



Joules Angstrom U.V. Printing Inks Honored for Growth

For any company, enjoying exceptional growth over an extended period of time is a sign of overall excellence. When a relatively young privately-held company achieves this kind of growth, it clearly shows that the company is very much on the right track.

In August, *Inc.* magazine published its Inc. 5,000, profiling the 5,000 fastest growing private companies in America. The ink industry had one honoree: Joules Angstrom U.V. Printing Inks, the UV ink specialist based in Pataskala, OH. Joules Angstrom was ranked 2,871, an impressive feat considering there are millions of such companies. Since 2003, the company has enjoyed 115.3 percent growth.

"It is exceptional growth," said Inc. 5,000 project manager Jim Melloan. Mr. Melloan said that there is an estimated 7 million privately-held businesses in the U.S. To qualify for the Inc. 5,000, companies had to be U.S.-based, privately held, independent as of Dec. 31, 2006 – not subsidiaries or divisions of other companies – and have had at least \$200,000 in revenue in 2003 and \$2 million in 2006.

"The Inc. 5,000 provides the most comprehensive look ever at the most important part of the economy – the entre-

preneurial part," said Mr. Melloan. "The expansion of the list has allowed us to tell the stories of larger companies, older companies and a wealth of companies in industries like manufacturing and construction that are underreported in the business media."

Pat Carlisle, founder and president of Joules Angstrom, said he was honored to be included in the listing, and reflected back on the company's beginnings in 1999, when he worked on ink formulations in his parents' basement. Soon after, Mr. Carlisle relocated his company into a 4,000 square foot building, then moved to an 8,000 square foot building two years later. In 2004, the company moved to its present location, a state-of-the-art 30,000 square foot facility.

Mr. Carlisle credits his customers and his team at Joules Angstrom with the company's success.

"I attribute our growth to our very good people and our suppliers, but the biggest key for us is our very good customers, many of whom have grown together with us," Mr. Carlisle said. "You have to develop relationships, and they go a long way, but ultimately, you have to be honest to earn your customers' loyalty."

– David Savastano

