

LOOK INSIDE: U.S. Woman-Owned Companies Report \$8.9 Billion In 2007

# WOMEN BUSINESS

July/August 2008

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**TRAVELING  
FOR BUSINESS**

AND REVERSE THE  
EFFECTS OF AGING?

**7 WAYS TO  
UNDERSTAND  
FEMALE  
BUYING HABITS**

AND INCREASE YOUR  
BUSINESS

**FIVE  
SECRETS**

TO LONGEVITY IN  
BUSINESS

**AND THEY  
TOLD ME, "IT'S  
IMPOSSIBLE ..."**

**Inspiring Young  
Women to Reach  
For Their Dreams**

**No.1 For The Second Year In A Row Omega Travel  
And Skyrocketed By Over A Billion!**

GLORIA BOHAN founder of  
Omega World Travel

MAY/JUNE 2008

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# Another Year and Another Billion Dollar-Woman-Owned Company Tops the List

The 100 U.S. woman-owned companies in the country reported total revenues of \$8.9 billion for 2007. And for the second year in a row Omega Travel of Fairfax, Va defended its number 1 position, with revenue in excess of \$1 billion. The organization provides online travel solutions-as well as personalized service at 200 locations worldwide-to a diverse clientele: from individual leisure travelers to Fortune 500 enterprises and the federal government. Number 100 on the list reported revenues of over 1 Million.

**What does it take to grow your business into a million-dollar company—and beyond? We spoke with some of the women on the Top 100 to find out their secrets.**

## Gloria Bohan – Omega Travel

Gloria Bohan, Founded Omega Travel in 1972, in Fredericksburg, VA. Gloria describes herself as “a Hands-on-owner, who handles the day-to-day operations, including strategic partnerships, e-commerce execution, and the long-term direction of the organization., relentless, a risk-taker and stubborn”—qualities that have contributed to her company’s success. She also attributes her growth to; whenever a customer expressed a need, she was ready to fill it. When clients asked her to provide service to a new location, she did.

“Ms. Bohan says that working with people and building a successful workforce has been the real satisfaction for her.” You have to love what you’re doing and reach out to others to achieve success and happiness”, she explains.

Running a billion-dollar business has changed Ms. Bohan in positive ways, too. “We sent a team of agents to New Orleans to Volunteer for Habitat for Humanity,” she says. “Ms. Bohan hopes its efforts will put New Orleans one step closer to reviving its tourism industry.”

### Words of Advice

Learn how to recognize and seize a golden opportunity, even if it means straying from your original game plan.

Choose something you really like, learn as much as you can about the business. Hire really good people. Most

important have them work with you, not for you.

## Ms. Livia Whisenhunt – PS Energy Group

“Hard work and determination. “Do it now — talk about it later.” “says, Ms. Livia Whisenhunt, 49, the founder and CEO of PS Energy Group.

The leading the energy provider hit the \$185 million in 2007 and has won the Administrator’s Award for Excellence from the U.S. Small Business Administration for five years and in 1997 won the Hammer Award from Vice President Al Gore’s national Performance Review Board. Don’t give up. Never say never. Every leader you see has had their share of rejection. Just forge ahead.

## Irma Elder, Elder Automotive Group

As her Michigan-based automotive business company, approaches 160 million in revenue this year, Irma Elder, says Elder Automotive Group has handled every challenge, every crisis, every business decision, and every family issue with the same important outlook. She never compromises her honesty, her integrity and her work ethic. Elder, as all successful entrepreneurs, has faced many important decisions with strength and resolve. She is confident in her abilities, consistent with her programs and fair with her employees. The auto industry is a multi-faceted one...manufacturing, financial, sales, marketing, retail and customer service, each with its own set of operations, employee, consumer and parent company challenges.

## Martha de la Torre, Publisher El Clasificado | Al Borde

With Martha as CEO, El Clasificado began to see success after key changes were made to the business plan and distribution method. The company finally became profitable 10 years after it was launched; with 2007 revenues listed in excess of \$11 million. Martha maintains a steadfast commitment to foster growth and give back to her community. Her tireless dedication and personal commitment to make her company thrive has often served as an inspiration to all. “Never give up on your dreams”, she says.

Rank	Company	Principal	City	State	Diversity Category	Annual Sales
1	Omega World Travel	Gloria Bohan	Fairfax	VA	\$1,125,000,000	Woman Owned
2	Travel Solutions, Inc	Tammy R. Troilo-Krings	Westerville	OH	\$710,640,000	Woman Owned
3	Elder Automotive	Irma Elder	Troy	MI	\$504,965,141	Hispanic American
4	AVI Foodsystems, Inc.	Patrice Kouvas	Warren	OH	\$402,000,000	Woman Owned
5	Sun Coast Resources, Inc.	Kathy Lehne	Houston	TX	\$300,000,000	Woman Owned
6	Turtle & Hughes, Inc.	Suzanne T. Millard	Linden	NJ	\$220,000,000	Woman Owned
7	Omne Staffing Inc	Elaine M Sinins	Cranford	NJ	\$202,000,000	Woman Owned

8	Bennett International Group Inc	Marcia G Taylor	McDonough	GA	\$181,753,436	Woman Owned
9	Wholesale Electric Supply of Houston,	Marge Rutland	Houston	TX	\$163,905,102	Woman Owned
10	PS Energy Group, Inc	Livia Whisenhunt	Atlanta	GA	\$160,000,000	Hispanic American
11	McLure Oil Company, Inc.	Janie S. McLure	Norcross	GA	\$154,789,261	Woman Owned
12	Pinnacle Technical Resources, Inc.	Nina Vaca	Dallas	TX	\$140,000,000	Hispanic American
13	ProSys Information Systems	Michelle Clery	Norcross	GA	\$138,542,233	Woman Owned
14	Worldlink Media Sales, LLC.	Toni E. Knight	Los Angeles	CA	\$129,448,107	Woman Owned
15	KGP Telecommunications INC	Kathleen G. Putrah	Faribault	MN	\$118,000,000	Woman Owned
16	Premio Computer, Inc.	Crystal Wu	City of Industry	CA	\$110,920,801	Woman Owned
17	Tiger Natural Gas, Inc.	Lori Johnson Nalley	Tulsa	OK	\$110,019,592	Woman Owned
18	Balboa Travel Inc.	Chris McKinnie	San Diego	CA	\$110,000,000	Woman Owned
19	Plastic Products Company	Marlene Messin	Lindstrom	MN	\$110,000,000	Woman Owned
20	Everbrite, LLC	Judith Wamser	Greenfield	WI	\$107,000,000	Woman Owned
21	Resource Technology Associates, Inc.	Jody Haas	Des Plaines	IL	\$104,000,000	Woman Owned
22	Utility Choice, LLP	Penny Hankins	Houston	TX	\$83,602,000	Woman Owned
23	MCP Computer Products Inc.	RIKKI GHAI	San Marcos	CA	\$80,000,000	Woman Owned
24	Dataline, Inc.	Denise Robinson	Norfolk	VA	\$78,446,338	Hispanic American
25	AVCARD, a division of Kropp Holdings, Inc.	Linda Kropp	Hunt Valley	MD	\$76,000,000	Woman Owned
26	Integrated Archive Systems, Inc.	Amy Rao	Palo Alto	CA	\$74,000,000	Woman Owned
27	National Van Lines, Inc.	Maureen Beal	Broadview	IL	\$73,561,414	Woman Owned
28	Star Transportation, Inc.	Beth D. Franklin	Nashville	TN	\$73,500,000	Woman Owned
29	ICP, Inc.	Michelle Fabozzi	Staten Island	NY	\$71,000,000	Woman Owned
30	GST	JP Wang	Brea	CA	\$70,000,000	Woman Owned
31	Walker & Associates, Inc	Virginia M. Walker	Welcome	NC	\$70,000,000	Woman Owned
32	ATEK, LLC	Christy Bieber Orris	Brainerd	MN	\$69,000,000	Woman Owned
33	Granite City Electric Supply Co.	Phyliss P Godwin	Quincy	MA	\$68,000,000	Woman Owned
34	Bell Pipe & Supply Co.	Franklin M. Bell III	Anaheim	CA	\$68,000,000	Woman Owned
35	Strategic Staffing Solutions	Cyndy Pasky	Ft. Washington	PA	\$67,000,000	Woman Owned
36	Cable connection & supply co inc.	Barbara vinar	Faribault	MN	\$65,000,000	Woman Owned
37	Ram Tool & Supply Co., Inc	Hillery Head	Birmingham	AL	\$65,000,000	Woman Owned
38	Temporary Solutions, Inc.	Lovey Hammel	Manassas	VA	\$64,900,000	Woman Owned
39	North Wind, Inc.	Sylvia Medina	Idaho Falls	ID	\$64,000,000	Hispanic American
40	eGlobe Solutions	Lisa Shin	Edmonds	WA	\$58,000,000	Asian Pacific American
41	Golden Companies, Inc.	Ruby Bowden	Greensboro	NC	\$56,200,000	Black American
42	Arlington Computer Products	Karen Guenther	Buffalo Grove	IL	\$57,000,000	Woman Owned
43	Love Chrysler	Marion Luna Brem	Corpus Christi	TX	\$56,000,000	Hispanic American
44	Compasa, LLC	Yadira U. Salinas	McAllen	TX	\$58,000,000	Hispanic American
45	Saturn Business Systems	Anna Krieger	New York	NY	\$55,000,000	Hispanic American
46	Penmac Personnel Services	Patti Penny	Springfield	MO	\$52,200,000	Woman Owned
47	Magnetrol International Incorporated	Judy G. Stevenson	Downers Grove	IL	\$52,000,000	Woman Owned
48	Merlin Petroleum Co, Inc	Therese S Ignozzi-Little	Westport	CT	\$52,000,000	Woman Owned
49	Flynn & Enslow, Inc	L. Enslow	San Francisco	CA	\$50,000,000	Woman Owned
50	Seal-It Inc	Sharon Lobel	Farmingdale	NY	\$49,000,000	Woman Owned
51	Superior Staffing Services, Inc.	Lynne Marie Finn	Williamsville	NY	\$48,459,485	Woman Owned
52	Kay Construction	Lorraine M. Kay	Cherry Hill	NJ	\$48,220,577	Woman Owned
53	Spectrum Communications Cabling Services, Inc.	Robert Rivera	Corona	CA	\$48,000,000	Hispanic American
54	Great Lakes Case & Cabinet Co., Inc.	Carrie L. Lowther	Edinboro	PA	\$45,000,000	Woman Owned
55	Spectrum Laboratory Products Inc.dba SpectrumChemicals & laboratory Products	Rodica Burg	Gardena	CA	\$47,000,000	Woman Owned
56	City Lights Electrical Co., Inc.	Maryanne Cataldo	Boston	MA	\$44,702,449	Woman Owned
57	Salo, LLC	Amy Langer	Minneapolis	MN	\$42,000,000	Hispanic American
58	Phoenix Textile Corporation Palmer	Palmer (Pam) Reynolds	St. Louis	MO	\$42,600,000	Woman Owned
59	Rose International	Himanshu Bhatia	Chesterfield	MO	\$42,000,000	Subcontinent Asian American
60	Sunbelt Telecommunications	Paula Mann	Allen	TX	\$42,000,000	Woman Owned
61	The Warrior Group, Inc	Gail Warrior-Lawrence	DeSoto	TX	\$41,531,000	Black American

62	T3 (The Think Tank)	Gay Warren Gaddis	Austin	TX	\$41,002,557	Woman Owned
63	Knowledge Information Systems, Inc	Catherine H. Giordano	Virginina Beach	VA	\$40,000,000	Hispanic American
64	Corporate Environments of GA, Inc.	Karen Hughes	Atlanta	GA	\$40,782,682	Woman Owned
65	RW Moore Equipment Co.	Dan Moore	Raleigh	NC	\$40,000,000	Woman Owned
66	Starmark International	Peggy Nordeen	Fort Lauderdale	FL	\$40,000,000	Woman Owned
67	Chamness Relocation Services, Inc.	Darla Chamness	Chandler	AZ	\$38,000,000	Woman Owned
68	JTS/SG Enterprises, dba Solutions Staffing	Peggy Mativi	Columbus	OH	\$38,000,000	Woman Owned
69	Sizemore, Inc.	Charlene Sizemore	Augusta	GA	\$38,000,000	Woman Owned
70	Cimarron	Rosalind Doyle	Houston	TX	\$37,477,460	Woman Owned
71	Stratix Corporation	Bonney Shuman	Norcross	GA	\$37,000,000	Woman Owned
72	Stronghold Engineering Inc.	Beverly A. Bailey	Riverside	CA	\$37,000,000	Asian Pacific American
73	Management Decisions, Inc.	Ella Koscik	Norcross	GA	\$36,973,025	Woman Owned
74	Burnett Staffing Specialists	Sue Burnett	Houston	TX	\$36,000,000	Woman Owned
75	Advanced Technical Resources, Inc.	Maria Novoa-Brenholz	Sunnyvale	CA	\$35,735,526	Hispanic American
76	Music Express, Inc	Cheryl Berkman	Burbank	CA	\$35,009,000	Woman Owned
77	GC Micro Corporation	Belinda Guadarrama	Petaluma	CA	\$35,000,000	Hispanic American
78	Sign Design, Inc.	Ron Ferrigno	Brockton	MA	\$35,000,000	Woman Owned
79	The HomeMaker's Idea Company	Cari Christopher	Glendale Heights	IL	\$35,000,000	Woman Owned
80	Global Computronics Inc. dba GCI Systems	Kay Kuba	St. Paul	MN	\$34,000,000	Subcontinent Asian American
81	B&K Electric Wholesale	Kathleen M. Ellison	City of Industry	CA	\$33,000,000	Woman Owned
82	Carrillo Business Technologies, Inc.	Debra Torturo	Westminster	CA	\$33,000,000	Hispanic American
83	Nelson Ford-Lincoln-Mercury, Inc.	Laurel Nelson	Fergus Falls	MN	\$32,821,600	Woman Owned
84	Matrix Information Consulting, Inc.	Sharon Olzerowicz	Rochelle Park	NJ	\$32,766,526	Woman Owned
85	ASAP Staffing LLC	Nancy A Williams	Norcross	GA	\$32,000,000	Woman Owned
86	Mid-West Materials	Noreen Goldstein	Pery	OH	\$31,921,489	Woman Owned
87	Accurate Box CCompany	Lisa Hirsh	Paterson	NJ	\$31,000,000	Woman Owned
88	Advanced Computer Concepts	Reza Zarafshar	Arliington	VA	\$31,000,000	Woman Owned
89	Bruno GMC Truck Sales Corp.dba Bruno Pontiac Buick GMC	Adrienne Milea	Brooklyn	NY	\$31,000,000	Woman Owned
90	Thomas Sign & Awning Co., Inc	Priscilla Thomas	Clearwater	FL	\$31,000,000	Woman Owned
91	Eliassen Group, Inc	Mona Eliassen	Wakefield	MA	\$30,800,000	Woman Owned
92	Artcraft & Foremost, Inc.	Judith Zimmermann	Moorestown	NJ	\$30,000,000	Woman Owned
93	Ideal System Solutions, Inc.	Elise Hernandez	Maple Grove	MN	\$30,000,000	Hispanic American
94	Priority Staffing Solutions, Inc	Deborah L. Weinstein	New York	NY	\$29,000,000	Hispanic American
95	Three Star Trucking Company	Denise A. Rays-Pellosma	Wayne	MI	\$12,500,000	Hispanic American
96	Contract Associates, Inc	Maria Griego-Raby	Albuquerque	NM	\$11,500,000	Hispanic American
97	Signet, Inc.	Elizabeth Tate	Memphis	TN	\$11,150,000	Hispanic American
98	Transtech LLC	Mary K. Davenport	Itasca	IL	\$9,500,000	Hispanic American
99	Environmental Waste Solutions, Inc.	Mary Catona	Media	PA	\$9,400,000	Hispanic American
100	Educorp Training & Consulting, Inc.	Sue Murray	Irving	TX	\$9,209,000	Hispanic American
101	Employment Resources, Inc.	Marcia McPherson	Tamanac	FL	\$8,310,000	Hispanic American
102	Oneup Web	Lisa Wehr	Traverse City	MI	\$8,000,000	Hispanic American
103	El Clasificado	Martha C. de la Torre	Norwalk	CA	\$11,431,043	Hispanic American
104	ABC Security Services, Inc.	Ana Chretien	Oakland	CA	\$7,800,000	Hispanic American
105	Ecco Select Corporation	Jeanette Prenger	Kansas City	MO	\$8,082,495	Hispanic American
106	Aluminum Supply Company	Nancy DE. Marshall	Detroit	MI	\$6,087,582	Hispanic American
107	Church Hill Classics	Lucie Vores	Monroe	CT	\$5,931,659	Hispanic American
108	Diamond Transportation Group, Inc.	Claudia Post	Philadelphia	PA	\$5,235,782	Hispanic American
109	Best Upon Request Corporate, Inc.	Tillie Midalgo Lima	Cincinnati	OH	\$4,072,518	Hispanic American
110	SSD Technology Partners	Barbara Hines	New Castle	DE	\$4,000,000	Hispanic American
111	Vacuum Systems International, Inc.	Diana Brehards	Cleveland	OH	\$3,434,000	Hispanic American
112	TECHNICAL LOGISTICS CORPORATION	Rhonda R. Ramsey	National City	CA	\$3,026,321	Hispanic American
113	Stoller Strides, LLC	Lisa Druyman	San Marcos	CA	\$1,250,000	Woman Owned
114	Exhib Tradeshow Marketing Experts,LLC	Debbie Jo Heckes	Albuquerque	NM	\$1,243,585	Woman Owned