

Largest Family-Owned Businesses

Operating in Silicon Valley* – ranked by most recently completed fiscal-year revenue

Rank 2003 Rank	Company Address Phone, fax Web address	Most recently completed companywide fiscal-year revenue/ fiscal year-end date	Number of employees in Silicon Valley*/ companywide	Number of offices in Silicon Valley*/ companywide	Generation of leadership	Business description	Principal(s)
1 NR	ASI Corp. 48289 Fremont Blvd., Fremont 94538 510-354-0637 510-249-1855 www.asipartner.com	\$1.1 billion 12/31/03	150 550	1 15	First	National distributor of computer components and software	Christine Liange
2 1	San Jose Construction Co. Inc. 1210 Coleman Ave., Santa Clara 95050 408-986-8711 408-986-0278 www.sanjoseconstruction.com	\$352 million 11/30/03	110 160	1 4	First and second	Commercial general contractor	Patrick DiManto John DiManto
3 2	Alain Pinel Realtors Inc. 12772 Saratoga-Sunnyvale Road, Saratoga 95070 408-741-1111 408-741-1019 www.apr.com	\$162.95 million 12/31/03	90 125	11 21	First	Residential real estate sales	Paul Hulme
4 NR	Pinn Bros. Fine Homes Inc. 1475 Saratoga Ave., San Jose 95129 408-252-9131 408-252-2632 www.pinnbros.com	\$145 million 1/31/04	90 90	1 1	First and second	Real estate development focusing on single-family residential as well as apartments, hotels, retail, offices	Alan Pinn David Pinn
4 NR	W.L. Butler Construction Inc. 204 Franklin St., Redwood City 94063 650-361-1270 650-369-7385 www.wlbutler.com	\$145 million 12/31/03	42 136	1 3	First	Construction - general contractor	William Butler
6 3	Barry Swenson Builder 701 N. First St., Fifth Floor, San Jose 95112 408-287-0246 408-998-1737 www.barryswensonbuilder.com	\$144.36 million 6/30/03	125 125	‡ ‡	Third	Contractor/developer	Barry Swenson
7 NR	Casto Travel 900 Lafayette St., Santa Clara 95050 408-984-7000 408-984-7007 www.casto.com	\$114.24 million 12/31/03	104 120	5 9	First and second	Travel management services for corporate, leisure, and group clients, visa and passport services, bridal registry	Maryles Casto
8 4	Bob Lewis Automotive Family 911 Capitol Expressway Auto Mall, San Jose 95136 408-265-4400 408-445-9146 www.boblewis.com	\$109.4 million 12/31/03	212 212	2 2	Second	Automotive dealership	Steve Lewis
9 5	One Workplace L. Ferrari 1057 Montague Expressway, Milpitas 95035 408-263-1001 408-263-3322 www.oneworkplace.com	\$77.7 million 12/31/03	151 222	1 4	Second	Office furnishings and services, asset management, design, project management, installation, reconfiguration, repair, refurbishing, audio visual	Mark Ferrari
10 NR	Jos. J. Albanese Inc. 840 Parker St., Santa Clara 95050 408-727-5700 408-727-0366 www.jjalbanese.com	\$66 million 5/31/04	425 425	1 1	Second	Concrete construction, engineering, reinforcing, masonry, concrete pumping	John Albanese
11 NR	Wentz Group 555 Twin Dolphin Drive, Suite 160, Redwood Shores 94065 650-592-3950 650-593-5632 www.wentzgroup.com	\$65 million 9/30/03	18 32	1 3	Second	Construction - general contractor	Brad Wentz Leon Wentz
12 NR	Wolfe Engineering 1450 Kifer Road, Sunnyvale 94086 408-617-6300 408-746-9401 www.e-wolfe.com	\$57 million 12/31/03	198 267	1 3	First	Manufacturer of gas/chemical delivery systems for semiconductor industry, engineering, contract manufacturing	John Wolfe Rita Wolfe
13 7	Mission Valley Ford Trucks 780 E. Brokaw Road, San Jose 95112 408-933-2300 408-436-0313 www.missionvalleyford.com	\$53.78 million 12/31/03	80 138	1 2	First and second	Truck sales, leasing and rentals; parts, service and truck body manufacturing	Ernest Speno Jeffrey Speno
14 6	MAI Industries Inc. 105 Bonaventura Drive, San Jose 95134 408-434-9880 408-434-0598 www.maiindustries.com	\$45.26 million 10/31/03	100 100	1 1	Second	General contractor specializing in pharmaceuticals, biotechnology, electronics, clean rooms, retail, offices, warehouses	Roger Mairose Wendy Mairose Michael Mairose Jonathan Paxton
15 NR	PNS Communications Group 581 Dado St., San Jose 95131 408-944-0500 408-944-0517 www.pnsonline.com	\$40 million 12/31/03	110 123	2 5	First and second	Full-service communications integrator, including integrating all aspects of communications networks wired or wireless in-building or outdoors	Houston Williams
16 NR	Normandin Chrysler Jeep 900 Capitol Expressway Auto Mall, San Jose 95136 408-266-9500 408-266-1185 www.normandinchrysler.com	\$39.12 million 12/31/03	105 105	1 1	Fifth	New and used automotive sales, service, parts and body shop	Louis Normandin
17 NR	Acme Building Maintenance Co. Inc. 941 Cathryn St., Alviso 95002 408-263-5911 408-946-6484 www.acmecoco.com	\$35 million 6/30/03	1,350 1,400	1 2	Second	Custodial, clean room, recycling and facilities maintenance services	Richard Sanchez
18 NR	RFI Enterprises Inc. 360 Turtle Creek Court, San Jose 95125 408-298-5400 408-882-4408 www.rfi.com	\$33.64 million 12/31/03	154 204	1 7	Second	Installation of low-voltage security/alarm communication systems	Lawrence Reece
19 NR	Advanced Technical Resources 1230 Oakmead Parkway, Suite 110, Sunnyvale 94086 408-328-8013 408-735-8165 www.atr1.com	\$33 million 12/31/03	30 35	2 4	First	Staffing services for technology-based organizations	Jeff Monaghan
20 12	ACFN - American Consumer Financial Network 2033 Gateway Place, No. 500, San Jose 95110 888-794-2236 888-708-8600 www.acfn.info	\$28.24 million 12/31/02	12 14	1 2	First	Own and operate a network of ATMs in hotels and entertainment and travel based businesses	Jeffrey Kerr
21 9	O.C. McDonald Co. Inc. 1150 W. San Carlos St., San Jose 95126 408-295-2182 408-295-0626 www.ocmcdonald.com	\$25.5 million 12/31/03	120 120	1 1	Fourth	Mechanical contractor – plumbing, process piping, HVAC, sheet metal	James McDonald
22 14	Peninsula Valve & Fitting Inc. 1260 Pear Ave., Mountain View 94043 650-965-4197 650-965-9725 www.penvulve.com	\$19.69 million 11/30/03	18 25	1 4	First	Industrial distributor of high-tech fluid handling components	Bruce Black Julie Black
23 13	Bayside Interiors Inc. 3220 Darby Common, Fremont 94539 510-438-9171 510-438-9375 www.baysideinteriors.com	\$17.14 million 2/29/04	170 170	1 1	First and second	Commercial drywall, acoustical ceilings, painting	Burke Nicholson Michael Nicholson Steven Rivera
24 16	Service by Medallion 2522 Leghorn St., Mountain View 94043 650-625-1010 650-625-1043 www.servicebymedallion.com	\$14.5 million 12/31/03	‡ ‡	2 4	First and second	Commercial building maintenance, janitorial, window cleaning, carpet cleaning, pressure washing, paper supplies	Roland Strick Sr. Roland Strick Jr.
25 NR	De Bella Mechanical Inc. 625 Nuttman St., Santa Clara 95054 408-980-8741 408-980-8744 www.debellemech.com	\$12.5 million 6/30/03	57 57	1 1	First	Mechanical contractor services for high-tech companies	Paul DeBella Jame DeBella