Simpson, XTO Energy, and John Avila Jr., Thos. S. Byrne Ltd. – certainly exemplify those qualities. Each are legends in their own industries and in the Fort Worth community.

This year, we decided it was important to recognize more than just the Top CEOs and added the Strategic Management Award. This award, given to Insight Equity Holdings, is presented to a company's manager or management team who have demonstrated management skills that resulted in the company achieving strong results that either exceed industry norms or resulted in a significant change in company direction.

You will find the Top 100 Private Companies listed in numerical order according to 2009 revenues starting on page 12. For your ease you also will find a separate alphabetical list toward the end of the section. We have profiled selected companies that have an interesting story to tell or have a made a unique impact on the local business community. The regular news section of



Richard Dixon

the paper will follow this special presentation of news, lists and features related to the top companies in Tarrant County.

On behalf of all the *Business Press* employees and the North Texas business community, we congratulate all the winners of our Top 100 edition.

Privately held companies are key components in the economic engine that drives business in a community. In fact, most economists believe that our economic recovery will primarily originate with small, mostly privately held, businesses. Our goal is to recognize these local businesses that are such a vital part of our economy, locally and nationwide.

Gathering the information for this special issue, as those in the past, required a great deal of persistence. Some companies choose not to reply to our questionnaires, but many companies have come to trust the *Business Press* with their information and for that we are thankful.

Thanks to all the companies in Tarrant County that help drive the local economy and provide community and public service along the way. To all our readers, advertisers and the business community, we appreciate all you do for us and the community.

Richard Dixon
Publisher
Fort Worth Business Press

Collaboration with management key to Insight's success

■ **Betty Dillard**

bdillard@bizpress.net

Since its inception eight years ago, private equity firm Insight Equity Holdings LLC has remained true to its strategic "hands on" approach to managing its portfolio companies.

The Southlake-based company makes controlling investments in strategically viable, middle market and asset intensive companies. The firm makes these investments in a variety of industries, including manufacturing, automotive and transportation, aerospace and defense, technology, service and professional, distribution and industrial and consumer goods.

Insight Equity's consistent focus, said CEO and Managing Partner Ted Beneski, has been in acquiring underperforming middle-market companies in North America with a deal size of \$100 to \$500 million and revenue between \$75 million and \$1.5 billion. Beneski said unlike most private equity shops, the firm's 20-person management team is intensely involved in the daily operations of the companies acquired. The team leverages a proven collaborative value creation model with the acquired companies to facilitate im-



Insight Equity Holdings LLC

provements leading to better performance, significant cash generation and growth.

"The primary reason for our success is we have a very strong track record," Beneski said. "Our investments have done well. One of our strong points is that our group is very hands on with the companies we acquire. It's not just financial engineering. We roll up our sleeves and work hard with the incumbent management teams to increase the value of those companies. It's a very real kind of value that's added on and not an engineered kind. It's very appealing to our investors."

Insight Equity's investors are a blue chip set of domestic and international endowments, trusts, foundations, state investment funds and pooled funds. The principals at Insight Equity are one of the largest investors among the funds.

Insight Equity currently manages two buy-out funds and a mezzanine debt fund. The firm recently raised \$525 million of new capital, bringing total capital under management to \$800 million.

"That's a lot of new dry powder, as we call it, for making new acquisitions," Beneski said, adding that Insight Equity does not invest in the three r's: restaurants, retail and real estate.

In May, Insight Equity acquired controlling interest in American Civil Constructors

Holdings Inc., a civil and landscape construction firm founded in 1975, and merged it with one of its nine existing portfolio companies, which includes Direct Fuels, a Texas-based refiner and fuel distributor that focuses on the Dallas-Fort Worth Metroplex.

Other Insight Equity investments include: Vision-Ease, a manufacturer of prescription lenses for eyeglasses; Hirschfeld Industries, a fabricator of structural steel for bridges, stadiums, transit structures and other commercial projects; Walker Group Holdings, a manufacturer of stainless steel and aluminum tanks for the dairy, chemical, fuel and pharmaceutical industries; and Sportexe, a designer, distributor and installer of synthetic turf systems for athletic fields and aviation applications.

Also, Insight Equity owns and operates: Atwood Mobile Products, a designer and manufacturer of appliances, electronic products, doors and windows for recreational vehicles; AEC Holdings, comprised of a fuel terminal operation, reclamation services, trucking and biodiesel production; Superior Silica Sands, a producer and processor of frac sand for natural gas and oil well drilling; and Meadow Valley, a concrete contractor for the construction of highways, bridges and overpasses. **Top 100**

Strategic Management Award

Insight Equity Holdings LLC

1400 Civic Place, Ste. 250
Southlake 76092

817-488-7775

www.insightequity.com

2009 sales: \$1.2 billion

Rank	Company Street Address City Postal Code Phone/Fax Web site	Sales 2009	Total Employees Local Employees	Top Executive(s) Year Founded	Type of Business
3	Insight Equity 1400 Civic Place, Ste. 250 Southlake 76092 817-488-7775/817-488-7739 insightequity.com	\$1,200,000,000	3,200 20	Ted Beneski 2002	Private equity consolidated holdings



Insight Equity