

ALONG THE DELAWARE

Rolling on the River

The Southern New Jersey Leadership Council shows off hundreds of millions of dollars of waterfront projects in Camden and Gloucester counties.

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NJBIZ

ALL BUSINESS ♦ ALL NEW JERSEY

TOP 100

PRIVATELY HELD COMPANIES

WAYNE

The Joys of Being Private

Big-name local retailers enjoy their new-found freedom

NEWARK

Computer Wizards vs. Terror

NJIT fields a program designed to keep industry

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ny of the Discovery Channel and The Learning Channel. Hudson operates other non-newsstand stores including Hudson Booksellers, Kids Works and Crabtree & Evelyn.

But the secret to the company's success has been focusing on "our two primary businesses, which is the wholesale magazine business and the retail airport-newsstand business, for a long, long time," says Cohen.

Isaac Cohen, James Cohen's grandfather, started The Bayonne News Co., a distributor for the William Randolph Hearst-run *New York Evening Journal*, in 1918. Eight years later the distributor became incorporated as the Hudson County News Co. The company began selling magazines after World War II and opened its first retail location at the then-Newark Liberty International Airport in the late 1970s.

But the retail business really didn't pick up steam until 1987 when Hudson unveiled a branded store at LaGuardia Airport with "modern styling and [an] increased number of [magazine] titles," says Cohen. Hudson sells almost 1,000 such titles in varying genres from its network of wholesales suppliers.

Since the distribution business is mature, Hudson's growth in that division comes most-

TOP 100 FACTS

MOST EMPLOYEES

RANK	COMPANY	N.J. Employees
3	Pro-Build Holdings	15,000
32	The Shevell Group	5,000
1	Toys "R" Us	4,166
54	Big M	3,500
44	GAB Robins	3,347
62	Air Safety Equipment	3,200
8	Bradco Supply	3,100
2	Wakefern Food	2,600
12	New Jersey Manufacturers Insurance	2,415
15	Telcordia Technologies	2,300

ly from acquisitions, says Cohen. However, the retail unit "generates its own internal growth," for the most part because the U.S. airport market is "huge," he says. The company has stores in three Canadian airports but has no immediate plans to expand overseas.

If they do head to other foreign soil, Robert Cohen, James Cohen's father, might be leading the charge. The 81-year-old Hudson chairman still "comes in every day. He never fails to make some suggestions and critiques. He's got quite a lot of experience so we usually listen to him," says the younger Cohen. ♦

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TOP 100 PRIVATELY HELD COMPANIES #39

Squeezing the Profits out of Fruit

By Victoria Hurley-Schubert

CLEMENT PAPPAS & CO., family-owned and operated since 1921, is a juice bottler that makes sure it keeps evolving with changes in consumer demand.

Sixty years ago, it was canning local produce. Today fruit juices that are labeled as store brands make up 90% of the company's sales, says Peter Pappas, president and COO of the Seabrook-



Dean and Peter Pappas

based beverage bottler. "As retailers have concentrated and become larger, they want to brand their stores and they find they can do that effectively by providing their own corporate brands to customers at good value prices," says Pappas. "The chain stores can drive a little higher [profit] margin selling their own

Top 100 Private Companies

Ranked by 2005 revenue (in millions)

RANK	COMPANY YEAR ESTABLISHED	ADDRESS PHONE FAX WEBSITE	SENIOR EXECUTIVE TITLE	TYPE OF BUSINESS/PARTIAL LIST OF SPECIALTIES NEW JERSEY EMPLOYEES	REVENUE 2005
56	Dialamerica Marketing 1976	960 Macarthur Boulevard Mahwah 07495 (201) 327-0200 (201) 327-6821 www.dialamerica.com	Arthur W. Conway CEO and President	Telemarketing 700	180.00
57	Best Manufacturing NA	10 Exchange Place Jersey City 07302 (201) 356-3820 (201) 356-3816 www.bestmfg.com	Scott Korman Chairman and CEO	Textile furnishings 1,100	178.60*
58	Amboy National Bank 1888	3590 US Highway 9 Old Bridge 08857 (732) 591-8700 (732) 591-0705 www.amboybank.com	George E. Scharpf President and CEO	Bank 250	178.00
59	Aerosoles / Aerogroup International 1987	201 Meadow Road Edison 08817 (732) 985-6900 (732) 985-1332 www.aerosoles.com	Jules Schneider CEO	Women's footwear 200	175.00
60	Global Consultants 1991	25 Airport Road Morristown 07960 (973) 889-5200 (973) 889-2960 www.g-c-i.com	Hiten Patel Chairman and CEO	IT services 1,000	174.00
61	Air Safety Equipment 1976	P.O. Box 147 Holmdel 07733 (732) 591-9412 NA www.airsafetyequipment.com	Shital Rajan President	Aircraft parts, maintenance, and aircraft charter service for B747-200 and B747-400 3,200	168.00
62	Spencer Gifts 1947	6826 Black Horse Pike Egg Harbor Township 08234 (609) 645-3300 (609) 645-8062 www.spenceronline.com	Steven Silverstein CEO and President	Office supplies/gift stores NA	168.00