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## HOUSTON FAST 100 GROWING COMPANIES

## **PUBLISHER'S LETTER**

The businesses on *HBJ*'s 2011 Fast 100 list represent dedication, innovation and risk taking.

Despite economic uncertainty, these businesses have proven themselves through stellar growth over the past few years.

The Houston Fast 100 is ranked by two-year growth. All of the companies on the list are headquartered within the 10-county Houston metropolitan area and have been doing business for a minimum of five years.

Nominations to be on the Fast 100 list opened

June 13, and any private firm in the Houston area was invited to participate.

Candidates were also invited to apply for the Enterprise Champion Award that is presented to five companies that stand out in areas of community service, innovation, corporate culture and overcoming challenges. A panel of outside judges interviewed 10 contenders and determined the Enterprise Champion Award recipients.

We congratulate the Enterprise Champions and, equally, all the companies on the Houston Fast 100 list.

We would like to thank the 2011 Fast 100 sponsors, led this year by presenting sponsor

IBERIABANK. Fast 100 is also made possible by co-sponsors Comcast Business Services, G&A Partners, Pierpont Communications Inc., Robert Half International and Strategic Financial Group LLP.

Many thanks also go to the CEOs and employees from Houston Fast 100 companies who took time to share their inspiring stories with *HBJ*.

Also, this year *HBJ* designed a special webstie dedicated to the 100 firms. To see it, scan the QR code or visit the link below.

John C. Beddow Publisher Houston Business Journal



## **Jetco Delivery LLC**

GOING THE EXTRA MILE



President Brian Fielkow has donated trailers for the Houston Texans school backpack drive and for mobile classrooms.

When Brian Fielkow took the reins of trucking and freight services firm Jetco Delivery LLC in 2006, sales were around



\$5.5 million a year.

So far, 2011 sales are estimated to be around \$21 million.

Fielkow has had to fight the great recession and fuel prices to get the company where it is today. He and the executive management team decided the first order of business was to focus on the employees and ease anxiety by letting

them know their place in the Jetco work-force was stable.

In an industry that faces 114 percent

turnover of drivers, Fielkow said it is important for Jetco to retain its talent pool as it faces tremendous growth.

After visiting with customers, Jetco realized that next was upping the ante on technology to reduce customers' processing costs and cash flow.

Jetco is also proud that its fleet is comprised of 2007 and newer vehicles and that all trucks are leaders in environmental stewardship and technology. Every truck has a GPS that customers can track online.

Inspired by Apple and Ritz Carlton, Jetco said it aspires to do in the trucking and logistics business what those businesses have done in the computer and hotel industries.

The company is also involved in many local charities and donated a trailer and time to ABC's "Extreme Makeover" home construction show. The employees also played a vital role after Hurricane Ike and the Gulf oil spill by traveling to devastated areas to fuel generators.