

Largest Family-Owned Businesses

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

Rank 2001 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 2	San Jose Construction Co. Inc. 1210 Coleman Ave., Santa Clara 95050 408-986-8711, 408-986-0278 www.sanjoseconstruction.com	\$285 million 11/30/01	145 ‡	1 4	First and second	Commercial general contractor	Patrick DiManto John DiManto
2 3	One Workplace L. Ferrari 1057 Montague Expressway, Milpitas 95035 408-263-1001, 408-719-5700 www.oneworkplace.com	\$155.56 million 12/31/01	150 252	1 3	Third	New and used office furniture, storage and other related office services	Marie Ferrari Mark Ferrari David Ferrari Julie Jarvis
3 5	Bob Lewis Volkswagen 911 Capitol Expressway Auto Mall, San Jose 94536 408-265-4400, 408-445-9146 www.boblewis.com	\$135.08 million 12/31/01	206 ‡	2 ‡	Second	Automotive dealership	Robert Lewis Steven Lewis
4 7	W.L. Butler Construction Inc. 204 Franklin St., Redwood City 94063 650-361-1270, 650-369-7385 www.wlbutler.com	\$128 million 12/31/01	84 122	1 2	First	General contractor, constructing commercial shell and tenant improvements, residential multi-family subdivisions	William Butler
5 9	Barry Swenson Builder 701 N. First St., San Jose 95112 408-287-0246, 408-998-1737 www.barryswensonbuilder.com	\$106.12 million 6/30/01	115 140	2 ‡	Third	Developer/contractor	Barry Swenson
6 12	Toeniskoetter & Breeding Inc. Construction 1960 The Alameda, Suite 20, San Jose 95126 408-246-3691, 408-241-9983 www.tbionline.com	\$97.57 million 12/31/01	37 37	1 1	First	Builders and construction managers for the private and public sectors in Silicon Valley including tenant improvement, restorations, new buildings and school construction	Charles Toeniskoetter Dan Breeding
7 15	MAI Industries Inc. 105 Bonaventura Drive, San Jose 95134 408-434-9880, 408-434-0598 www.maiindustries.com	\$67 million ‡	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
8 11	Stevens Creek Dodge Inc. 4100 Stevens Creek Blvd., San Jose 95129 408-248-1800 www.stevenscreekdodge.com	\$62.47 million 12/31/01	133 133	1 1	First	Sales and service of new Dodge vehicles, selling used vehicles, body shop	N. Dwight Goad
9 13	Larry Hopkins Inc. dba Larry Hopkins Honda 1048 W. El Camino Real, Sunnyvale 94087 408-729-1999, 408-736-1210 www.larryhopkinshonda.com	\$60.8 million 12/31/01	107 107	1 1	Second	New car dealership, Honda	Steve Hopkins
10 16	Normandin Chrysler Jeep 900 Capitol Expressway Auto Mall, San Jose 95136 408-266-9500, 408-266-1185 www.normandinchrysler.com	\$54.37 million 12/31/01	120 120	1 1	‡	Automotive sales and service	Louis Normandin
11 10	Mission Valley Ford Trucks 780 E. Brokaw Road, San Jose 95112 408-933-2300, 408-436-0313 www.missionvalleyford.com	\$41.55 million 12/31/01	82 141	1 2	First	Truck sales, truck parts and service, truck leasing and rental, truck body manufacturing	Ernest Speno
12 19	O.C. McDonald Co. Inc. 1150 W. San Carlos St., San Jose 95126 408-295-2182, 408-295-0626 www.ocmcdonald.com	\$40.05 million 12/31/01	150 150	1 1	Fourth	Mechanical contractor	James McDonald Ray Sheik
13 NR	Race Street Foods Inc. 1130 Olinder Court, San Jose 95122 408-294-6161, 408-294-2080 www.racestreetfoods.com	\$40 million 9/30/01	90 90	1 1	Second	Distributes fresh and frozen seafood, poultry, beef and pork products and operates a retail location dba Race Street Fish & Poultry	Barsanti and Riparbelli families
14 18	B.T. Mancini Co. Inc. 876 S. Milpitas Blvd., Milpitas 95035 408-942-7900, 408-945-1360 www.btmancini.com	\$32 million 1/31/02	150 250	1 3	Second	Specialty construction contractor specializing in floor coverings, metal decking and siding, computer floors, operable partitions	Brooks Mancini Skip Mancini
15 NR	ICON Inc. General Contractors 710 Lakeway Drive, Suite 200, Sunnyvale 94085 408-739-8100, 408-739-8188 www.i-coninc.com	\$22.5 million 12/31/01	12 12	1 1	First	Commercial general contractor	Fred Isaia Laurie Isaia
16 21	in2change Inc. 880 Maude Ave., Mountain View 94043 650-938-0800, 650-938-0818 www.in2change.com	\$21 million 12/31/01	24 24	1 1	First	Contract office furniture, floor coverings, space planning and installation, warehouse services	Mike Pihl Cheryl Pihl
17 NR	AFFA Inc. dba American Consumer Financial Network 2033 Gateway Place, No. 600, San Jose 95110 888-794-2236, 888-708-8600 www.acfn.info	\$20.51 million 12/31/01	12 12	1 1	First	Own and operate network of ATMs in hotels and other travel and entertainment-based businesses	‡
18 22	Bayside Interiors Inc. 3220 Darby Common, Fremont 94539 510-438-9171, 510-438-9375	\$18.77 million 2/28/02	150 NA	1 ‡	Second	Commercial metal framing and drywall	Burke Nicholson Norma Nicholson Michael Nicholson Steven Rivera
19 NR	Sierra Circuits Inc. 1108 W. Evelyn Ave., Sunnyvale 94086 408-735-7137, 408-735-1408 www.protoexpress.com	\$11.55 million 12/31/01	101 100	1 2	First	Printed circuit prototype fabrication	Kenneth Bahl S. Bala Bahl
20 25	Patsons Press Inc. dba Patsons Media Group 508 Tasman Drive, Sunnyvale 94089 408-744-0911, 408-747-0512 www.patsons.com	\$10 million 8/31/02	65 65	1 1	First and second	Commercial offset printing	Patricia Dellamano Mark Dellamano Joe Dellamano John Hessler
21 NR	Royal Brass Inc. 1048 N. 10th St., San Jose 95112 408-297-6642, 408-297-6545	\$5 million 12/31/01	17 17	1 1	Third	Distributor - hose and fittings	Richard Tucci Delphine Tucci
22 NR	Systems Business Machines Inc. 3535 Kifer Road, Santa Clara 95051 408-733-3535, 408-733-5096	\$4.86 million 4/30/02	38 38	1 1	First	Sales, service and rental of Sharp copiers and facsimile machines	Norma Carney Jim Carney
23 NR	Clos LaChance Wines Inc. 1 Hummingbird Lane, San Martin 95046 408-686-1050, 408-686-1052 www.clos.com	\$2.8 million 12/31/01	22 22	1 1	First	Winery and vineyard	Bill Murphy Brenda Murphy
24 NR	Santa Cruz Printery Inc. 1104 Varman St., Santa Cruz 95060 831-426-7777, 831-426-7775 www.scprietary.com	\$2.3 million 12/31/01	15 15	1 1	Second	Custom commercial printing, pre-press through bindery	James Schaller Joy Schaller

*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: † - Did not disclose.
NR - Not ranked.
NA - Not available.

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.

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