

# THE TENNESSEAN

## **“Nashville Inc. 5000 winners share secrets of success”**

**Lance Williams, 8/22/2014**

*This week, 51 Nashville-area companies were named to the Inc. 5000 list of fastestgrowing companies in the country. We reached out to several companies to find out some of their strategies that make them so successful. Here are their answers:*

### ***Allen Printing Co.***

Steve Curnutte, Part Owner

#### ***In 25 words or less, what does your company do?***

For 80 years, Nashville-based Allen Printing has offered a full range of printing services— now including design, prepress, offset printing, digital printing and bindery.

#### ***You have been able to grow the company, even during challenging economic times. Why do you think your company was successful when so many others were struggling?***

Allen has grown partially through acquisitions, but mostly by focusing on customer service, fast turn times, high quality and great employees. All of it was possible through strong cash management tools and an aversion to debt.

#### ***What advice would you give other business owners that are struggling to grow revenue? Any secrets to success?***

Being grateful for good fortune, treating employees and customers honorably and maintaining good forecasting tools—it's not really a secret, but it was definitely our path.

#### ***What does the next 12-18 months look like for your company?***

The printing business, although it is contracting nationwide, is still a great and durable business. We look to gain more market share and to deepen our relationship with current customers.