

Centennial Communications Corp.

3349 Route 138
Wall, NJ 07719
Phone: (732) 556-2200
Web Site: www.centennialcom.com
Products/Services: Telecommunications

Thomas E. McInerney
Chairman
Michael J. Small
CEO
Phillip H. Mayberry
President-Domestic Operations
Thomas J. Fitzpatrick
Executive Vice President and Chief Financial Officer
Thomas E. Bucks
Senior Vice President, Controller
Nassry G. Zamora
Senior Vice President, Human Resources
Tony L. Wolk
Senior Vice President, General Counsel

Comments: Founded 1988, one of largest independent wireless telecommunications service providers in US and Caribbean serving over 900,000 wireless subscribers as of 2002> Offers cellular service in OH, MI, IN, MS, LA and TX, also maintains most extensive broadband network in Caribbean, owns and operates wireless licenses and provides voice, data and Internet services on wireline networks for Puerto Rico, Dominican Republic, and US Virgin Islands> Also holds minority shares in US cellular operations controlled and managed by other operators> Acquired in 2000 majority interests in All America Cables and Radio, international long distance and wireless provider in Dominican Republic; and Pegasus Cable TV, which serves 170,000 homes and 55,000 customers in western Puerto Rico> About 100 employees in NJ of 2,300 worldwide> Fiscal year ending May 31, 2003, revenues increased 4% from prior year to \$745.7 million, net loss \$111.9 million for fiscal year 2003, increase of \$34.4 million compared to prior year.

Champion Fasteners

707 Smithville Road
Mt. Holly, NJ 08060
Phone: (800) 755-2693
Fax: (609) 267-2745
e-mail: sales@champfast.com
Web Site: www.champfast.com
Products/Services: Industrial fasteners

Robert V. Santare
President

Comments: Founded 1990 by Bob Santare and Aldo Magazzeni,

manufactures and markets stud welding fasteners and specialty fasteners primarily for industrial markets used in pumps, compressors and heat transfer units> About 70% of sales to manufacturers; rest to distributors> Utilizes arc welding process in which fasteners end-joined to metal workpieces instantaneously, thus improving strength of welds> Markets through national network of independent resellers, direct to several end users and through agents in several selected geographical areas> Owns, operates 30,000 square foot manufacturing facility in Mt. Holly manufacturing capability and actively participates in several job training and School to Work Programs in partnership with local technical schools and county colleges> Named 2002 NJ Small Business of Year by US Small Business Administration> 55 employees> Approximately \$6 million in sales.

Checkpoint Systems

101 Wolf Drive
Thorofare, NJ 08086
Phone: (856) 848-1800
Fax: (856) 848-0937
Web Site: www.checkpointystems.com
Products/Services: Electronic surveillance systems

George Off
Chairman and CEO
Michael E. Smith
President
W. Craig Burns
Executive Vice President, Chief Financial Officer & Treasurer
Teresa McHale
Personnel Manager
Glenda Laudisio
Manager, Corporate Communications

Comments: Founded 1969, world's leading provider of advanced microcomputer and radio frequency theft-prevention systems for retailers> Products include electronically coded tags employed in stores, libraries that trigger alarm if not removed prior to passing a screening device> Also produces electronic access control systems restricting access to buildings or high-security areas> Completed \$265 million acquisition 1999 of Meto AG based in Germany, primary products barcode systems, increases worldwide electronic article surveillance market share to 33%, now 4,500 employees and operations in 27 countries> Customers include large retail chains, supermarkets, including Pep Boys auto parts chain; ROYAL AHOLD supermarkets> Manufacturing primarily in Puerto Rico> Public company traded

on NASDAQ> Approximately 500 employees in NJ> Revenue for 2002 \$639.5 million compared to \$658.5 million in 2001, net loss of \$47.2 million compared to income of \$6.6 million in 2001.

Children's Place Retail Stores

915 Secaucus Road
Secaucus, NJ 07094
Phone: (201) 558-2400
Fax: (201) 558-2841
Web Site: www.childrensplace.com

Ezra Dabah
Chairman & CEO
Seth L. Udasin
Vice President, Finance, Chief Financial Officer & Treasurer
Steven Balasiano
Vice President, General Counsel and Secretary
Jodi Barone
Vice President, Marketing
Charles Messina
Vice President, Human Resources

Comments: Operates 644 stores, including 616 stores in U.S. and 28 in Canada, primarily in malls, also sells merchandise through Web site www.childrensplace.com> One of fastest-growing US retailers, opened over 100 stores annually in both 2001 and 2002, projects operating 1,000 stores by end of 2005> Merchandising strategy based on offering fashionable collection of interchangeable outfits and accessories to create coordinated look for children from newborn to 12 years old> Founded 1969 by two Harvard Business School MBAs as senior thesis project, company later controlled by Canadian developer Robert Campeau until his retail empire collapsed in 1980s, chain purchased out of bankruptcy protection in 1989 by CEO Ezra Dabah and family, Dabah former executive with bankrupt clothing maker Gitano Group, controls about a third of stock> 31 stores in NJ as of May 2002> In July 1999, relocated to 204,000 square foot distribution center and corporate headquarters facility in Secaucus> Clothing produced primarily by manufacturers in China, Hong Kong, Taiwan, and Turkey> About 900 employees in NJ of total 10,400> Fiscal Year ending February 1, 2003 net sales increased 2% to \$671.4 million, net income \$8.9 million, compared to \$46.6 million \$46.6 million in prior year.

high debt burden, investor concerns over telecommunications industry led to sharp drop in stock price, downgrade of debt rating, reports of potential liquidity crisis, announced layoffs, delayed start of previously announced construction of new 1.5 million-square-foot headquarters office complex in Lawrenceville to conserve capital> August 2002 sale of its NJ cable systems in Mercer, Somerset region, Bayonne, Jersey City and Fairview for \$245 million in cash to private equity firm Spectrum Equity Investors and long-time cable entrepreneur Steve Simmons, with Simmons operating systems as Patriot Media & Communications> State of NJ committed \$15 million in financial incentives to retain headquarters in NJ, currently 500 employees in NJ of total 4,400> Created by 1997 restructuring of former C-TEC Corp., originally formed as spin-off and financing by Midwest builder and investment firm Peter Kiewit Sons, early installer of cable TV and fiberoptic systems> CEO David McCourt started career as builder, installed cable and fiberoptic networks for MFS Communications, Kiewit-backed communications firm which became core component of current MCI WorldCom, nation's second-largest long-distance carrier following 1998 merger of Worldcom and MCI> Board of directors includes Alfred Fasola, former CEO of now-dissolved Herman's Sporting Goods, former director, State of NJ Office of Management and Budget in THOMAS KEAN administration and prominent Republican activist> 2002 revenues \$457.4 million, flat with 2001, loss of \$1.4 billion compared to loss of \$232.3 million in 2001.

RLB Food Distributors

2 Dedrick Place
West Caldwell, NJ 07006
Phone: (973) 575-9528
Fax: (973) 575-1019
e-mail: rlb@rlbfood.com
Web Site: www.rlbfood.com
Products/Services: Food Distribution

Robert L. Bildner
President and CEO
Elisa Spungen Bildner
President-FreshPro Division
Jeff Shilling
Director of Produce Procurement
Patricia Salmon
Director of Human Resources

Comments: Specialty food distributor providing over 2,000 produce, deli and bakery products to over 300 high-end and gourmet supermarket chains, independent stores and conference centers located from Boston and Albany

to NY City, NJ and Washington DC, with 50 customers based in NJ> Clients range from D'Agostino Supermarkets and Gourmet Garage in New York City to KINGS SUPER MARKETS and Hamilton Park Conference Center> Privately-held, sales over \$100 million annually, 150 employees> Announced agreement 2000 to process and distribute fresh-cut pineapples, melons and vegetables for Del Monte Foods> Founded 1985 by CEO Robert Bildner and wife> Bildner son of Allen Bildner, former CEO of KINGS SUPERMARKETS and Joan Bildner, member, Board of Governors, RUTGERS UNIVERSITY, and grandson of Kings founders, family-owned business from 1936 founding until 1988 sale to Marks & Spencer, London-based retailer, Allen Bildner part of investment group led by RAYMOND CHAMBERS, LEWIS KATZ acquiring NJ Nets NBA franchise 1997, now part of YankeesNets> RLB operates 50,000 square foot warehouse with 10 separate temperature and humidity zones adjacent to headquarters of Kings in West Caldwell, and supplies all 20 Kings stores> First commercial food distributor in metropolitan area to mass market organic produce to conventional supermarkets, supplies certified organic produce grown in US, Canada, Dominican Republic, Mexico, and Israel to 250 stores in metropolitan area> CEO Robert Bildner former attorney in private practice, once served under Ralph Nader, also as director of consumer services for NJ Department of Insurance.

Russ Berrie and Company

111 Bauer Drive
Oakland, NJ 07436
Phone: (201) 337-9000
Fax: (201) 405-2452
Web Site: www.russberrie.com
Products/Services: Distributor of impulse gift items

Josh Weston
Chairman
Andrew Gatto
President & CEO
Curtis Cooke
Chief Administrative Officer
John D. Wille
Vice President and Chief Financial Officer
Guy M. Lombardo
Vice President-Management Information Systems
Arnold S. Bloom
Vice President, Secretary and General Counsel
Eva Goldenberg
Human Resources Director

Comments: Designs and markets over 6,000 impulse gift items, including teddy bears and other stuffed animals, mugs, picture frames, baby gifts, candles, kitchen magnets distributed to card and gift stores, florists, pharmacies, party shops, stationary stores, hotels, airports and hospital gift shops in US and most countries throughout world> Founder and CEO Russell Berrie died December 2002, widow ANGELICA BERRIE served as CEO January-May 2004, succeeded by Andrew Gatto, formerly with TOYS "R" US> Announced April 2004 sharp drop in earnings, sales, stock dropped 20% following disclosures, also terminated exploration of potential sale of company> Chairman JOSH WESTON retired CEO of AUTOMATIC DATA PROCESSING> Russell Berrie former salesman, founded company 1963 with \$500 in capital, noted philanthropist, with wife gave \$5 million challenge grant to support construction of \$25 million Russell & Angelica Berrie Center for Humanistic Care at ENGLEWOOD HOSPITAL opened 2001; \$13.5 million 1997 to Columbia Presbyterian Medical Center to establish diabetes research center> Employs 1,600 people in facilities throughout US, Asia, Canada and England, 400 in NJ> Operates three regional distribution centers> Listed on NY Stock Exchange> 2003 sales up 2.6% to \$329.7 million, net income \$34.7 million compared to \$46 million in 2002.

Sabinsa Corporation

121 Ethel Road West
Unit #6
Piscataway, NJ 08854
Phone: (732) 777-1111
Fax: (732) 777-1443
e-mail: info@sabinsa.com
Web Site: www.sabinsa.com
Products/Services: Nutritional supplements, pharmaceuticals

Muhammed Majeed, Ph. D.
CEO
Todd Norton
President and Chief Operating Officer
Mark C. Sysler, Sr.
Executive Vice President of Marketing & Sales
Jayasankar A. Nair
Vice President of Finance & Chief Financial Officer
Vladimir Badmaev, M.D., Ph.D.
Vice President, Scientific and Medical Affairs
N. Kalyanam, Ph.D.
President, Research & Development
Madhu Subramanian
Vice President and Controller

Comments: Manufactures and markets phytonutrients, ayurvedic herbal extracts

212 Emerging Firms>>NJ Directory:The Insider Guide

William Zinsser on Manhattan's West Side, established first US plant to manufacture shellac> Bulls Eye Shellac brand soon became popular as first quick-dry, clear finish available in country> Sold NY facilities 1974 and relocated to new facility in Somerset, 1991 purchase of second facility in Somerset, and third in Newark> Grew both as supplier to paint industry and to industries using shellac for such applications as phonograph records, hats, furniture, floor waxes, and food-grade confectioners and medicinal glazes, later concentrated on developing products that would simplify decorating for painting contractors and do-it-yourselfers> Trademarked products include B-I-N, original white-pigmented, shellac-based, primer-sealer; Bulls Eye 1-2-3 Primer-Sealer; Cover-Stain Primer-Sealer; H2Oil-Base Primer-Sealer; Perma-White Mildew-Proof Paint; Shieldz Universal Pre-Wallcovering Primer; DIF Wallpaper Stripper; Paper Tiger and Paper Scaper Wallcovering Scoring Tools; BONDEX texture paints and additives.