



The Fast Five

As the economy builds, these NH private companies soar.

BY MARK LALIBERTE

In 2002, NH's economy began pulling out of its spiral. In 2003, it leveled out. Today, it's gaining altitude. The five fastest-growing companies on the Private 100 list emerged from the recession of 2000-2001 to set the pace for the state's economy. eCopy, which led the pack in 2003, again experienced the greatest growth. The fastest-growing companies are determined by sales growth during the past three years.



Company Profile



Company: Technical Needs
Three-Year Growth Rate: 30.38 percent
Industry: Business Services
Product/Service: Temporary staffing services
President: Stephen Gudek
Founded: 1976
Headquarters: 18 Pelham Road, Salem 03079
603-898-3000
Number of Employees: 34 full-time
Web site: www.techneeds.com

THIRD FASTEST GROWING

A Leading Indicator

One indicator of the economy's strength is how well the temporary-staffing services are doing, says Technical Needs co-owner and CFO Ken Gudek. A strong showing tends to suggest that there is economic good fortune on the horizon.

Good news. Technical Needs, a temporary-staffing firm, is flying high.

"When times are going good, it means that companies are hiring more and are more comfortable with the economy. It directly affects us," says company president and co-owner Steve Gudek. "However, I would caution that temporary-staffing services is a volatile business. It takes a steady hand to make sure that the company can handle the rollercoaster ride."

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— Ken Gudek
Co-Owner and CFO of Technical Needs

A steady hand is what these two brothers provide, as they run a second-generation company that their father started in 1976. It is this constancy and understanding of both the industry and the region that the Gudek brothers credit with the company's growth. "We've been in the state for a very

long time. We know our marketplace and we expected this growth," says Ken Gudek. "Again, you have to realize that there will be ups and downs, so you need a conservative approach."

The business mode seems to be working as the company continues to succeed. "During the past (calendar) year, we've hired in excess of 2,500 people. They may only last a couple of months, but the companies that work with us tend to need people for an average of nine months, so having top-shelf people is important."

That means various employee screenings and background checks, according to Ken Gudek. "We have two vice-presidents that we give a lot of credit to for ensuring the high quality of the people we hire. Your reputation depends on hiring reliable people," he says.

With demand for temp services increasing, Technical Needs has created a new position, vice president of territorial development, that will scout communities to see where Technical Needs can be viable. "There are, on any given weekday, up to two million temps working in the U.S.," Steve Gudek says. "It is a vitally important part of our country's economy. It puts food on the table."

It also puts food on Technical Needs' table. That is why the company aggressively works with businesses to assess their temporary staffing needs. "You have to be on the road to continue to find clients," Ken Gudek says. "When you do that, however, they remember the company. The key to success is the ability to morph ourselves into the needs of our clients."