

ENTREPRENEUR MAGAZINE'S 2008

HOT100

THE FASTEST-GROWING BUSINESSES IN AMERICA

#21

Brighton Cromwell LLC Defense Contractor

Success Secret:

"Hard work and having great people around us."

What Is Success?

"Building a company into something great by striving for excellence and conducting business with uncompromising honesty and integrity. "

Best Advice:

"Work to solve your customers' hardest problems and the rest will come easy."



Company Details

Location: Randolph, NJ

Founders: Robert Van Etten, 27, Glenn Van Etten, 26, Don Youker, 26

Website: <http://www.brightoncromwell.com>

Year Started: February 2002

Initial Investment: \$140,000

Turned a Profit: 2002

First Million: 2004

2007 Sales: \$8.8 million

Number of Employees:

Day 1: 2

2007: 21

2008: 35*

* Projected by 2009

Company Background

Brighton Cromwell, LLC is a leading small-business supply chain integrator that serves the defense market. BCL was founded in 2002 as a consulting firm which specialized in helping companies get into Homeland Security.

Sources of Startup Capital

- Friends & family
- Bank loan
- Line of credit
- Savings/personal funds
- Venture capital
- Private investors
- Credit cards

Company Benefits

- Health insurance
- Life insurance
- Telecommuting
- Tuition reimbursement
- Flextime
- Company car
- 401(K)
- Stock options

Other Benefits:

Simple IRA

<http://www.entrepreneur.com/hot100/details/200821.html>