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**Arizona Fireplaces Ranks No. 1085 on the List:
America's Fastest-Growing Private Companies—the Inc. 5000**

PHOENIX – *Inc.* magazine today revealed that Arizona Fireplaces is No. 1085 on its annual Inc. 5000 list, the most prestigious ranking of the nation's fastest-growing private companies. The list represents a unique look at the most successful companies within the American economy's most dynamic segment—its independent small businesses. Intuit, Zappos, Under Armour, Microsoft, Patagonia, and many other well-known names gained their first national exposure as honorees on the Inc. 5000.

“We are so humbled by this honor and truly appreciate being in such notable company of fellow privately-held businesses, founded by some of the most innovative businessmen and women across this great state of Arizona.” Don Richardson, CEO

Not only have the companies on the 2021 Inc. 5000 been very competitive within their markets, but this year's list also proved especially resilient and flexible given 2020's unprecedented challenges. Among the 5,000, the average median three-year growth rate soared to 543 percent, and median revenue reached \$11.1 million. Together, those companies added more than 610,000 jobs over the past three years.

When asked about the past year and the challenges COVID-19 presented, president of Arizona Fireplaces Keith Richardson replied, “Last March, as news about COVID-19 swept the country, there was a memorable moment I'll never forget. It was the day we returned from the HPBA show in New Orleans. My Mom, Dad, Brother & I had an emergency meeting on how we were going to handle the pandemic, and what changes we were going to implement immediately. Walking out of that meeting, the level of uncertainty was high, but one thing was certain: we were NOT going to lay off or furlough anyone. At that time, our employee count was at 150. Today, there are 250+ employees and climbing.

We used this opportunity to cross-train employees, streamline efficiencies and NOT reduce inventory levels. We were catching up with processes and doubling down on efficiencies. An evolving trend that we began to recognize was the amount of people working from home, staying in, and cooking in their backyards. We hoped this would somehow translate into BBQ grill sales, but still had absolutely no idea what the months to come would bring us. We did know this: that our intention, initiative, investment in our people and doubling down on inventory would fortify us in riding out the storm. It proved successful and for that we are very grateful."

Learn more about Arizona Fireplaces by visiting their website www.arizonafireplaces.com.

About Arizona Fireplaces

Arizona Fireplaces was established in 1980 under its founding name Arizona Fasteners Corp. when the company's exclusive mission was meeting the needs of the local framing contractor community selling hardware, gun-nails, staples, any-and-all fastener supplies. Over three decades, this family-owned and operated corporation has grown into three unique divisions plus two additional manufacturing companies, each serving an important role in the company's growth. These separate entities are unique brands and consist of Arizona Fireplaces (2 locations), AF Distributors, AF Steel Fabricators, Modern Flames LLC, and Grand Canyon Gas Logs LLC.

Arizona Fireplaces is a wholesale installing distributor of fireplace equipment to the custom and production home builders, as well as the remodeling contractor. As fireplace products evolved from wood burning to gas and becoming more complicated, market demand required a fireplace company with a highly educated staff to guide homebuilders and homeowners through the process: sales function installation, final start up, and orientation. In addition, the Arizona homebuilding industry needed a local supplier that had large inventories including all types of fireplace products in Phoenix. Arizona Fireplaces uniquely stands alone in this category, therefore becoming a distribution powerhouse throughout the state.

Market share and position afforded the company an opportunity to create a "destination showcase" for their customers - two modern locations where they feature the latest and most innovative fireplace brands and models available on the market. Both showrooms demo over 30 live-burning displays. They are conveniently located in North Phoenix (101/Cave Creek Rd.) and Phoenix/Tempe area (40th St/Broadway).

The company employs 250+ employees – their sales and installation teams are the best in the business, each working closely with the contractor or homeowner

to ensure a proper and safe installation per manufacturer specifications and local codes. Arizona Fireplaces specializes in gas logs, electric fireplaces, BBQs, firepits, outdoor heating and all types of custom fire features.

More about *Inc.* and the Inc. 5000

Methodology

Companies on the 2021 Inc. 5000 are ranked according to percentage revenue growth from 2017 to 2020. To qualify, companies must have been founded and generating revenue by March 31, 2017. They must be U.S.-based, privately held, for-profit, and independent—not subsidiaries or divisions of other companies—as of December 31, 2020. (Since then, some on the list may have gone public or been acquired.) The minimum revenue required for 2017 is \$100,000; the minimum for 2020 is \$2 million. As always, Inc. reserves the right to decline applicants for subjective reasons. Growth rates used to determine company rankings were calculated to three decimal places. There was one tie on this year's Inc. 5000. Companies on the Inc. 500 are featured in *Inc.*'s September issue. They represent the top tier of the Inc. 5000, which can be found at <http://www.inc.com/inc5000>.

About Inc. Media

The world's most trusted business-media brand, Inc. offers entrepreneurs the knowledge, tools, connections, and community to build great companies. Its award-winning multiplatform content reaches more than 50 million people each month across a variety of channels including web sites, newsletters, social media, podcasts, and print. Its prestigious Inc. 5000 list, produced every year since 1982, analyzes company data to recognize the fastest-growing privately held businesses in the United States. The global recognition that comes with inclusion in the 5000 gives the founders of the best businesses an opportunity to engage with an exclusive community of their peers, and the credibility that helps them drive sales and recruit talent. The associated Inc. 5000 Vision Conference is part of a highly acclaimed portfolio of bespoke events produced by Inc.

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