

SILICON VALLEY / SAN JOSE
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GROWING
FASTEST **1000** **COMPANIES**
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BJ100 Fastest-Growing Private Companies

In Silicon Valley – ranked by percent revenue growth from 1997-1999

Rank Prior Rank	Company Address Phone, fax Web address	Percent revenue growth from 1997-1999	1997 revenue 1998 revenue 1999 revenue	1997 employees 1998 employees 1999 employees	Profit range	Amount and source of startup capital	Business description	Year founded	Top executive
1 NR	VINA Technologies 39745 Euroka Drive, Newark 94560 510-492-0800, 510-492-0808 www.vina-tech.com	2,092%	\$579,409 \$4,393,870 \$12,700,149	35 71 112	Loss	\$750,000 Sierra Ventures, Sequoia Capital	Broadband access solutions for small businesses	1996	Steve Bauman
2 NR	CAT Technology 131 Albright Way, Los Gatos 95032 408-341-1717, 408-341-1720 www.cattech.com	1,249%	\$9,943,610 \$34,783,445 \$134,139,982	20 30 70	0-5%	\$1,200 Founders savings	Web-system solutions for Internet businesses	1993	Larry Lenhart
3 NR	Milestone Technologies Inc. 41348 Christy St., Fremont 94538 510-651-2454, 510-651-3130 www.milestin.com	927%	\$452,977 \$2,840,440 \$4,651,309	8 26 197	Over 15%	\$200,000 Personal savings, SBA loan	Information technology support services firm	1997	Prem Chand
4 NR	Lexar Media Inc. 47421 Bayside Pkwy., Fremont 94538 510-413-1200, 510-440-3499 www.lexarmedia.com	893%	\$2,943,000 \$7,609,000 \$29,219,000	25 54 112	Loss	‡ ‡	Manufacturer of flash memory chips for digital cameras	1996	John Reimer
5 NR	Cruel World Inc. 1237 E. Arques Ave., Sunnyvale 94085 408-992-5800, 408-992-5900 www.cruelworld.com	879%	\$454,279 \$2,053,440 \$4,445,624	16 44 80	‡	\$672,000 Venture Investors	Internet recruitment firm	1996	Jeffrey Hyman
6 NR	Icon Professional Services 1065 E. Hillsdale Blvd., #108, Foster City 94404 888-426-6937, 650-378-4157 www.iconcontract.com	622%	\$1,357,000 \$5,116,000 \$9,799,000	5 5 8	‡	\$500,000 Private investors	Web-based human resources consulting firm	1997	Patricia Griffin
7 NR	AFFA Inc. (dba American Consumer Financial Network) 2033 Gateway Place, #600, San Jose 95110 888-794-2236, 888-708-8600	614%	\$1,252,568 \$1,127,768 \$8,940,367	10 10 12	0-5%	\$25,000 Personal savings	Provides ATM service to hotels and other off-premise locations	1992	Jeffrey Kerr
8 NR	Sic 'Em Advertising Inc. 652 Bair Island Road, Suite 102, Redwood City 94063 650-569-3940, 650-569-3943 www.sic-em.com	555%	\$561,733 \$1,065,856 \$3,682,120	6 8 9	Over 15%	‡ ‡	Advertising agency	1996	Jim Mercado, David Zeitman
9 NR	Info-One 1901 S. Bascom Ave., Suite 600, Campbell 95008 408-558-7070, 408-558-6956 www.info-one.com	493%	\$326,277 \$668,614 \$1,936,199	7 16 26	Loss	\$350,000 Personal savings	Financial services industry services provider	1995	David Shapiro, Judy Shapiro
10 17	Maus Haus 201 Baldwin Ave., San Mateo 94401 650-343-2996, 650-343-2998 www.maushaus.com	490%	\$380,948 \$812,045 \$2,249,357	6 10 16	11-15%	\$45,000 Personal savings	Interactive marketing, design and technology company	1990	Mark Comiso, Don Donoughe
11 29	Laser Eye Center of Silicon Valley 606 Saratoga Ave., San Jose 95129 408-350-1859, 408-296-1018 www.2020eyesite.com	415%	\$1,953,896 \$3,089,701 \$10,071,480	16 27 41	Over 15%	‡ Personal savings	Refractive eye surgery medical practice	1992	Gary Kawesch
12 58	Connect Direct 61 Renato Court, Suite 23, Redwood City 94061 650-306-9060, 650-306-9013 www.connectthe.com	396%	\$433,000 \$655,000 \$2,148,294	6 11 10	Over 15%	‡ Personal savings	Direct marketing firm for high technology companies	1990	Howard Sewell
13 1	Elite Computers and Software Inc. 10591 N. DeAnza Blvd., Cupertino 95014 408-257-8000, 408-257-8001 www.elitecomputers.com	394%	\$1,212,339 \$2,951,119 \$5,992,981	8 10 12	0-5%	\$5,000 Personal savings	Apple computer dealer	1987	Thomas Armes
14 NR	Altigen Communications Inc. 47427 Fremont Blvd., Fremont 94538 510-252-9712, 510-252-9738 www.altigen.com	379%	\$1,379,000 \$3,890,000 \$6,599,000	27 52 85	Loss	\$553,000 Private investors	Internet-ready telecom servers manufacturer	1994	Gilbert Hu
15 NR	Marathon International 1240 L Avenida Ave., Suite B, Mountain View 94043 650-919-0333, 650-919-0330 www.marathon-int.com	360%	\$5,304,102 \$8,737,955 \$24,392,273	8 9 15	‡	\$2,000 Personal and family savings	Integrator of custom-configured Sun Microsystems workstations	1989	James Hall
16 NR	Balance Staffing Services 2355 De La Cruz Blvd., Santa Clara 95050 408-980-9000, 408-980-9950 www.balancestaff.com	298%	\$885,521 \$2,769,267 \$3,520,204	5 8 12	0-5%	\$200,000 Personal savings	Staffing company	1997	Robert Feinstein, John Moss
17 5	Featherlite Exhibits, California 2900 Lafayette Drive, Santa Clara 95054 408-588-0600, 408-588-0601 www.featherlitca.com	251%	\$889,000 \$1,244,000 \$3,119,000	5 8 15	‡	\$132,000 Private party	Marketing communications resource company	1994	Bob Douglas
18 25	Essential Solutions Inc. 2542 S. Bascom Ave., Suite 100, Campbell 95008 408-369-9500, 408-369-9595 www.essential-solutions.com	244%	\$1,745,000 \$3,540,000 \$6,000,000	18 27 28	‡	‡ ‡	Technical and executive recruiting firm for technology startups and high-growth companies	1992	Aaron Woo
19 NR	XL Construction Corp. 1500 Berger Drive, San Jose 95112 408-271-2425, 408-271-2426 www.xlconstruction.com	240%	\$18,859,074 \$32,410,587 \$64,150,000	30 49 63	0-5%	\$60,000 Personal loans	Commercial general building contractor	1992	Eric Raff, Dave Beck, Mario Wijtman
20 78	Kelmore Investment Co. 2471 E. Bayshore Road, Suite 501, Palo Alto 94303 800-486-3717, 650-493-3624 www.kelmore.com	236%	\$1,774,504 \$2,991,766 \$5,961,578	‡ ‡ 22	Loss	\$184,000 Personal savings	Mutual fund company	1992	Ralph Kelmon
21 45	Acclaim Technology 55 S. Market St., San Jose 95113 408-918-8144, 408-283-0328 www.acclaimtech.com	234%	\$43,545,302 \$70,892,000 \$145,454,000	80 95 116	Over 15%	\$20,000 Personal savings	Technology and e-business solutions provider	1994	Noun Schockey Jr.

*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, Redwood City, Redwood Shores, San Carlos and San Mateo in San Mateo County. Although every attempt is made to ensure the accuracy and thoroughness of Business Journal lists, omissions sometimes occur.

NOTES: Information was obtained from a representative of each of the businesses surveyed. In case of ties, companies are listed alphabetically. To qualify for this list, companies must have a three-year sales history with an increase in fiscal 1999; had revenue of more than \$200,000; and been an independent, privately held corporation, proprietorship (not a subsidiary or division) with headquarters in Silicon Valley.

1. VINA Technologies went public on August 10, 2000.
2. Lexar Media Inc. went public on August 16, 2000.
3. Formerly known as Chain Link Technologies Inc.
All financial information provided by the companies was verified by PricewaterhouseCoopers.

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, % R, Third St., Suite 100, San Jose, CA 95112; fax 408-295-5028; or email shayden@bjjournals.com.

‡ Did not disclose

Research By Aaron Malchow