



How I Did It
CEOs Share
Their Secrets
of Explosive
Growth

25th Anniversary

SPECIAL ISSUE

Inc.

The Handbook of the American Entrepreneur

**AMERICA'S
FASTEST
GROWING
PRIVATE
COMPANIES**

500

LightWedge NO. 499

305% Three-Year Growth

REVENUE: \$3.8 million EMPLOYEES: 9

FOUNDED: 2001 Nantucket, Mass.

What it does: Manufactures and sells reading accessories. The flagship product is a \$35 flat panel that lights a page via an LED light.

Why it's growing: Wide distribution—everything from indie bookstores to mega retailers.

That, and aggressive pricing: Competitive products sell for around \$20. *Testimonials:*

The LightWedge—get a look at it on page 125—is made specifically for reading in bed; it illuminates the reader's page without disturbing the person one pillow over. CEO Jamey Bennett says he gets notes every month that say, "You saved my marriage."

500 PROFILES OF SUCCESS

INCLUDING

The new No. 1 company (5,629% three-year growth), the biggest job creator (6,591 employees), and the flat-out biggest company ever to appear on this list, with annual revenue of **\$3.4 billion**

PLUS

What the CEOs think about compensation, benefits, politics, and cashing out

#499

LightWedge

I Thee Wedge Yeah, it's a book light, but it's also a relationship saver. Using a tapered sliver of acrylic, the LightWedge directs soft beams of LED light onto a page without any of it escaping into the eyes of someone slumbering nearby.

