

Largest Private Companies

In Silicon Valley* – ranked by fiscal-year revenue

Rank 2003 Rank	Company Address Phone, fax Web address	Most recently completed fiscal-year revenue/ fiscal year-end	Employees in Silicon Valley*/ companywide	Nature of operations	Year established in Silicon Valley*	Top local executive(s)
26 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	Commercial builder	1974	Brad Wentz Leon Wentz
27 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	Manufactures gas/chemical delivery systems for semiconductor industry, engineering, contract manufacturing	1992	John Wolfe Rita Wolfe
28 23	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	Truck sales, service, parts, rental and leasing	1986	Ernest Speno Jeffrey Speno
29 18	Air Systems Inc. 940 Remillard Court, San Jose 95122 408-280-1666, 408-280-1020 www.airsystemsinc.com	\$51 million 12/31/03	300 300	Mechanical contracting	1974	John Davis Art Williams Don Billups
30 24	XL Construction Corp. 1500 Berger Drive, San Jose 95112 408-271-2425, 408-271-2426 www.xlconstruction.com	\$50.5 million 12/31/03	‡ ‡	Commercial general contracting	1992	Eric Raff Mario Wijnman David Beck
31 NR	Calair Inc. 1555 S. Seventh St., San Jose 95112 408-283-2300, 408-293-9511 www.calair.com	\$48.9 million 12/31/03	287 745	HVAC firm	‡	Ken Trotter
32 NR	Redwood City Electric Inc. 1630 Zanker Road, San Jose 95112 408-453-0800, 408-453-7800 www.rcelectric.com	\$48 million 3/31/04	‡ ‡	Electrical contractor	1974	Dennis Harker Victor Castello
33 NR	West Valley Construction Co. Inc. 580 McGlincey Lane, Campbell 95008 408-371-5510, 408-371-3604 www.westvalleyconstruction.com	\$46.8 million 2/28/04	160 250	Underground construction	1958	Michael Kelly
34 27	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	General contracting – pharmaceuticals, biotech, electronics, clean rooms, retail, offices, warehouses	1973	Roger Mairose Michael Mairose Jonathan Paxton Wendy Mairose
35 34	TBI Construction & Construction Management Inc. (fka Toeniskoetter & Breeding Inc.) 1960 The Alameda, Suite 20, San Jose 95126 408-246-3691, 408-241-9983 www.tbionline.com	\$45 million 12/31/04	40 40	Construction and construction management	1983	Anthony Miranda
36 NR	Clinimetrics Research Associates Inc. 5285 Hellyer Ave., San Jose 95138 408-452-8215, 408-452-0912 www.clinimetrics.com	\$44.15 million 12/31/03	130 302	Contract research organization	1988	Brad Zaro
37 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	Full-service communications integrator, including integrated all aspects of communications networks wired or wireless, in-building or outdoors	1987	Houston Williams
38 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	New and used automotive sales, service, parts and body shop	1875	Louis Normandin
39 35	RFI Communications & Security Systems 360 Turtle Creek Court, San Jose 95125 408-298-5400, 408-882-4401 www.rfi.com	\$33.64 million 12/31/03	162 242	Alarm/security/life safety	1983	Brad Wilson
40 29	Advanced Technical Resources Inc. 1230 Oakmead Parkway, Suite 110, Sunnyvale 94086 408-328-8000, 408-328-8001 www.atr1.com	\$33 million 12/31/03	30 35	Staffing services for technology-based organizations	1988	Jeff Monaghan
41 42	Peninsula Valve & Fitting Co. Inc. 1260 Pear Ave., Mountain View 94043 650-965-4197, 650-965-9725 www.penvulve.com	\$30.01 million 11/1/04	15 24	Industrial distributor of fluid handling components	1975	Bruce Black
42 40	ACFN – American Consumer Financial Network 96 N. Third St., Suite 600, San Jose 95112 888-794-2236, 888-708-8600 www.acfn.info	\$28.24 million 12/31/03	10 14	Provide ATM service and professional solutions to hotels and other travel- and entertainment-based businesses	1989	Jeffrey Kerr
43 38	McLarney Construction Inc. 355 S. Daniel Way, San Jose 95128 408-246-8600, 408-246-3737 www.mclarney.com	\$27.8 million 3/31/04	‡ ‡	General contracting	1987	Kevin McLarney
44 28	Camico Mutual Insurance Co. 1235 Radio Road, Redwood City 94065 650-802-2500, 650-802-2700 www.camico.com	\$27.3 million 12/31/03	65 72	Professional liability insurance for CPAs	1986	John Dodsworth
45 NR	Adeza Biomedical Corp. 1240 Elko Drive, Sunnyvale 94089 408-745-0975, 408-745-0968 www.adeza.com	\$26.5 million 12/31/03	62 62	Develops, manufactures and markets products for the women's health-care market	1985	Emory Anderson
46 36	BKF Engineers 981 Ridder Park Drive, Suite 100, San Jose 95131 408-467-9100, 408-467-9199 www.bkf.com	\$26.17 million 12/31/03	117 164	Civil engineering, planning and surveying	1915	David LaVelle
47 30	O.C. McDonald Co. Inc. 1150 W. San Carlos St., San Jose 95126 408-295-2182, 408-295-0626 www.ocmcdonald.com	\$26 million 12/31/03	150 150	Mechanical contractor, process piping, plumbing, HVAC, sheet metal	1906	James McDonald
48 NR	Novo Construction Inc. 1042 Hamilton Court, Menlo Park 94025 650-701-1500, 650-701-1501 www.novoconstruction.com	\$23.46 million 10/31/03	40 40	Commercial general contractor	2000	James Fowler
49 NR	Dealix Corp. 720 Bay Road, Suite 200, Redwood City 94063 650-599-5500, 650-559-5501 www.dealix.com	\$20.8 million 12/31/03	45 45	Internet car lead service	1999	Jon Christensen
50 41	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	Commercial drywall, acoustical ceilings, painting	1984	Burke Nicholson Michael Nicholson Steven Rivera

*Silicon Valley includes: Santa Clara County; Scotts Valley and Santa Cruz in Santa Cruz County; Fremont, Newark and Union City in Alameda County; and Atherton, Belmont, East Palo Alto, Foster City, Menlo Park, Portola Valley, Redwood City, Redwood Shores, San Carlos, San Mateo and Woodside in San Mateo County. Although every attempt is made to ensure the accuracy and thoroughness of Business Journal lists, omissions sometimes occur.

NOTES: ‡ - Did not disclose. NR - Not ranked. Information was obtained from company representatives and other Business Journal lists. Private companies that went public in 2004 are not included on this list.

If your company would like to be considered for next year's list, or if there are any corrections or additions, write to: Research, Business Journal, 96 N. Third St., Suite 100, San Jose, CA 95112; fax 408-295-5028; or e-mail shayden@bizjournals.com.

**Research by Sara R. Hayden
and Beth Sargent
List published Dec. 10, 2004**