

...a good investment
...see it.

RSM McGladrey congratulates our client, Gary Halleen, president and CEO of API Outsourcing, Inc., on being named the 2004 *Twins Cities Business Monthly* Entrepreneur of Year in the category of "Realizing Business Potential."

RSM McGladrey is an international business services firm offering mid-sized companies business and tax consulting, wealth management, retirement resources, payroll services and corporate finance.

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What now?



Disneyland, of course.

The Magenic staff and clients would like to congratulate **Paul Fridman** and **Greg Frankenfield** on winning the 2004 Ernst & Young Entrepreneur of the Year.

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Larry Zavadil, American Solutions for Business

the nation's largest distributor of printed material, printing technology, office products, and promotional products for businesses. The company has relationships with more than 6,000 vendors.

In His Own Words: "We treat the customer as an ally rather than as an adversary. We feel that we at American are the most proactive and non-threatening partner to work with in the [printing] industry."

Scott Litman and Dan Mallin

Company: connect@jwt

Headquarters: Minneapolis

Founded: 1991

Employees: 250

Web: www.connect.jwt.com

Revenues (2003): \$55 million

Experience: Litman worked in Microsoft sales while at the University of Minnesota; Mallin was a sales representative for Apple Computer and then for Microsoft while attending Drake University. A year after graduation, Litman started Imagnet, whose original focus was Macintosh hardware and software for the publishing industry. Imagnet later repositioned itself as a Web site design and management firm. Mallin, who had been working for 3M, joined the firm in 1997, and it was then sold. Two years later, Litman and Mallin reacquired the business. They sold Imagnet again in 2001, to advertising and marketing agency J. Walter Thompson. Now known as connect@jwt, the company has become the 10th-largest provider of digital and direct communications in the U.S.

In His Own Words (Litman): "We've always had a core value of constant evolution—being able to look six months ahead and understand what the market needs and how to position



Dan Mallin (left) and Scott Litman, connect@jwt