


The new guys.(on New Mexico Private 100 list)

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Six companies, ranging from a technology firm to an auto dealer, have joined the List for the first time.

NEW NAMES HAVE JOINED familiar ones on the New Mexico Private 100 list this year. Six firms, covering a wide variety of endeavors, tell us how they started, how they grew and where they want to go from here. Diverse as they and their markets may be, these companies have one thing in common: they are New Mexico success stories.

<Edited for length>

Steve Griego, president and CEO of Distribution Management Corporation, describes his firm as a logistics company. The company's own fleet of aircraft and own ground systems speed time-sensitive, asset-based documents "within hours, not overnight." It is regional, operating mainly in the Southwest, employing 180 people and maintaining 26 aircraft and 140 or 150 cars plus trucks and vans. Bad weather doesn't stop delivery; Griego's company will come up with alternative solutions if needed. "It's critical that we get our documents to their destination," he says. Service is to a very defined, non-retail market and thus most of the company's marketing is the word-of-mouth kind. Griego feels that Albuquerque is a good spot logistically in the Southwest. A native of Albuquerque who went to school there and worked in banking, he founded the company in 1986. Currently it grows as its customers expand, but in the future Griego will look at growth via acquisitions.