



INTRODUCING
THE 2008

Aggie 100

TOP

Tesoro Homes and Development, Ltd.

San Antonio, Texas
Clay Schlinke '94,
Owner

Industry: Construction
Growth Rate: 261.51%
Year Founded: 2003



1 For Clay Schlinke '94, one thing just led to another and today, he leads the number one company on the 2008 Aggie 100. After graduation, Clay moved to San Antonio where he started purchasing and rehabilitating older homes. From there he parlayed his expertise into building new single family homes, a subdivision in El Paso and, ultimately townhomes and fourplexes in appreciating markets. His goal is to become the largest townhome and fourplex builder in the country. With a 261% growth rate, he is well on his way. His Aggie roots have helped him in the business. He can tell you stories about doing business with Aggie bankers, vendors and contractors where the Aggie bond opens doors and creates instant respect. He'll also tell you that the entrepreneurship courses he took as a student provided him with analysis skills and confidence to run his own business. Looking forward, while Clay is striving to be the biggest in the business, he is also building a company that he can pass down to future generations.

Latshaw Drilling & Exploration

Tulsa, Oklahoma
Trent Latshaw '75,
*President, Owner,
Founder*

Industry: Oil & Gas
Drilling Contracting
Growth Rate: 258.20%
Year Founded: 1981



2 Trent Latshaw '75 set a goal, at age 18, for having his own oil & gas drilling company. And, true to that goal, he started Latshaw Drilling & Exploration when he was only 5 years out of college. Little did he know when he started Latshaw Drilling & Exploration in 1980 that the industry was about to head into a freefall. He describes that time as 'going downhill, screaming on this roller coaster with our hair on fire!' With perseverance and the will to control his own destiny, he survived and now is the number 2 company on the 2008 Aggie 100. Does he take advantage of the Aggie Network? Every chance I get, says Trent. 'It may not always help, but most of the time you can at least get an Aggie to return your phone call.'

D&S Factors LLC

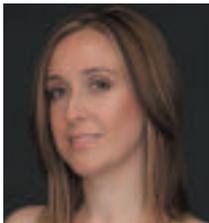
New Plymouth, Idaho
Scott Moscrip '93,
CFO, Owner, Founder

Industry: Transportation/Finance
Growth Rate: 225.03%
Year Founded: 2003



3 The number 3 place on this year's Aggie 100 is occupied by a multi-year honoree, Scott Moscrip '93. Scott loves creating solutions to problems. The genesis of D&S Factors was Scott identifying a need for one of his Internet Truckstop customers – helping solve a cash flow problem. With the intention of filling a hole in his industry, D&S Factors was born. And, there was apparently much need – because Scott remains surprised about their success and rapid growth. Scott will also tell you that his Aggie education taught him to be flexible; to take assigned tasks regardless of how mundane or 'below' his skill level it may seem. Perseverance, flexibility and a get it done attitude have helped him enjoy success. With two companies on the 2008 Aggie 100, it's obvious Scott enjoys seeing new ideas grow and bloom.

Hotslings, Inc.
 Dallas, Texas
 Kristen DeRocha '96,
CEO, Owner, Founder
Industry:
 Manufacturing
Growth Rate: 164.90%
Year Founded: 2003



4 The theme of this year's Aggie 100 may be "creating the future" but Kristen DeRocha's young company literally "carries the future." Her company, Hotslings, Inc., sells pouch-style baby slings of her own design. Born out of her frustration with offerings that didn't fit and cut into her baby's legs, Kristen drew on the discipline and follow-through she learned as an Aggie to develop her own product. She claims to be surprised by the product's popularity, but good design and market need always win as evidenced by Hotslings number 4 position on this year's Aggie 100.

Desert Industrial X-Ray, LP
 Odessa, Texas
 Douglas Frey '77
CEO, Owner
Industry: Oil & Gas
Growth Rate: 138.25%
Year Founded: 1999



5 Last year number 6, this year number 5 – obviously, the company co-founded by Douglas Frey '77 is doing something right. Douglas and his partner bought the assets of an existing company and formed Desert Industrial X-Ray in 1999 after he was laid off from a major oil company. Unencumbered by big company rules and equipped with a belief in "safety, quality and service" they have led the Company to sustained growth and a great example of picking yourself up after a bad turn of events. In fact, Doug jokes that he is the "poster child for life after layoffs." Now Doug wishes he had taken the entrepreneurial plunge earlier.

River Place Golf Group L.P.
 Austin, Texas
 Todd Routh '86,
President
Industry: Golf Resort
Growth Rate: 133.79%
Year Founded: 2001



6 Todd Routh took something he loved to do and a desire to control his own destiny and turned them into a two-time Aggie 100 honoree, this year climbing to number 6. According to Todd, the development of River Place Golf Group is partially a testimony to the strength of the Aggie Network. He'll tell

you the Company has grown larger and faster than expected and attributes part of that success to the many Aggie relationships established over the years. We're certain that a major part of that growth also stems from Todd's ability to find something he loves to do – a great lesson for any entrepreneur.

Earth Information Technologies, Corp.
 Madison, Wisconsin
 Dan Rooney '92, *CEO, Owner, Founder*
Industry: Information Systems
Growth Rate: 128.17%
Year Founded: 1999



7 Dan Rooney claims that he had no expectations when he started his business while working on his PhD at the University of Wisconsin. He may not think he had expectations in 1999, but it is clear that he had vision and saw the way that GPS would change people's lives. With quality team members and the life lessons learned from his time in the Corps of Cadets, Dan has built his company into a multi-year Aggie 100 honoree, earning the number 7 spot on the 2008 list. Looking forward he hopes to one day use his PhD and business experience to motivate others to take a chance and make the world a better place.

Premier Placement Media, LTD
 Cypress, Texas
 David Gedeon '96,
President, Owner, Founder
Industry: Online Advertising
Growth Rate: 118.76%
Year Founded: 2001



8 Premier Placement Media continues to take advantage of the growth in internet advertising and the vision of David Gedeon '96 who had the confidence to quit his "day job" and run with a new idea. Without a background as an entrepreneur, he quickly learned some important lessons. For example, he'll tell you he should have been more aggressive in acquiring new clients. That said, he loves being a business owner because "you determine your own success." He may have jumped into entrepreneurship but he'd do it all over again if he could. In fact, he is already thinking about other businesses that might one day follow Premier Placement Media.

Project Solutions International (Thailand) Company Limited
 Bangkok, Thailand
 Bob Albers '87,
Managing Director
Industry: Information Technology
Growth Rate: 103.50%
Year Founded: 2001



9 When asked if everything has gone as expected, Bob Albers '87 will tell you "being in Thailand, nothing goes easy or as expected." He must be managing what life throws at him fairly well, however, because Project Solutions is a top 10 Aggie 100 company for the second year in a row. Today, the Company works on three continents and employs people of 12 nationalities creating a lot of demand for Bob's time and attention. He claims to love it however, saying, "The best thing is the knowledge that whatever happens, it is all up to you and you are responsible for your own destiny."

Next IT Corporation
 Spokane, Washington
 Fred Brown '84,
President, CEO, Founder
Industry: Software
Growth Rate: 97.75%
Year Founded: 2002



10 After selling his previous company in 2002, Fred Brown '84 decided to act on his idea that computer programs should adapt to humans rather than the other way around. Next IT, however, is about more than applying artificial intelligence algorithms to human-machine interfaces. It is also about creating jobs in Spokane and showing employees how they can create their own future through entrepreneurship. At number 10 on this year's list, Fred is setting a good example for them. When asked about his A&M education he says "the logic, problem solving, and ethical approaches to business that were the foundation of my Aggie education are core principles I use every day at Next IT."



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