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# CBJ

Corridor Business Journal

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# Lattice Communications No. 1

## 25 Corridor companies awarded for growth

By Pat Shaver  
pat@corridorbusiness.com

CORALVILLE—Lattice Communications has grown more than any other local company.

Fairfax-based Lattice was recognized for coming in at No. 1 on the Fastest Growing Companies list the *Corridor Business Journal's* event with the same name on May 21.

The company reported 325 percent growth between 2010-2012. Last year, Lattice debuted on the Fastest Growing Companies list with 186 percent growth and had 35 employees. Lattice now employs 50 people.

"It really is a nice moment to take a breath and enjoy our accomplishments," said Bruce Leventhal, Lattice owner and president. "It's very rare that we probably all take a minute to sit back and relax."

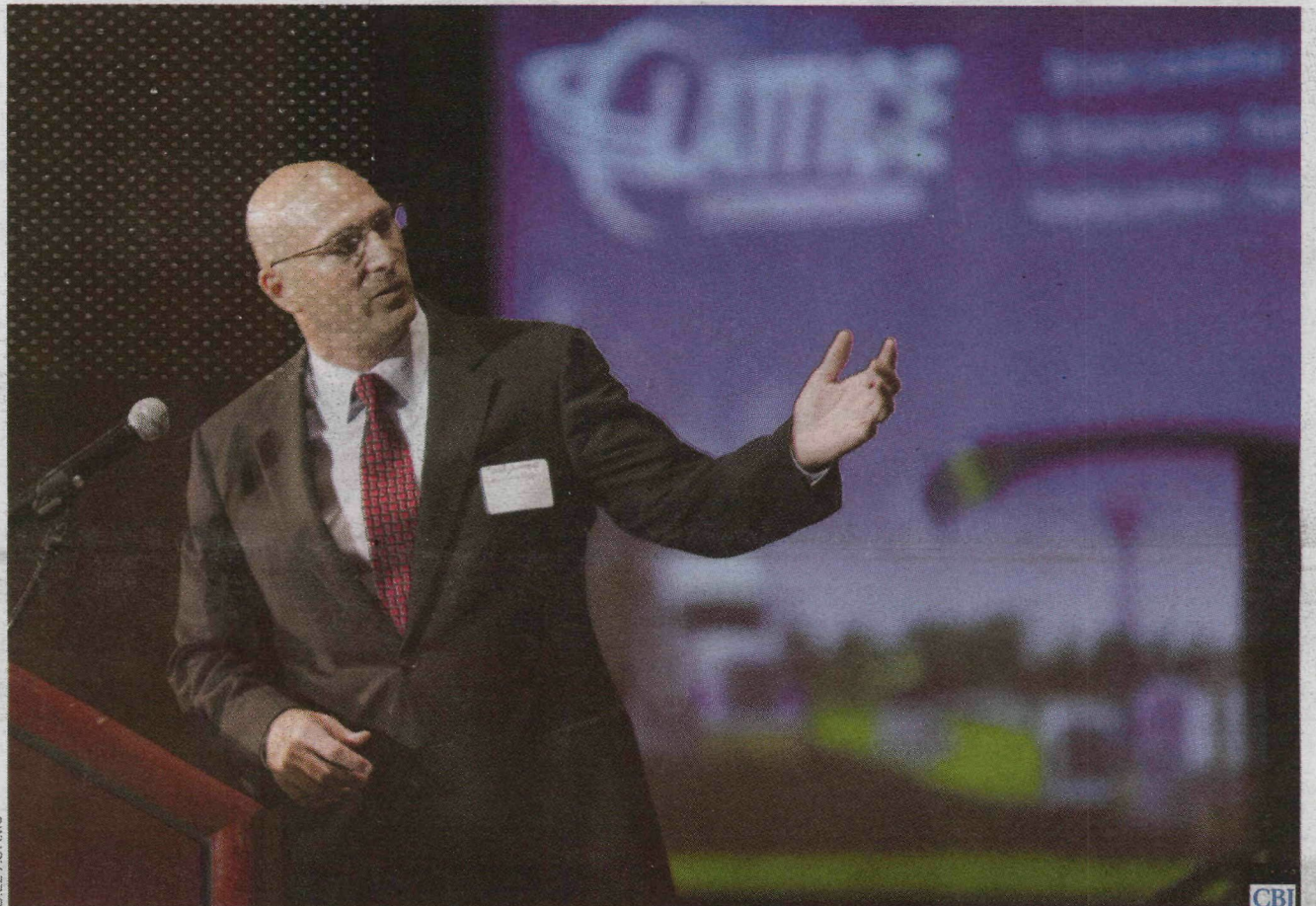
With more than 20 locations across the United States, Lattice Communications remains the largest stocking dealer of telecommunications products.

Lattice is a dealer of new and refurbished telecommunications shelters, cabinets, power equipment including rectifiers, power supply, fire suppression and HVAC and generators with new monitoring systems to ensure equipment reliability. The company produces its own line of custom concrete shelters to meet its client's projects demanding needs.

The Fastest Growing Companies event took place at the Coralville Marriott and honored the 25 companies in the Corridor. Companies had to earn at least \$350,000 annually and were ranked based on the percentage increase in revenue experienced from 2010-2012.

Of the 25 companies, 13 were new to the Fastest Growing Companies list. This is the sixth year the *Corridor Business Journal* has compiled the list.

Mr. Leventhal addressed his staff, noting their talent and persistence have allowed the company to grow.



BILL ADAMS

Bruce Leventhal, owner and president of Lattice Communications, speaks during the Corridor Business Journals Fastest Growing Companies event May 21. Lattice, based in Fairfax, was No. 1 on the list.

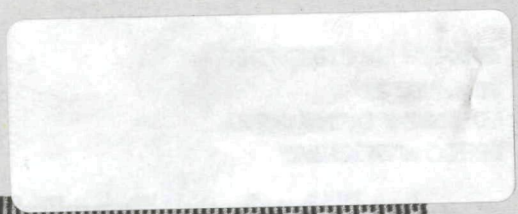
"I'm incredibly lucky to have you guys alongside. I wanted to take a minute to say thank you to you guys for the craziness and your hard work," he said.

The growth has been consistent over the past few years and last year Lattice was named the fifth on the list. In the midst of a challenging economic climate, Lattice tripled revenue and doubled its workforce in 2011.

LATTICE CONTINUES ON PAGE 19

#1	325.2% growth
<p><b>Lattice Communications</b> Fairfax   Founded: 2004 www.latticebiz.com   2nd time on the list</p>	

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## FOCUS: FASTEST GROWING COMPANIES

Featuring the CBJ List of  
Fastest Growing Companies



**Fastest  
Growing  
Companies  
Reception**  
Check out the  
event photos  
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845 Quarry Rd. Ste. 125  
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## LATTICE

CONTINUED FROM PAGE 1

"It truly is an honor," Mr. Leventhal said of the award.

One of the reasons for the quick growth is the fiber optic cable installation recently added by the company. Lattice offers aerial, underground and indoor fiber installation to help increase bandwidth, speed up connectivity and reduce costs.

"We're a very entrepreneurial company. Our growth is really dependent on our customer's needs and we challenge ourselves to go above and beyond for them," said Kendra Fish, Lattice's director of marketing.

Even with the company's rapid growth, Ms. Fish sees it continuing that trend during the next few years.

"I would definitely anticipate our growth continuing based on the entrepreneurial spirit we have and I know that's Bruce's vision for the company," Ms. Fish said.

Lattice also provides its own in-house turn-key construction services across the U.S. including: civil, concrete, electrical and project management. Lattice's products and services are unified with its in-house logistics business, eliminating the middle man.

"No matter the products or services, we all have a similar ascent. We have a lot of parallels," Mr. Leventhal said.

Before starting the company, Mr. Leventhal worked for McLeod. Lattice start-



Bruce Leventhal, left, owner and president of Lattice Communications, speaks alongside Lattice staff members during the Fastest Growing Companies event May 21 in Coralville. Lattice Communications ranked No. 1 on the list.

ed in 2002 but didn't really get off the ground until 2004. Mr. Leventhal was the single employee of the company until a few years ago.

"The challenge is not only getting on the list but staying on the list year after year," said Curt Nelson, president and

CEO of the Entrepreneurial Development Center. "This year, I challenged them to do so by taking inventory of their businesses' leadership styles, structures and overall cultures and to make at least one change that will keep them coming back year after year."

Last year's fastest growing company was Midwest Microwave Solutions with 516 percent growth. This year the company was No. 4 with 176 percent growth. Midwest Microwave Solutions produces highly-sophisticated radios for the government and large corporations. CBJ

### Did you make the list?

June 3  
Fitness Centers

June 10  
Records Management  
Companies

June 17  
Coolest Places to Work

June 24  
Marketing Ad/PR Firms  
and Promotional Products  
Companies

July 1  
Commercial Printers and  
Business Parks

July 8  
Website Developers

### Get on the list

Contact Angela today  
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