

fastest

GROWING COMPANIES

#2 / 817%

Hybrid Transit

This company is where the rubber meets the road.

Hybrid Transit connects businesses with products to ship with the carriers available for transport.

"We match up shippers with carriers, so we're between the wall and the wallpaper," said Robert Helgens, president of Hybrid Transit. "We keep things glued together."

The company consists of two divisions, Hybrid Transit Inc., the trucking business and Hybrid Transit Systems, the third-party logistics arm. It works with trucking, rail and air freight carriers to help deliver packages across the country.

"Usually transportation managers will have a pecking order of anywhere between five and 10 carriers," he said. "And they'll start going through those carriers and on any given day you get to CRST and they'll say we don't have enough equipment and they'll go to J.B. Hunt and they'll say they can take two loads today but they can't take three because they don't have enough trucks in the area. Every transportation manager has their list of people like us where we are working with the open market; we have 8,000 carriers set up in our database."

Hybrid Transit has experienced 817 percent



growth during the past three years.

"We've been in the industry since 1982 so we have a lot of relationships and we have a lot of contacts," he said. "Our biggest formula is we have people who trust us. It's a simple formula that people trust you and they get to like you and you do business with people you like to do business with."

Those relationships were built on the understanding of the importance of transportation to customers.

"It's an important factor," Mr. Helgens said. "They're doing all their work in the factories to get everything together and we're just the last leg, we're the last mile of what they do and that last mile is important to get it to the final user. So we have to do it in a way the people want to have it done and we listen to them and we have a quiet confidence in what we do."

— Gigi Wood

Corridor's Fastest Growing Companies

(Ranked by Percentage Revenue Increase from 05-07)

RANK	Name/Address	Contact Information	Percentage Revenue Increase from 05-07	Top Local Executive	Number of Local (FTE) Employees	Year Established	Description
1	Asoyia LLC 2730 Naples Ave. SW, Ste. 104 Iowa City, IA 52240	(319) 339-4645; fax (319) 339-4647 www.asoyia.com	851	Greg Keeley	9	2004	A farmer- and employee-owned company that grows and processes 1 percent ultra low linolenic soybeans to produce oil that is trans fat-free.
2	Hybrid Transit Systems Inc. 2525 18th St. SW Cedar Rapids, IA 52404	(319) 261-0749; fax (319) 261-0754 www.hybridtrans.com	818	Robert Helgens	15	2005	An asset-based, federally licensed contract carrier and transportation brokerage which brings together a management team that utilizes daily knowledge of market capacity and depth of relationships to provide cost competitive transportation solutions for their shippers.
3	Express Auto Delivery 222 Third Ave. SE, Ste. 272 Cedar Rapids, IA 52401	(866) 892-3537 www.expressautodelivery.com	621	Kirk Taylor	62	2003	Provides top quality, reliable auto transport services without all of the traditional industry hassles.
4	MobileDemand 1350 Boyson Rd., Bldg. B Hiawatha, IA 52233	(319) 363-4121 www.ruggedtabletpc.com	312	Matt Miller	7	2003	Provides complete rugged handheld computer systems for a variety of industries and applications.
5	kor 808 Third Ave. SE Cedar Rapids, IA 52403	(319) 362-0055; fax (319) 362-8412 msegriff@korllc.com www.korllc.com	235	Mary Piazon Segriff	4	2004	Commercial interior design firm and furniture dealership specializing in space planning and furniture programming while designing from the inside out.
6	ServiceMaster 380 5607 Fourth Street Ct. SW Cedar Rapids, IA 52404	(319) 363-0136; fax (319) 363-0138 www.servicemaster380.com	197	Craig Mettile	20	2003	The state's largest cleaning contractor specializing in the restoration of property destroyed by fire, water, mold, wind and vandalism.
7	Geonetric 4211 Glass Rd. NE, Ste. A Cedar Rapids, IA 52402	(800) 589-1171 (319) 221-1667; fax (319) 221-1450 www.geonetric.com	156 ^①	Eric Engelmann	55	1999	Helps hospitals across the country engage their patients and communities online through web strategies, client service and software. Their software product, VitalSite, allows hospitals to manage their content on multiple web sites, cross-promote relevant health information and increase interactivity with patients online.
8	Reminisce 70 Circle Dr., Ste. A North Liberty, IA 52317	www.designbyreminisce.com	144	Matt Gibson	8	2002	In 2002, after seeing a void in the marketplace for themed scrapbook products, they formed the manufacturing side of the business in 2003. Today they supply more than 1,700 different products to more than 8,000 retail stores throughout the world.
9	Genova Technologies 5250 North River Blvd. NE Cedar Rapids, IA 52411	(319) 378-8455 sales@genovatech.com www.genovatech.com	115	Dawn Ainger	41	1993	Provides technically superior information systems services that ensure customer satisfaction.
10	Iowa Northern Railway Paramount Theatre Building, 305 Second St. SE, Ste. 400 Cedar Rapids, IA 52401	(319) 297-6000; fax (319) 297-6005 www.iowanorthern.com	89	Daniel R. Sabin	15	1984	With major terminal points of Cedar Rapids, Waterloo/Cedar Falls, Oelwein and Manly, the family-owned business is an ag-based, full-service, 163-mile railroad serving Eastern and Northeastern Iowa.
11	Bankers Trust Co. 221 Third Ave. SE Cedar Rapids, IA 52401	(319) 896-7777 www.bankerstrust.com	89	Timothy Kintner	37	2003	A community bank in Cedar Rapids that offers the product depth and capabilities of the large chain banks and the personal service made possible by being a locally-managed community bank to both businesses and individuals in the Corridor.
12	VIPS 850 Twixt Town Rd. NE Cedar Rapids, IA 52402	(319) 377-4078 www.vipschools.com	73	Scott Weiss	13	2000	A single-source provider of K-12 furniture equipment and software solutions to provide everything schools need from desks to chairs to customized district portals and learning sites.
13	OPN Architects Inc. 200 Fifth Ave. SE, Ste 201 Cedar Rapids, IA 52401	(319) 363-6018; fax (319) 363-7349 opn@opnarchitects.com www.opnarchitects.com	72	Daniel Thies	49	1979	A design-oriented service architecture firm that provides services to private, public and institutional clients in 24 states.
14	World Trend Financial 210 Second St. SE, Ste. 400 Cedar Rapids, IA 52401	(319) 364-3041 www.worldtrendfps.com	67	Tory Meiborg	11	1991	Full-service brokerage firm offering custom financial portfolio services and proven, risk-intelligent investment strategies for both businesses and individuals. Locally known as a conservative, first-class investment firm with a primary goal of helping clients build and preserve wealth to achieve financial security.
15	RuffaloCODY 65 Kirkwood N. Rd. SW Cedar Rapids, IA 52404	www.ruffalocody.com	59	Al Ruffalo	300	1991	A leader in providing fundraising, phonathon management, CAMPUSCALL software for phonathon automation, enrollment management, planned giving identification, consulting and other strategic solutions for nonprofit organizations.

Source: The companies featured on this list submitted information to an independent auditor for verification. ^① Figure from 04-06.