

Denver Business Journal - June 23, 2008

<http://denver.bizjournals.com/denver/stories/2008/06/23/story8.html>

DENVER BUSINESS JOURNAL

Friday, June 20, 2008

Ernst & Young names regional entrepreneurs of the year

Denver Business Journal

The Rocky Mountain Region winners for the Ernst & Young Entrepreneur Of The Year award in 2008 were honored June 19. They are:

- Yvon Pierre Cariou, president, CEO and director, Dynamic Materials Corp.

A native of France and former French Navy officer, Cariou came to the United States shortly after his 40th birthday. He led turnarounds at various companies before landing in Boulder in 2000, when he was tapped to head metalworking company Dynamic Materials Corp. (NASDAQ: BOOM). The company, with about 400 employees worldwide, had net sales of \$165 million last year.

- Joe Assell, president, CEO and co-founder, and Mike Clinton, COO and co-founder, GolfTEC Enterprises LLC.

In the hundreds of years golf has been played, GolfTEC Enterprises is the first company to standardize a teaching method, according to Joe Assell.

Assell and his business partner, COO Mike Clinton, opened their first learning center, in Denver, in 1995. To start their company, the men raised \$7.5 million from friends, family, angel investors and then from Gart Capital Partners when an economic downturn nearly put GolfTEC out of business. This year's sales are expected to total about \$55 million for the firm and its 61 franchisees.

- Karl Maier, CEO and founder, Market Force Information Inc.

For years, Maier was known as a fixer of companies that weren't performing up to par. After finishing a turnaround project in 2004, he confided to a friend that he'd like to start a company in an existing industry and grow it to become a market leader. His friend mentioned the business of mystery shoppers -- a highly fragmented industry providing companies with raw customer-service data.

At the end of 2005, Market Force had no products, no revenue, only four employees and no

customers. Now, the company has 30 products, \$50 million in revenue, 400 employees and a client roster that includes McDonald's, Sony and Wal-Mart.

- Roy Moore, CEO and founder, Maverick Ranch Natural & Organic Meats.

What started out as a 4-H Club activity of raising cattle with his four boys evolved into the creation of Maverick Ranch Natural Meats. The company was incorporated in 1985. Its key turning point came two years later, when Moore met with the U.S. Olympic Committee and decided to donate meat to its training center.

Since then, Moore and his sons have grown Maverick into an industry leader by producing natural products and launching new products, such as 96 percent lean beef and natural pork.

- Dan King, CEO, co-founder and director, and Scott King, vice president, co-founder and director, ReadyTalk.

In 2000, brothers Dan and Scott King started ReadyTalk, an audio- and web-conferencing service to help organizations conduct remote meetings, conferences and training.

The company grew revenue from a few hundred thousand dollars in 2002 to more than \$8 million in 2006. Then it grew revenue by more than 40 percent in 2007, and expects to do the same in 2008.

- Michael Cappello, CEO, S.A. Robotics.

S.A. Robotics builds robotic equipment to perform hazardous tasks. In less than 10 years, Cappello took the company from \$1 million in revenue to \$100 million, and from 12 employees in 2003 to 150 in less than five years.

The growth earned him accolades on the Inc. 500 list for 2005 and 2006. And in 2007, the company grew 100 percent -- and Cappello said it'll happen again in 2008.

- Andrew Todd, president and CEO, Xanterra Parks and Resorts Inc.

Xanterra Parks & Resorts, which operates lodges, restaurants and other concessions at national and state parks and resorts, has won numerous awards from the Environmental Protection Agency, the National Park Service, the Travel Industry Association, the U.S. Green Building Council and others.

All contents of this site © American City Business Journals Inc. All rights reserved.