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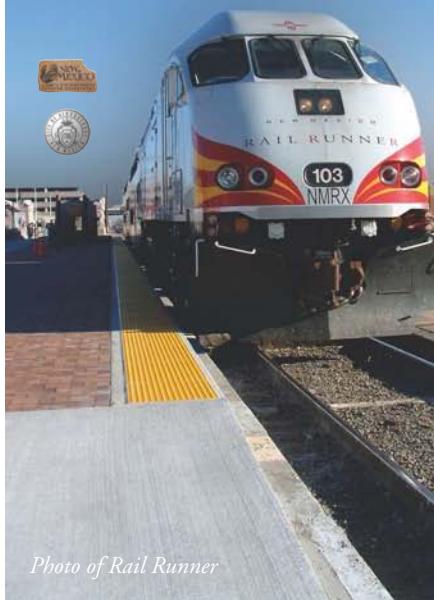


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**BY THE NUMBERS**

Not long ago, it was relatively rare for companies on the HispanicBusiness 500 to post a drop in revenue from the year before.

In 2005, just 60 companies — about 14 percent of the total 500 — posted negative revenue growth from the year before.

Since then, the number of firms moving retro in this regard has grown every year. The negative trend began gradually, with 90 firms posting negative revenue growth in 2006, followed by 129 companies in 2007, and 182 businesses in 2008.

But last year, the number leapt to 238, meaning nearly half of the firms on the HispanicBusiness 500 took in less money in 2009 than they did in 2008.

# The Zig-Zagging Recovery

**N**o one said the recovery was going to be easy. Wall Street markets have had the jitters for weeks.

What we have, colloquially speaking, is a mixed bag. Indubitably, positive news about the U.S. recovery prevailed this year. Consumers have increased spending in recent months (April retail sales were up 8.8 percent year over year). The unemployment rate has stabilized, although unemployment claims rose the week of May 10. As you have likely noticed, the automotive industry is back to reporting positive quarterly outcomes.

But the specter of potential public debt insolvency haunting Europe is real and precipitating fear among investors and other financial types. Questions continue to be raised as to whether countries like Greece, Ireland, Portugal and Spain might default. In response to a growing climate of fear, representatives of the European Union hastily met on May 9, and voted to provide a \$1 trillion dollar fund to counter vulnerable financial markets. Unfortunately it was not enough to quiet market anxieties.

The economic outlook on page 14 fleshes out a trail of big picture events that bear watching. In the U.S., small business markets remain vulnerable and are critical to job generation. Although a key part of the Main Street economy, small business — which cannot afford herds of lobbyists in Wash., DC — has received only indirect government stimulus, meted out through tax incentives.

We've not seen trillions of dollars legislated for small business development, despite being accountable for more than 60 percent of all new jobs. While some improvement in job generation has been reported recently, the overall unemployment rate remains high, reflecting no doubt the state of small business.

## The 500 and the Recession

One of the contributions of the 500 is the ranking. The ranking mirrors events taking place in the general business economy. This year's 500 is no exception to the rule. It's no secret the service economy is a growth machine, especially the healthcare industry. Healthcare legislation that just passed will insure substantial continuing expansion of the healthcare industry, especially in the Medicaid markets where Molina excels.

Hence the change at the top of the 500, where we find Molina Healthcare Inc., a Southern California healthcare corporation, sidling into first place this year.

Molina is a well-planned operation. It's been executing a consistent growth-oriented business plan for many years, by building a California presence and expanding to new markets, state by state. Today Molina Healthcare services can be obtained in 15 states across the country.

Read ahead about the 2010 HispanicBusiness magazine 500, a story of endurance and survival in markets with big troubles.

Jesús Chavarría  
Editor & Publisher



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U.S. markets joined in a global retreat Tuesday morning, as the euro's slide continued to undermine both equities and commodities.

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## The Stimulus Package: Where Did the Money Go?

May, 2010  
Rob Kuznia, Staff Writer

Ever since the U.S. economy imploded two years ago, some 8 million American jobs have vanished.

Among the legions of clobbered companies across the land is New Bedford Panoramex, a 49-year-old airport lighting manufacturer out of Los Angeles.

In the beginning months of the recession, owner Steven Ozuna was dreadfully positive that 13 of his 50 employees would soon be unemployed.

Then, just weeks after President Obama signed into law the historic stimulus bill in February of 2009, Mr. Ozuna got an unexpected phone call.

It was an official with the Federal Aviation Administration. He asked if Mr. Ozuna's company could take a \$3 million stimulus-funded contract manufacturing and installing new runway lighting systems at about a dozen airports around the country. Given how the company typically takes in about \$8 million a year, it was a huge shot in the arm.

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## How to Snag an A-List Corporate Player For Your Small Business

April 26, 2010  
Karen E. Klein

With a glut of qualified individuals out of work, small business owners have rare hiring opportunities. How can they attract — and retain — high-caliber employees who might not have considered working at a small company in the past? Former executive recruiter Eric Herrenkohl, who runs Philadelphia-based Herrenkohl Consulting, provides some advice in a new book, *How to Hire A-Players: Finding the Top People for Your Team — Even if You Don't Have a Recruiting Department*. Herrenkohl spoke recently to Smart Answers columnist Karen E. Klein; edited excerpts of their conversation follow.

When you were a recruiter, did you place employees in smaller companies? I did a fair amount of recruiting for smaller businesses, and I understand what it takes for small businesses to recruit A-players.

What are some of the obstacles you saw that kept great employees from taking jobs at smaller companies? Small business owners cannot be afraid to ask top employees to work for them. I know the owner of a small construction firm in St. Louis who had a contract with an individual in a...

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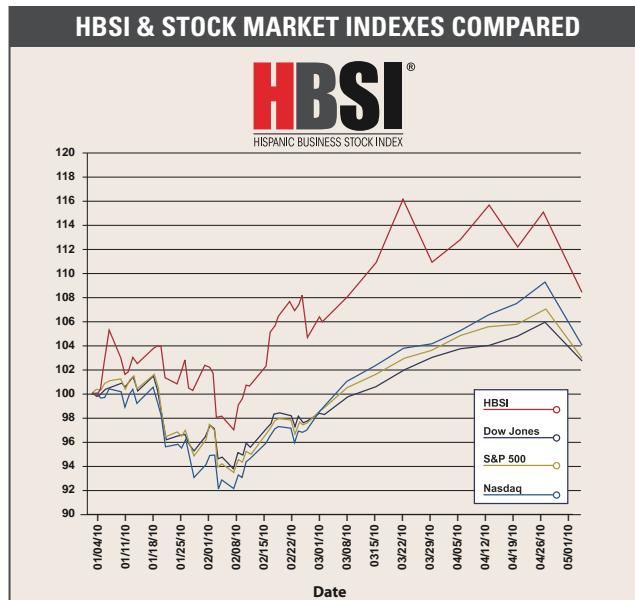
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Molina Healthcare	MOH	9.48%	18.05%	27.37%
International Bancshares Corp.	IBOC	-5.01%	14.03%	56.93%
Entravision Communications	EVC	4.41%	-10.72%	516.00%
Spanish Broadcasting System	SBSA	155.00%	155.00%	1100.00%
Gruma Corporation	GMK	-26.36%	-9.69%	120.67%
Movado Corporation	MOV	-5.76%	19.90%	36.68%
Perry Ellis International	PERY	2.73%	56.73%	252.81%
United PanAm Financial	UPFC	0.66%	0.00%	37.39%
Metrocorp Bancshares Inc.	MCBI	30.74%	14.20%	5.71%
MasTec	MTZ	-4.15%	-4.95%	-5.60%
Tradestation Group	TRAD	13.90%	1.25%	7.28%
QuePasa	QPSA	40.79%	137.78%	463.16%
Terremark	TMRK	1.46%	1.87%	75.17%



## Top Barriers to Growth for HispanicBusiness 500

For the second year running, market conditions were the biggest impediment to growth in 2009, as reported by the companies in the annual HispanicBusiness 500 Directory. While nearly half of the companies cited the recession as their top reason for negative growth, last year the proportion

was actually higher by 7 percent. Several years ago, “competition” was found to be the top barrier to growth. This year, it was a distant second, followed by “lack of capital,” “labor shortage,” and other reasons. As well significantly more firms declined to fill out that portion of the survey. **BB**



### Top Barriers to Growth

	2009	2008
Market Conditions	48.4%	55.0%
Competition	12.4%	12.6%
Lack of Capital	7.4%	7.0%
Labor Shortage	2.8%	0.4%
Other	1.6%	5.2%
DND	27.4%	16.4%

Source: HispanTELLIGENCE. HispanicBusiness 500, 2010

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# Economic Outlook: June 2010

## Main Street Struggling to Recover Amidst Crisis in Europe and Bubbles

by DR. JUAN SOLANA, Chief Economist

The U.S. economy recovered at an annual 3.2 percent growth in gross domestic product in the first quarter of 2010, but financial turbulence struck again causing the global mood and economic outlook to pause and ponder.

### Sovereign Debt Crisis

Similar in scope to the mortgage financial meltdown, the second quarter eruption of a European sovereign debt crisis quickly affected global markets. Sluggish growth in Europe, as well as high unemployment mixed with large social entitlements produced great uncertainty about the ability of countries such as Greece, Portugal, Italy, Ireland and Spain to service debt payments. The issue of potential insolvency compelled the European Union, on May 9th to provide a \$1 trillion dollar fund to counteract unraveling financial markets as the value of the Euro plunged.

### U.S. is Moving Out of the Great Recession

In the U.S. good news continued to prevail with some exceptions. U.S. home sales rose 5 percent in February, and the Labor Department reported 290,000 jobs created in April. Housing starts jumped to an 18-month high in April. Retail sales were also up in the same month by 8.8 percent compared to April 2009. As well, business investment in equipment and software increased at an annual rate of 13.4 percent. Still sensitivity to the Euro crisis as it developed in April and May sporadically caused minor and major hiccups in U.S. stock markets.

Under the shadow of the European collapse, the burst of a Chinese stock bubble has gone mostly unnoticed. An almost 20 percent decline in the Shanghai composite since its peak in November 2009, caused capital investments to migrate back to U.S. safe havens.

Many U.S. blue-chip corporate first quarter reports announced positive financials and first quarter profits, including Ford and GM. Moreover profits reflected increasing sales, rather than cost cutting strategies contrasting with prior year profits reporting.

So as the U.S. continues to move out of the Great Recession, Europe is facing serious sovereign debt problems that may undermine the continent's economic steam and compromise the global recovery. For example, the crises' potential impact on the short-term growth of the U.S. economy is negative. Budget cutting in Europe is going to undermine global demand for goods and services, including U.S. goods and services. Further, as uncertainties loom in Europe the U.S. dollar has appreciated sharply against the Euro (almost 20%



Photo © Thinkstock Corporation

since January) thus making U.S. exports less price-competitive in global markets and foreign imports more competitive in the U.S. market. The U.S. capital markets, on the other hand, benefit as global capital seeks refuge in increasingly profitable U.S. blue chip financial assets. China has started again its net purchases of U.S. Treasuries after the brief hiatus of past July.

Although all these factors and events have restored the U.S. to its leading financial global position, the chances of a slow recovery are much higher than they were in the first quarter of this year.

### Small Business Recovery Fragile

Although the Index of Small Business Optimism (Survey of Small and Independent Business Owners, NFIB) gained 3.8 points, to reach 90.6 in May 2010, weak conditions persist in the majority of small businesses where job creation, capital expenditure plans and credit conditions have not recovered yet.

Only 19 percent of small businesses plan to make capital expenditures over the next few months. Although a higher number of businesses reported improvement in sales, those were fulfilled with existing stock and they report no reason to order new stock yet.

Remarkable as the one year recovery from the Great Recession has been, many weaknesses remain in the coming months that could detour the U.S. economy from its recovery path. From the recessionary outlook in Europe to the questionable soundness of economic growth in Asia, the U.S. is re-emerging as the "winter camp" of financial flows. Resulting appreciation of the U.S. dollar may undermine export-oriented growth as well as improve the competitive standing of foreign firms in the U.S. market. Finally, while profits are returning to the largest blue chip companies, small businesses remain under significant stress. ■



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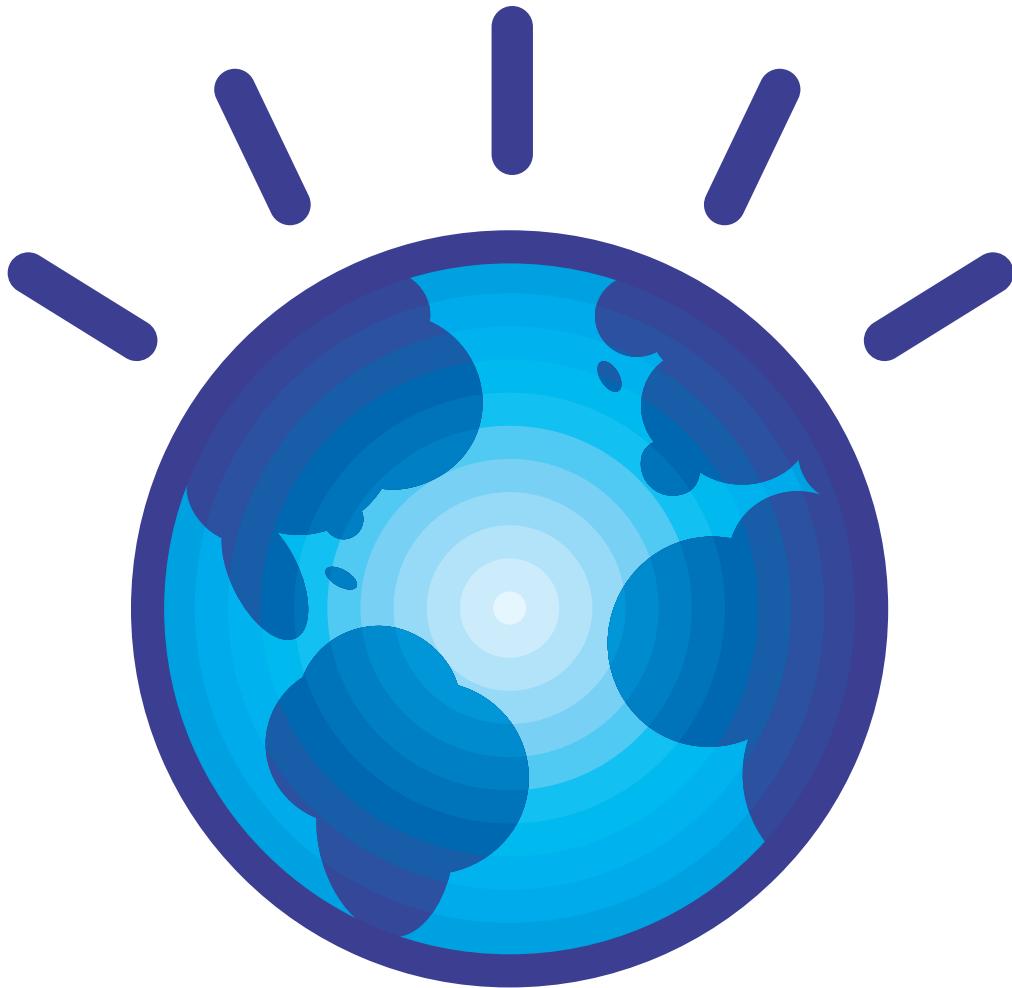


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The 2010 Chevrolet Malibu LTZ

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# Is General Motors Back?

Twelve months later the pedal is to the metal; Hispanic dealerships pump up sales; New Products Attract Consumers; the Stimulus is Working

by Frank Nelson, Contributing Writer

**W**hat a difference a year makes. Last June General Motors was staring into an abyss. Fast forward 12 months and the company has repaid around \$8 billion of debt and just announced its first quarterly profit in almost three years. So yes there's been a recovery.

But it's been a rollercoaster ride for GM shareholders

and employees, and for scores of the company's Hispanic dealerships, which have experienced all the ups and downs of their corporate parent.

"As GM goes so do we," says Raymond Palacios, president and owner of Bravo Cadillac Hummer, in El Paso, Texas, and sister dealership Bravo Chevrolet Cadillac, in La Cruces, New Mexico.

**"A key part of the restructuring was the reduction of GM's eight brands to just four. The turnaround and much of the momentum being generated is a result of taking all the existing resources, 'cutting through the clutter' and focusing solely on those four – Chevrolet, Cadillac, GMC and Buick"**

— **Tom Henderson**, sales and marketing trends specialist at GM communications

"GM's experience has had a definite impact on our business, there's no doubt about it. We're joined at the hip."

And that's suddenly a great place for dealerships to find themselves now that GM's fortunes have taken a major upswing.

Under the protective Chapter 11 umbrella, the former auto titan set about pulling itself back from the brink. The company embarked on a series of cost-cutting measures and other restructuring that included factory closures, shedding jobs, selling assets and a massive shake-up at management and board level.

Tom Henderson, who specializes in sales and marketing trends at GM communications, says a key part of the restructuring was the reduction of GM's eight brands to just four. Mr. Henderson says the turnaround and much of the momentum being generated is a result of taking all the



existing resources, “cutting through the clutter” and focusing solely on those four – Chevrolet, Cadillac, GMC and Buick..

## GM and its Dealerships

Judging from what’s transpired inside Hispanic dealerships, it looks as if the GM mothership and its dealerships are being lifted by a rising tide of consumer acceptance.

GM is providing products consumers want and marketing support, while the dealerships are ramping up retail sales. A case in point is Mario Murgado, president and CEO of Miami Automotive Retail Inc., which does business as Brickell Buick GMC, who says his first quarter results are up 80 percent over 2009.

Even last year, one of the worst on record for many dealers as they wrestled with plunging revenue – upwards of 20 percent in many cases – Mr. Murgado managed to eke out a modest earnings increase of 2.6 percent and keep staff numbers steady at around 100.

This year his revenue is jumping off the charts: January up 31 percent; February up 17 percent; March up 375 percent. “We’ve gained market share,” he says, adding that the trend continued into April with a jump of 82 percent.

It’s the same story elsewhere. Mr. Palacios says in the first four months of this year he has seen double-digit increases throughout his operation, including the sale of new Chevrolets and Cadillacs, compared with last year.

Mike Shaw, president of Mike Shaw Automotive, which »



2010 Cadillac Escalade





**The 2010 Chevrolet Equinox**

includes dealerships in Denver and Colorado Springs selling Chevy, Buick and GMC, thinks full year revenue for 2010 could be 15 to 20 percent ahead of last year.

Mr. Shaw, who owns six dealerships across the country, reckons those figures could be higher but for “an across-the-board shortage of inventory” from GM. “They haven’t cranked it up and it’s hurting our sales,” he says. “We’re all missing sales.”

**Hot Sales and Production**

Those shortages partly reflect GM’s burgeoning recovery strategy for tighter inventory control. Company spokesman Mr. Henderson says sales are up for each of the last seven months and jumped 31 percent for the first four months of this year.

Still, he acknowledged supply problems and says GM is increasing Equinox and Terrain production in Canada while adding third shifts for Chevy Traverse and other mid-sized SUVs in Michigan, at GM’s pick-up plant in Indiana, and for the Chevy Malibu and Buick LaCrosse in Kansas.

Ivette Dominguez, owner and president of Alpine Buick GMC, in Denver, believes 2010 is definitely turning around as the improving

status of GM begins to trickle down to the showroom floor.

“We’re seeing new clients in the showroom and people changing to GM brands,” something Ms. Dominguez attributes to a better public image for GM and its products. Bottom line: first quarter revenue was up about 75 percent.

Last year auto dealers were spinning their wheels in a sluggish economy, unable to find much traction in the face of high unemployment and a tight credit market in which banks were reluctant to finance new cars and trucks.

Today dealers say unemployment remains a negative issue even though the rate appears to be leveling off. However, they say credit restrictions have eased and a crucial third factor has emerged: an uptick in consumer confidence.

“The American consumer is a great consumer,” says Mr. Murgado. “And consumer confidence is coming back.” Mr. »



**The 2010 Buick LaCrosse**



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Palacios echoes that sentiment and believes there's now more confidence in GM and more faith in the domestic auto industry.

### Market Demand is Reversing

But something else is at work here too. A recent Wall Street Journal story about a Commerce Department report on surging retail sales saw this as a sign of demand, held in check by the recession, finally spilling over into the marketplace.

"I think there's tremendous pent-up demand," says Mr. Shaw, noting that people have been keeping cars longer so that the average age is rising. "I think that demand is going to be released gradually, right through the next five to six years."

Ms. Dominguez, who employs about 50 staff at Alpine, is equally optimistic. She reckons consumers really held back last year and now they're ready to "get out there and spend some money."

One other factor coming into play may be old-fashioned loyalty. Mr. Murgado says GM has been going through some of the toughest times in its incredible history.

"Americans love an underdog story," he says. "They love GM and have a lot of loyalty."

Mr. Henderson says that loyalty is well placed given the increasingly high quality of GM products. He said between 2007 and 2009, the company reduced warranty claims by half and recall costs by 75 percent meaning, among other benefits higher residual and resale values for buyers.

But dealerships are also repaying GM brand loyalty and

rewarding new clients with special deals and all sorts of additional service perks. For example, Alpine offers a 100,000-mile or six-year warranty while Brickell provides \$3000 worth of free services over five years.

### GM's New Image and Management

One way GM's new image is manifesting itself is by people switching brands. In Miami, Mr. Murgado describes the popular Buick Enclave as "one of our best conquest vehicles" as it reels in previous owners of Jaguar, BMW, Mercedes and Lexus.

Similarly, he says the Buick LaCrosse, after its complete makeover, is now a world-class vehicle with all the European features, enabling it to woo customers who might otherwise have considered the BMW 5 series, Lexus 350 or Mercedes E class.

Something else that's putting a spring into the step of Hispanic dealerships is their renewed faith in the leadership of GM, starting at the top with new chairman and CEO Ed Whitacre.

Ms. Dominguez, who represents the western region on GM's national Minority Dealer Advisory Council, was impressed by Mr. Whitacre when he attended a recent council meeting. Now she's looking forward to hearing from two other new executives – Mark Reuss, president of GM North America, and Joel Ewanick, a former marketing guru with Hyundai and Nissan, who's now vice president of U. S. marketing.

"I like the new management line-up," says Ms. Dominguez. »



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The 2010 Cadillac CTS Coup

### The New Product Line-up

Above all, what's really revving up Hispanic dealerships are GM's vehicles which dealers say have never been better.

"At the end of the day, it all comes back to product," says Mr. Palacios. "That's what drives GM."

Mr. Palacios, whose two dealerships employ about 150 people and who has begun hiring again as sales pick up, is bullish about the latest Cadillacs in his showrooms.

"Cadillac has been a leader in technology and luxury for decades," he says.

He's confident those standards are being upheld by the likes of the CTS -- "a phenomenal seller that hits all demographics" -- and the crossover SRX -- "a utility that drives like a car."

Mr. Palacios says customers cannot find better than the Escalade for luxury utility while he's also excited about the high performance CTS-V sedan and the sporty CTS Coupe, both expected out around early August.

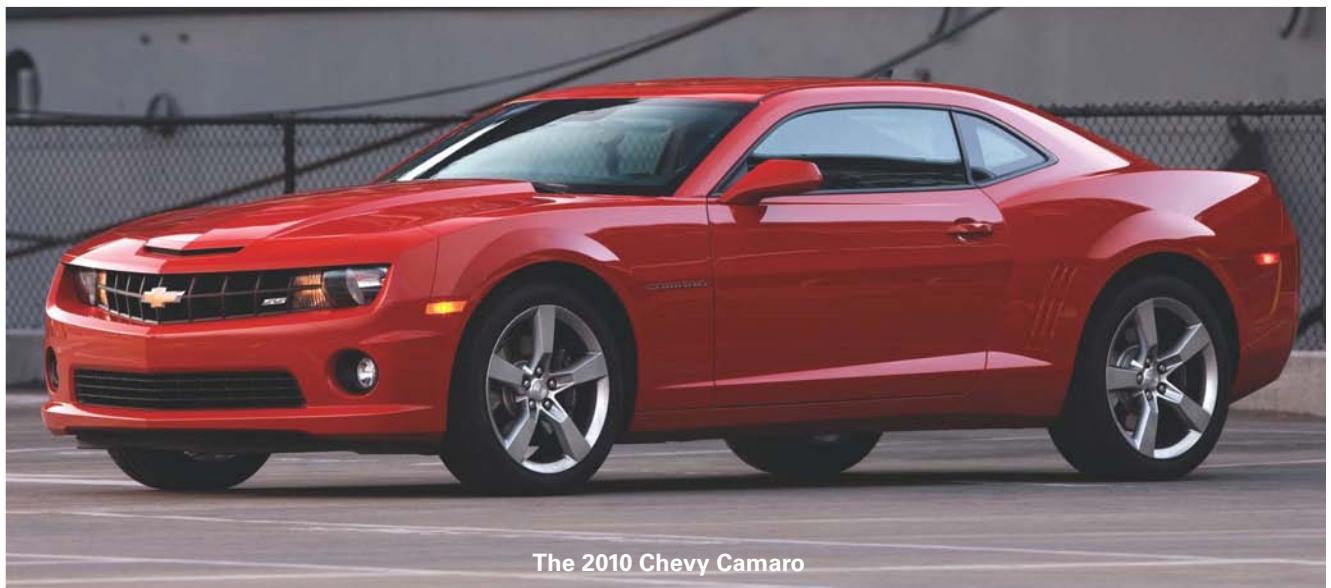
Mr. Shaw especially likes the new Buick Regal and Chevy's high-performance Camaro ("very, very hot"), and is looking forward to the launch of the Camaro convertible which he expects next year. The Camaro has other admirers too -- Mr. Palacios describes it as a "phenomenally beautiful vehicle" with great power and efficiency.

Other Chevys that Mr. Shaw reckons are well worth a second look are the award-winning Malibu and the Equinox, a midsize crossover SUV with improved fuel efficiency and plenty of room for five. »

**"Cadillac has been a leader in technology and luxury for decades. He's confident those standards are being upheld by the likes of the CTS — a phenomenal seller that hits all demographics"**

— **Raymond Palacios**, president and owner of Bravo Cadillac Hummer, in El Paso, Texas

"I hear a lot of good things about them and I think GM now has in place a good team who are able to make decisions."



The 2010 Chevy Camaro

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2010 Silverado 3500HD

The Equinox is one of the cases where he has been unable to source enough new vehicles to keep up with demand, though GM is responding by ramping up the supply chain in Canada.

Mr. Shaw also likes the line-up of GM's heavy-duty pickup trucks, including GMC's Sierra and Chevy's Silverado, especially the 3500HD. This truck has earned glowing reviews including this comment from the auto Web site Edmunds.com: "When you're talking really serious workhorses, a Budweiser Clydesdale has nothing over the 2010 Chevrolet Silverado."

From his GMC product line, Mr. Murgado singles out the Terrain SUV, the rugged Yukon, Sierra trucks and the crossover Acadia which he says seats up to eight and offers the utility of an SUV while functioning like a car.

**Attendees of the Consumer Electronics Show get a closer look at the Chevrolet Volt after OnStar unveiled the auto industry's first working smartphone application that will allow Chevrolet Volt owners 24/7 remote connection and control of vehicle functions and OnStar features Tuesday, January 5, 2010 in Las Vegas, Nevada.**



Photo by Isaac Brekken for OnStar

Ms. Dominguez says GM has tremendous products in the pipeline and on the ground.

She's excited about a promotional program in Denver this summer in which GM will showcase the latest models at major sports events, festivals and popular gathering places like Starbucks.

After the Regal's great reviews, she believes it will be "revolutionary for the brand" and she's equally enthusiastic about another consistently best-selling Buick, the Enclave, a "very appealing, very stylish" combined SUV and family car.

In addition, two upcoming releases are eagerly awaited by GM dealers and customers alike: Mr. Henderson says the fuel-efficient Cruze, expected to get up to 40mpg on the highway, is due out in late summer and the electric Volt around November.

### The Stimulus Worked

The government bailout of GM was a controversial move and Mr. Shaw, for one, believes it hurt the public perception of GM, "especially truck buyers ... they didn't like it." He also thinks the move was "absolutely required." Otherwise, he says, GM and Chrysler would have gone bankrupt with massive unemployment that would have magnified the recession. "The problems would have been astronomical."

Other dealers agree. "I'm a conservative and a capitalist and I didn't want it at first," admits Mr. Murgado. "But (otherwise) it would have been a catastrophic situation. I feel 100 percent confident GM will pay back all the money."

Mr. Palacios says the bailout, though far from ideal, was necessary to keep GM afloat.

He believes the government money averted what would have been a catastrophe for the auto industry and the U. S. economy. Ms. Dominguez puts it more succinctly: "Without the GM bailout, I don't know if I'd be here today." ■

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# The 500 and the Recession

2009 marked great gyrations in the performance of the 500; many companies faced Armageddon, others thrived; revenues and headcount dropped

by ROB KUZNIA, Staff Writer

**W**hile the Great Recession officially ended sometime in the middle of 2009, the downturn has left the U.S. economy in a beleaguered state, with fewer people employed, the U.S. consumer-driven economy hitting reverse, and private and public debt soaring.

Many Hispanic-owned companies in the United States have experienced more than their fair share of the resulting challenges. For them, 2009 was a historic year, and not in a good way.

“It was brutal, no question about it,” Tony Trujillo, CEO of Holman’s Inc., a New Mexico-based retailer selling precision surveying and computer products, told Hispanic Business magazine. “I’ve been through at least four of these economic downturns in my four decades in the business, and this is the worst.”

The combined revenue for the nation’s 500 leading Hispanic-owned firms plummeted in 2009 by an astonishing 16.6 percent, to \$30.1 billion — the largest one-year drop in the 28-year history of the 500,

according to HispanTelligence, the research arm of HispanicBusiness magazine.

The extensive performance plunge in 2009 is the second consecutive tough year for the 500 companies. In 2008, for the first time in a decade, not every

company on the index posted revenues of at least \$5 million: seven companies fell short of the mark. In 2009, that number grew to 33, according to HispanTelligence.

To make do with less, companies have made teeth-grinding reductions in headcount.

The number of employees working for 500 firms fell in 2009 by 8.7 percent, to 120,363, from 131,894 in 2008. In 2006, the figure stood at 147,465 people.

This dramatic evaporation of jobs is a reflection of the nation’s overall unemployment rate, which rose from 7.6 percent in January of 2009 to 10 percent by year’s end. Among Hispanics, the jobless rate had reached 12.9 percent.

Meanwhile, a similar fate befell the Fortune 500, whose sales from the year before dropped by 8.7 percent, to \$9.8 trillion, and whose employee base shrank by 3.2 percent, or by 821,000 jobs — the steepest loss in the history of the list.

Still, Fortune 500 profits last year skyrocketed by 335 percent — the second biggest



Tony Trujillo, CEO of Holman’s Inc.



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jump in the 56-year history of the list — mostly due to the large-scale layoffs.

Interestingly, profits on the HispanicBusiness 500 remain mostly unchanged from last year, though they were slightly down. In this year's survey, 5.6 percent of the responding companies reported profits of at least 16 percent, down from 7.6 percent last year. Another 6 percent reported a loss, up from 4.4 percent last year. But in both years, between a quarter and a third of the companies declined to respond to that portion of the survey.

For many Hispanic-owned companies in the United States, 2009 was a test of survival, and not all of them passed.

Among the casualties of 2009 were formerly strong firms like California-based Gonzales Automotive, No. 61 on last year's list with 150 employees. Also out of business is Rody Truck Center, a Miami used truck and equipment dealership, which ranked 318 on the list and employed 20 people.

The year was also historic for the reshuffling in the rankings of the HispanicBusiness 500.

For the first time in memory, a majority of the top 10 companies — six, to be exact — are new to the upper tier.

Gone from the top 10 club are former mainstays such as the Related Group of Florida, a real-estate developer, and Ancira Enterprises, a San Antonio automotive sales and services company.

Newcomers to the top 10 include Greenway Ford (No. 8), a Florida automotive dealership that presciently decided several years ago to open a handful of automotive dealerships in China. It posted an 11 percent gain, even as revenues for the entire auto sector plummeted 57 percent.

"I have an associate who is Chinese-American," CEO Frank Rodriguez told

HispanicBusiness magazine. "We'd heard about things going on there and decided to take a look six years ago. The rest is history."

Also joining the ranks of top 10 is Ruiz Foods (No. 7), a California-based maker of frozen Mexican food, demonstrating, perhaps, how penny-pinching consumers last year were less likely to eat out and more likely to stock up on frozen dinners.

"They're spending more time at home with their families and they're entertaining more at home with their friends," CEO Bryce Ruiz said.

The other newcomers are Crossland Construction (No. 5) of Kansas, Quirch Foods (No. 6) of Miami, Group O (No. 9) of Illinois and Pan-American Life Insurance (No. 10) of New Orleans.

### New No. 1 Company

Most notable, however, was the changing of the guard at the top.

Brightstar, the global telecom wholesaler that had dominated the No.

— son of the late founder C. David Molina, MD — said the company's culture of fiscal conservatism has also played a significant role.

"We are not flying around in private jets or throwing lavish parties," Dr. Molina told HispanicBusiness magazine. "We're dealing with money that comes from the taxpayers, so we are very, very careful about those things."

Brightstar, meanwhile, saw its revenues drop 22 percent last year, to \$2.7 billion from \$3.5 billion.

On a broader scale, very few sectors thrived. In all, seven of the nine sectors saw a decrease in revenue from the year before. The exceptions were finance, which grew 7.7 percent, and services, whose 5.9 percent boost was led by Molina Healthcare.

Hardest hit was automotive, down a significant 57.2 percent, followed by energy, down half; and transportation, down a third.

Bucking the trend in automotive were Greenway Ford and Machado

## Molina Healthcare is poised to join the ranks of the Fortune 500, whose bottom-end companies report revenues around \$4.1 billion

1 spot for three consecutive years, has been unseated by Molina Healthcare, which, like other companies in the booming health care industry, is showing no signs of slowing down anytime soon.

With its revenues rising to \$3.7 billion from \$3.1 billion in a single year, Molina actually benefited from the growing numbers of the unemployed, as it serves primarily low-income people covered by Medicaid.

But CEO J. Mario Molina, MD

Ford, both Florida companies.

Much like last year, Florida boasted the highest number of companies on the list, with 119, followed by California, with 95.

Until about four years ago, California was the perennial leader, with well over 100 firms. Still, its overall revenue continues to rise, from \$5.9 billion in 2007 to \$6.6 billion last year.

Florida, meanwhile, saw its revenues tumble in 2009, to \$9.7 billion from \$12.2 billion the year before. ■

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The Molina Healthcare family members Dr. J. Mario Molina, Dr. Martha Bernadette Molina, Dr. John Molina stand in front of the mural that illustrates the founding family members.

# In Down Economy, Molina Healthcare Rises to New Heights

Photo by Jeff Gritchen for Molina HealthCare

Molina Healthcare has surpassed Brightstar as the No. 1 company on the 500 list

by ROB KUZNIA, Staff Writer

**F**or countless companies, 2009 was the worst year on record, but for Molina Healthcare Inc., it might have been the best.

Like a high fever, the nation's unemployment rate rose from 7.6 percent in January of 2009 to about 10 percent by year's end. Meanwhile, Molina Healthcare's revenues in 2009 surged nearly 20 percent over the year before, from \$3.1 billion to \$3.7 billion.

As a result, for the first time in its 30-year history, Molina Healthcare has unseated the No. 1 company on the HispanicBusiness 500 directory, making it the largest participating Hispanic-owned business in the United States.

These are all great things, but CEO J. Mario Molina said he never wants high rankings and public accolades to distract the company from its core mission.

"The goal is to serve the lowest-income patients, who get health care paid for by government programs," Dr. Molina told Hispanic Business magazine.

The passing of the no. 1 position from Brightstar, a telecom wholesaler, to Molina not only marks a historic change for Hispanic-owned businesses in America, it also

seems to confirm health care's rising importance in the structure of the overall U.S. economy.

With the healthcare percentage of U.S. gross domestic product skyrocketing almost out of control — from 12 percent in 1990 to about 17 percent now — and with the ink still barely dry on the historic health reform law, the industry in recent years has seen unprecedented growth.

Molina Healthcare is a case in point. During a year when General Motors was bumped off the Fortune 500's top 10 list for the first time in history, Molina Healthcare expanded its footprint to 15 states in 2009, up from 10 the year prior. Molina, which is on pace to boost revenues to \$3.9 billion in 2010, is also on track to become the first Hispanic-owned company to break into the Fortune 500 club, whose smallest member takes in about \$4.1 billion annually.

But while the contrast between Molina's vigorous performance and the poor state of the job market is striking, it's hardly a coincidence.

Molina Healthcare provides managed health care to low-income people covered under Medicaid and others dependent on government assistance. With about a third

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of all unemployed Americans eligible for Medicaid, the company over the past couple years has seen its customer-base balloon.

Dr. Molina, son of the company's late founder, C. David Molina, makes no effort to downplay this.

"We saw about a 14 or 15 percent growth in the number of our patients last year," he said. "That's what's really driving our growth, is more members." So does this mean Molina's growth will stop when the job market improves? Here again, the company is fortuitous.

Molina Healthcare is poised to benefit from the sweeping

**Top: California Governor Arnold Schwarzenegger and John Chambers, CEO of IT giant Cisco Systems, joined Dr. J. Mario Molina, for a press conference and telemedicine demonstration.**

**Bottom: From left to right: Edward Kim, president of Molina Medical, Long Beach Vice Mayor Val Lerch; Dr. Cleo; Dr. Mario Molina; and Dr. Rafael Amaro, medical director for Molina Medical celebrate the launch of the Molina Healthcare Neighborhood Shuttle.**



new health care law, named the Affordable Health Care for America Act. This is largely because the new law in 2014 will significantly expand Medicaid, boosting the total number of beneficiaries to about 75 million from the current 60 million.

Molina Healthcare, which serves roughly 1.5 million Medicaid patients, is sure to see its customer base rise in tandem. About 50 percent of its patients are Hispanic.

Molina Healthcare got off ground in 1980, opening as a single clinic in Long Beach, California. The founder, an emergency room physician named C. David Molina — who died in 2006 — saw a void in the market for the underserved. His clinic served patients regardless of their ability to pay.

It took nine years for one clinic to expand to three. In 1996 it expanded to Utah. In 2003, it went public.

By 2008, Molina Healthcare had spread to 10 states from coast to coast. The 15 states it currently serves includes Washington, Missouri, Michigan, Ohio, Maine, New Jersey and Florida. Though publicly traded, the company is majority-owned by the Molina family.

If it's true that Molina Healthcare benefits from rising unemployment, it's also the case that the company is ameliorating the nation's jobless woes. In 2009 alone, its employee roster swelled to 4,000 from 2,800.

With the fast-paced growth has come a raft of new initiatives.

Arguably the most innovative is the telemedicine program being piloted at several locations. The project, which Molina has launched in partnership with Cisco Systems, is akin to teleconferencing, but takes it a step further by allowing doctors in one city to treat patients in another via video.

The program transmits in real time the results of medical testing, such as a stethoscope's measurement of a heartbeat.

"It's really going to change what doctors can do at a distance," Dr. Molina said. "Twenty five to 35 percent of Americans live in rural areas, but only about 10 percent of the doctors practice from rural areas."

Also, in January, Molina Healthcare purchased Unisys's health information management business, meaning it officially entered the realm of Medicaid administration.

The company in early 2009 also opened its doors in Florida, with facilities in Miami and Tampa. Already, those locations serve 50,000 member patients.

"It's right about where we expected to be," said David Pollack, CEO of Molina Healthcare of Florida.

With Florida's unemployment rate hovering around 12 percent, the state has the nation's fifth-largest population of Medicaid-eligible people (2.6 million). Clearly, it's a good place for Molina Healthcare. ■

# Welcome to the family.



## Who knew you had so many doctors in the family?

It all started thirty years ago in a small clinic in Long Beach, California when Dr. C. David Molina founded our company on the principle that every person deserves access to quality doctors, nurses and hospitals. From that simple beginning, Molina Healthcare has grown into one of the largest and most successful Medicaid managed care companies in the United States.

Dr. Molina believed every patient should be treated like family. At Molina Healthcare we give lower income mothers, children, seniors and families access to hundreds of physicians and specialists. Today, Molina Healthcare provides healthcare and Medicaid health information management services to help our

state government partners meet the diverse needs of more than four million Medicaid and Medicare beneficiaries in 15 states across the country. We employ nearly 4,000 people nationally and are proud to be known as a quality-focused organization that is a committed, loyal and trustworthy Medicaid and Medicare service provider to the people, governments and communities where we live and serve.

We want to thank our customers, provider partners, members, patients –and especially our employees– for helping us succeed. Though we have grown, we remain committed to the principles of Dr. Molina: treating every patient like a member of the family.



Your Extended Family.

The 500 largest U.S. Hispanic-owned companies reported combined revenues of \$30.1 billion, a 16.6 percent drop from the year before. Forty-six companies are new to the directory.

'10/09 Ranking	Company	Location	CEO	Type of Business	# of Employees	2009 Revenue* \$M
1/2	<b>Molina Healthcare Inc.</b>	Long Beach, CA	J. Mario Molina	Healthcare svcs.	2800	\$3,700.00
2/1	<b>Brightstar Corp.</b>	Miami, FL	R. Marcelo Claure	A leader in value added distribution and supply chain services to global wireless system	2400	\$2,757.00
3/4	<b>MasTec Inc.</b>	Coral Gables, FL	Jose R. Mas	Build, install, maintain, & upgrade utility & comm. infrastructures	8600	\$1,623.50
4/6	<b>International Bancshares Corp.</b>	Laredo, TX	Dennis E. Nixon	Full service financial institute	3725	\$728.39
5/11	<b>Crossland Construction Co. Inc.</b>	Columbus, KS	Ivan E. Crossland Jr.	General & heavy constr., constr. mgmt & design build	810	\$527.49
6/14	<b>Ruiz Foods Inc.</b>	Dinuba, CA	Bryce Ruiz	Mexican food mfg.	2500	\$500.00
7/12	<b>Quirch Foods Co.</b>	Miami, FL	Guillermo Quirch	Frozen food distribution	450	\$500.00
8/17	<b>Greenway Ford Inc.</b>	Orlando, FL	Frank J. Rodriguez	Automotive sales & svcs.	166	\$439.03
9/15	<b>Group O Inc.</b>	Milan, IL	Gregg Ontiveros	Packaging dist., supplt chain & mktg. svcs., managed svcs.	1000	\$438.60
10/16	<b>Pan-American Life Insurance Group</b>	New Orleans, LA	Jose S. Suquet	Life, disability & health insurance	755	\$427.00
11/18	<b>Fred Loya Insurance</b>	El Paso, TX	Fred Loya Jr.	Auto insurance	2454	\$419.33
12/19	<b>G&amp;A Partners</b>	Houston, TX	Antonio R. Grijalva	Professional employment svcs.	98	\$375.46
13/9	<b>Ancira Enterprises Inc.</b>	San Antonio, TX	Ernesto Ancira Jr.	Automotive sales & svcs.	556	\$374.00
14/27	<b>Goodman Networks Inc.</b>	Plano, TX	John Goodman	Telecomm. svcs.	1500	\$365.00
15/7	<b>Lopez Foods Inc.</b>	Oklahoma City, OK	Ed Sanchez	Meat products + processing	627	\$357.00
16/10	<b>The Diez Group</b>	Dearborn, MI	Gerald Diez	Steel manufacturing, assembly	280	\$319.00
17/20	<b>Navarro Discount Pharmacies</b>	Medley, FL	Steve Kaczynski	Retail chain of pharmacy drugstores	968	\$316.00
18/13	<b>Urbietta Oil Inc.</b>	Medley, FL	Ignacio Urbietta, Jr.	Distribution of petroleum products	95	\$306.00
19/8	<b>Venoco Inc.</b>	Denver, CO	Timothy M. Marquez	Crude oil & natural gas production	385	\$272.20
20/24	<b>Blackstone Calling Card Inc.</b>	Doral, FL	Luis Arias	Prepaid products, POS solutions & merchant svcs.	182	\$257.95
21/22	<b>OneSource Distributors Inc.</b>	Oceanside, CA	Robert S. Zamarripa	Electrical materials, const., utility, automation & OEM applications	285	\$245.00
22/28	<b>Mid-Atlantic Petroleum Properties LLC.</b>	Germentown, MD	Carlos Horcasitas	Retail gas centers	182	\$225.00
23/25	<b>Mike Shaw Automotive</b>	Denver, CO	Michael J. Shaw	Automotive sales & svcs.	284	\$200.96
24/33	<b>Superior Design International Inc.</b>	Fort Lauderdale, FL	Carmen Castillo	IT staffing & tech. consulting	600	\$200.00
25/48	<b>Gusto Packing Co.</b>	Montgomery, IL	Rafael Caballero Sr.	Meat prod. mfg.	550	\$194.00
26/38	<b>MVM Inc.</b>	Vienna, VA	Dario O. Marquez Jr.	Security, linguists, analytical, translation and law enforcement support svcs.	2600	\$190.12
27/31	<b>BMI Financial Group Inc.</b>	Coral Gables, FL	Tony M. Sierra	Insurance, investments & third-party administrators	98	\$188.40
28/29	<b>Sun Holdings, LLC</b>	Irving, TX	Guillermo Perales	Restaurant franchisee	5000	\$185.00
29/34	<b>The Zaid Group LLC</b>	Atlanta, GA	Rene M. Diaz	Whsl. Hispanic food prods.	360	\$185.00
30/42	<b>Ole Mexican Foods Inc.</b>	Norcross, GA	Veronica Moreno	Tortillas mfg. & Mexican food dist.	1170	\$175.50
31/39	<b>Thos. S. Byrne Ltd.</b>	Fort Worth, TX	John Avila Jr.	General construction, construction mgmt.	150	\$175.00
32/30	<b>Pinnacle Technical Resources</b>	Dallas, TX	Nina Vaca-Humrichouse	IT staffing and vendor mgmt. svcs.	2250	\$172.00
33/46	<b>COLSA Corp.</b>	Huntsville, AL	Francisco J. Collazo	Information Technology, engr. svcs.	876	\$152.53
34/37	<b>The Centech Group Inc.</b>	Arlington, VA	Fernando V. Galaviz	Technical & IT svcs., training, security	400	\$148.00
35/57	<b>MEI Technologies Inc.</b>	Houston, TX	Edelmiro Muniz	Applied engr., IT/Cyber security, reseach & devel., biotechnology, optics	817	\$140.17
36/36	<b>Spanish Broadcasting System</b>	Coconut Grove, FL	Raul Alarcon Jr.	Spanish-language radio stations	530	\$139.39
37/55	<b>Precision Trading Corp.</b>	Miami Gardens, FL	Israel Lapciuc	Distribution of consumer electronics	44	\$137.58
38/NR	<b>Bankers Healthcare Group Inc.</b>	Southwest Ranches, FL	Albert Crawford	Working capital loans for healthcare professionals	94	\$135.00
39/53	<b>The Alamo Travel Group</b>	San Antonio, TX	Patricia Pliego Stout	Travel Agency	63	\$130.80
40/51	<b>TELACU Industries Inc.</b>	Los Angeles, CA	Michael Lizarraga	Financial svcs., real estate devel., constr. mgmt.	600	\$130.00
41/44	<b>Resource Management Inc.</b>	Fitchburg, MA	Reinaldo Lopez	HR, payroll, benefits, risk mgmt.	3885	\$129.29
42/50	<b>El Dorado Furniture Corp.</b>	Miami Gardens, FL	Luis Capó	Home furniture & decorative accessories	705	\$126.12
43/49	<b>Manuel Lujan Insurance Inc.</b>	Albuquerque, NM	E. Larry Lujan	Insurance, risk mgmt., consulting	32	\$125.26
44/26	<b>HUSCO International Inc.</b>	Waukesha, WI	Agustin A. Ramirez	Hydraulic & electrohydraulic controls mfg.	700	\$125.00
45/54	<b>Dynaric Inc.</b>	Virginia Beach VA	Joseph Martinez	Packaging products including strapping systems, PE film & printing blankets	350	\$120.00
46/67	<b>Bay Cities Paving &amp; Grading Inc.</b>	Concord, CA	Ben L. Rodriguez Jr.	General engr. & heavy const.	125	\$118.29
47/72	<b>Azteca-Omega Group</b>	Dallas, TX	Luis Spinola	General contracting, construction mgmt.	358	\$118.18
48/63	<b>MCM</b>	Miami, FL	Jorge Munilla	General contracting, design build, constr. mgmt./civil	275	\$118.04
49/62	<b>Norsan Group</b>	Duluth, GA	Norberto Sanchez	Restaurants & food dist.	723	\$115.00
50/23	<b>Elder Automotive Group</b>	Troy, MI	Irma Elder	Automotive sales & svcs.	85	\$111.28

\* In millions of dollars, for calendar year 2009. Sales figures appear as reported to Hispanic Business by authorized company representatives. Many companies submitted financial statements. NR: Not on the 2009 list. ©2010 Hispanic Business Inc. Reprinting, copying, or transmitting all or part of this information requires written permission.



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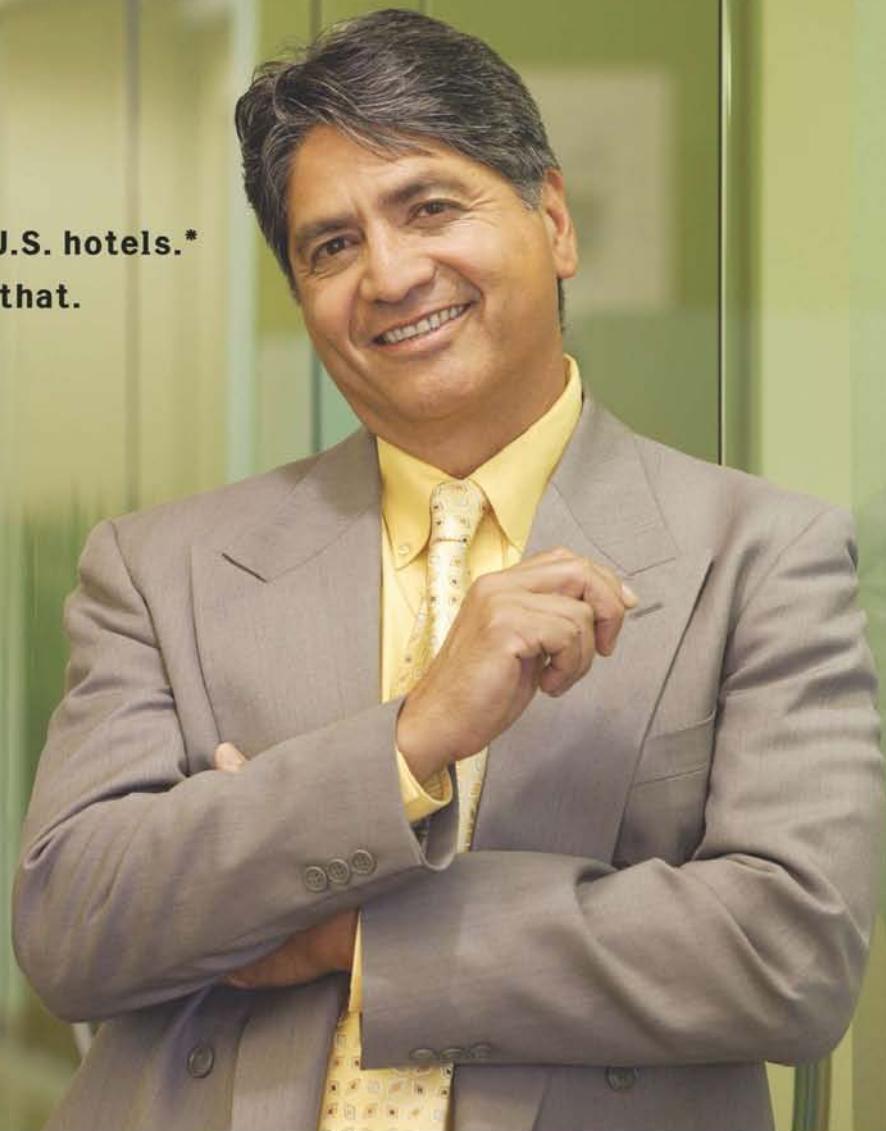
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# DIRECTORY OF THE 500

'10/09 Ranking	Company	Location	CEO	Type of Business	# of Employees	2009 Revenue* \$M
51/96	<b>Argent Associates Inc.</b>	Edison, NJ	Beatriz M. Manetta	Telecomm., IT, integration & supply chain	49	\$110.00
52/56	<b>Refricercenter of Miami Inc.</b>	Miami, FL	Jose C. Hernandez	Air conditioning & refrigeration equipment & parts	126	\$107.55
53/32	<b>PS Energy Group Inc.</b>	Atlanta, GA	Livia L. Whisenhunt	Natural gas dist./fuel mgmt.	32	\$104.61
54/66	<b>Roland Coffee Roasters Inc.</b>	Miami, FL	Jose E. Souto	Espresso coffee mfg. & dist.	200	\$104.00
55/68	<b>USfalcon Inc.</b>	Morrisville, NC	Peter von Jess	Integration solutions provider in IT and prof. Svcs.	182	\$103.06
56/51	<b>The Plaza Group Inc.</b>	Houston, TX	Randy E. Velarde	Mktg. svcs. for petrochemical industry	18	\$103.00
57/43	<b>First Equity Mortgage Bankers Inc.</b>	Miami, FL	Daniel Rodriguez	Mortgage lender	56	\$101.43
58/64	<b>VisionIT</b>	Detroit, MI	David H. Segura	IT managed svcs., vendor mgmt., staffing	900	\$101.00
59/70	<b>Cornejo &amp; Sons Inc.</b>	Wichita, KS	Ron Cornejo	Heavy & highway const. & support svcs.	600	\$97.71
60/40	<b>Headquarter Toyota</b>	Miami, FL	Jeronimo M. Esteve	Automotive sales & svcs.	216	\$97.19
61/71	<b>CAPE Inc.</b>	Atlanta, GA	Fernando J. Rios	Construction, environmental & fuel syst. solutions	322	\$97.10
62/45	<b>Paul Young Company</b>	Laredo, TX	Paul H. Young Jr.	Automotive sales & svcs.	129	\$93.77
63/69	<b>Roses Southwest Papers Inc.</b>	Albuquerque, NM	Roberto Espot	Paper converting for tissue, towels, bags, napkins	197	\$93.70
64/35	<b>The Ideal Group Inc.</b>	Detroit, MI	Frank Venegas Jr.	Construction svcs., mfg. & indirect material mgmt.	178	\$89.84
65/65	<b>Cable-Dahmer Chevrolet Inc.</b>	Independence, MO	Carlos Ledezma	Automotive sales & svcs.	154	\$89.68
66/91	<b>Creative Associates International Inc.</b>	Washington, DC	M. Charito Kwant	Management consulting	152	\$88.56
67/60	<b>Jules &amp; Associates Inc.</b>	Los Angeles, CA	Jules Buenabenta	Equip. leasing & financing	43	\$87.30
68/58	<b>Allan Vigil Ford Lincoln Mercury</b>	Morrow, GA	M. Allan Vigil	Automotive sales & svcs.	222	\$86.94
69/47	<b>Northeast Remsco Construction Inc.</b>	Farmingdale, NJ	Juan A. Gutierrez	Heavy const.	185	\$85.50
70/110	<b>Gonzalez Design Group</b>	Pontiac, MI	Gary Gonzalez	Automotive design, toolong, rack containerization, contract svcs.	300	\$85.00
71/74	<b>TriNet Communications Inc.</b>	Livermore, CA	Jon J. Fernandez	Distributor of telecomm. & cable television equipmt.	33	\$80.93
72/124	<b>Intuitive Research &amp; Technology Corp.</b>	Huntsville, AL	A.R. Almodovar	Engineering svcs.	167	\$79.73
73/76	<b>SolvChem Inc.</b>	Pearland, TX	Jean-Pierre Baizan	Chemical dist., chemical & charcoal consumer prods.	199	\$78.10
74/90	<b>Gus Machado Ford Inc.</b>	Hialeah, FL	Gus Machado	Automotive sales & svcs.	182	\$75.30
75/103	<b>J2 Engineering Inc.</b>	Tampa, FL	Jose Morales	Design build constr. & environmenatal svcs.,	113	\$74.34
76/82	<b>Miami Automotive Retail Inc.</b>	Miami, FL	Mario Murgado	Automotive sales & svcs.	90	\$72.11
77/87	<b>Tire Group International</b>	Miami, FL	Antonio R. Gonzalez	Tire & tube sales & dist.	62	\$70.52
78/79	<b>GSE Construction Co. Inc.</b>	Livermore, CA	Orlando Gutierrez	General engr. contractors	326	\$68.75
79/83	<b>Ametza LLC</b>	El Centro, CA	Felipe Irigoyen	Whsl. agribusiness	80	\$66.67
80/81	<b>Falcon International Bank</b>	Laredo, TX	Adolfo E. Gutierrez	Banking & financial svcs.	308	\$66.33
81/141	<b>MicroTech LLC</b>	Vienna, VA	Anthony R. Jimenez	Tech resetter, mgmt. system integration, video comm., consulting	348	\$65.54
82/126	<b>Total Engineering Inc.</b>	Lanham, MD	Pablo Osorio	Excavation and utilities install.	256	\$65.27
83/112	<b>Navarro Research &amp; Engineering Inc.</b>	Oak Ridge, TN	Susana Navarro-Valenti	Environmental, Energy Efficiency & Renewable Energy, Nuclear, Quality & Safety Services	430	\$64.00
84/77	<b>Diamond P Enterprises Inc.</b>	Brownwood, TX	Domingo Perez Jr.	Telecomm. products	54	\$63.03
85/89	<b>Kira Inc.</b>	Miami, FL	Carlos Garcia	Facilities maintenance & construction	1000	\$62.40
86/94	<b>Vila &amp; Son Landscape Corp.</b>	Miami, FL	Juan C. Vila	Landscape Contractor and wholesale plants	625	\$60.89
87/93	<b>A &amp; D Automotive</b>	Dothan, AL	Dino Velazquez	Automotive sales & svcs.	110	\$59.75
88/86	<b>Gracious Home</b>	New York, NY	Natan Wekselbaum	Retail hardware & housewares, home furnishings	400	\$59.00
89/412	<b>Machado Garcia-Serra LLC</b>	Coral Gables, FL	Manuel E. Machado	Avertising services	62	\$58.00
90/88	<b>Geologies Corp.</b>	Alexandria, VA	Fernando J. Arroyo	Engineering & info. svcs.	450	\$57.00
91/100	<b>Asset Protection &amp; Security Services Inc.</b>	Corpus Christi, TX	Charles S. Mandel	Security guards	869	\$56.04
92/NR	<b>Chattahoochee Oil Company, Inc.</b>	West Point, GA	Loring F. Perez	Gasoline and diesel wholesale	9	\$54.73
93/80	<b>Esparza Enterprises Inc.</b>	Bakersfield, CA	Luis M. Esparza	General labor contractor	2345	\$53.69
94/102	<b>Pointanship Software Inc.</b>	Walnut Creek, CA	Ted C. Mesa	Shipping expense mgmt. software	15	\$53.20
95/108	<b>Metro Ford Inc.</b>	Miami, FL	Lombardo Perez	Automotive sales & svcs.	85	\$53.10
96/184	<b>L&amp;M Technologies Inc.</b>	Albuquerque, NM	Peter E. Harrod	Facilities management services/logistics	483	\$52.25
97/106	<b>The Bernd Group</b>	Dunedin, FL	Pilar R. Bernd	Aerospace supply mgmt. & dist.	45	\$52.10
98/104	<b>Lucy's Tire Inc.</b>	Medley, FL	Jose Rios	Tire & related prods. whsl.	50	\$52.00
99/109	<b>John Keeler &amp; Co. Inc.</b>	Miami, FL	John Keeler	Import, whsl., dist. blue crab meat	42	\$51.84
100/NR	<b>R.C. Aluminum Industries Inc.</b>	Miami, FL	Raul Casares	Design, mfg. & install windows, doors, curtain wall systems	269	\$51.30

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\* Source: 2009 HHOA – Hispanic Hotel Owners Associations. HHOA is an organization for Hispanic hotel owners designed to build awareness of the opportunities that exist in the lodging industry and provide members with resources, support, and information to assist them as a hotel owner, developer, and operator.

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# DIRECTORY OF THE 500

'10/09 Ranking	Company	Location	CEO	Type of Business	# of Employees	2009 Revenue* \$M
101/208	<b>E.J. De La Rosa &amp; Co. Inc.</b>	Los Angeles, CA	Edward J. De La Rosa	Capital, municipal securities, broker dealer	45	\$51.21
102/146	<b>Camin Cargo Control Inc.</b>	Linden, NJ	Carlos Camin	Petroleum inspection & lab analysis	520	\$51.12
103/133	<b>Reyes Construction Inc.</b>	Pomona, CA	Joseph Reyes	Heavy civil contractor	90	\$51.00
104/NR	<b>WSA Distributing Inc.</b>	San Diego, CA	Carlos Becerra	Elect. & wireless dist. svcs.	42	\$51.00
105/111	<b>GC Micro Corp.</b>	Petaluma, CA	Belinda Guadarrama	IT hardware, software, peripherals	40	\$50.30
106/155	<b>David Montoya Construction Inc.</b>	Albuquerque, NM	David Montoya	Commerical concrete, highway, airport, bridges	144	\$50.00
107/105	<b>Varela Auto Group LLC</b>	Palestine, TX	Fernando Varela	Automotive sales & svcs.	105	\$46.81
108/NR	<b>Gali Service Industries Inc.</b>	Bethesda, MD	Francisco Gali	Janitorial services	220	\$46.20
109/125	<b>South Dade Automotive Inc.</b>	Miami, FL	Jorge I. Pola	Tire/tubes/equipment whsl.	60	\$46.00
110/98	<b>Consolidated Contracting Services Inc.</b>	San Clemente, CA	Jose A. Elias-Calles	Construction mgmt./geneneral contracting	48	\$46.00
111/122	<b>Gilbert May Inc.</b>	Dallas, TX	Gilbert May	General contractor, const. mgmt.	115	\$45.35
112/131	<b>COmputing TechnologíeS Inc.</b>	Fairfax, VA	Manuel Sosa Jr.	Training & education, IT, help centers	479	\$45.32
113/123	<b>Lloyd A. Wise Cos.</b>	Oakland, CA	Anthony A. Batarse Jr.	Automotive sales & svcs.	107	\$45.22
114/127	<b>Cuellar LLC</b>	Passaic, NJ	Rafael Cuellar	Retail grocery	210	\$44.09
115/150	<b>Psychcare LLC</b>	Miami, FL	Rodolfo Hernandez	Behavioral health mgmt & EAP svcs.	80	\$44.00
116/117	<b>Century Metal &amp; Supplies Inc.</b>	Miami Gardens, FL	Misael Rosario	Processing, distrib., & export metals	55	\$43.00
117/138	<b>Puente Construction Enterprises Inc.</b>	Woodbury, NJ	Mario Zacharjasz	Construction mangement and design build services	34	\$43.00
118/148	<b>Cordoba Corp.</b>	Los Angeles, CA	George L. Pla	Civil engineering & construction mgmt.	110	\$42.00
119/73	<b>Thoroughbred Cars Inc.</b>	Tucson, AZ	Oscar A. Campos	Automotive sales & svcs.	86	\$41.34
120/114	<b>Knowledge Information Solutions Inc.</b>	Virginia Beach, VA	Catherine H. Giordano	Information technology solutions	65	\$41.00
121/349	<b>Link America Inc.</b>	Rowlett, TX	Andres Ruzo	Warehouse mgmt. svcs. & wireless comm.	10	\$40.70
122/128	<b>Metric Engineering Inc.</b>	Miami, FL	Victor M. Benitez	Engineering svcs.	250	\$40.60
123/165	<b>A-Tech Corporation</b>	Albuquerque, NM	Anthony Tenorio	Precision measurement & control	200	\$40.12
124/130	<b>AMI Mechanical Inc.</b>	Thornton, CO	Manuel Gonzales	Mechanical const. & svcs.	210	\$40.00
125/137	<b>Dixien LLC</b>	Lake City, GA	Juan R. Garcia	Metal stamping, toll & die mfg.	115	\$40.00
126/140	<b>Priority One Services Inc.</b>	Alexandria, VA	Jose Figueroa	Medical reserach svcs.	510	\$39.40
127/160	<b>Holman's Inc.</b>	Albuquerque, NM	A.T. Trujillo	Precision surveying & computing prods.	52	\$39.37
128/145	<b>Public Special Commodities Inc.</b>	Mira Loma, CA	Anna Aguiar	Warehousing and transportation	28	\$39.00
129/176	<b>La Tortilla Factory Inc.</b>	Santa Rosa, CA	Stan Mead	Tortilla & wraps mfg.	250	\$39.00
130/219	<b>Samuel A. Ramirez &amp; Co. Inc.</b>	New York, NY	Samuel A. Ramirez	Securities broker/dealer, investment banking, portfolio mgmt.	103	\$38.75
131/113	<b>Love Chrysler Inc.</b>	Corpus Christi, TX	Marion Luna Brem	Automotive sales & svcs.	60	\$38.40
132/99	<b>Delta Fuel Co. Inc.</b>	Ferriday, LA	Clinton L. Vegas	Wholesaler of petroleum products	2	\$38.04
133/180	<b>Mercom Inc.</b>	Pawley's Island, SC	Stella Colwell	IT products & svcs.	55	\$38.00
134/156	<b>SCI Consulting Services Inc.</b>	Vienna, VA	Lynette Spano	Provides IT solutions to government and gommercial clients	218	\$37.46
135/197	<b>Martin Brothers Construction Inc.</b>	Sacramento, CA	Felipe Martin	Heavy construction highway, street and bridge	84	\$37.10
136/164	<b>Link Construction Group</b>	Miami, FL	Guillermo Fernandez	Healthcare & commercial constr.	40	\$37.07
137/134	<b>Abba Technologies Inc.</b>	Albuquerque, NM	Andrew Baca	IT managed svcs.	33	\$37.00
138/59	<b>Bartlett Dairy Inc.</b>	Jamaica, NY	Thomas A. Malave	Dairy, pastry, can, bottles.	135	\$36.83
139/143	<b>Jardon &amp; Howard Technologies Inc.</b>	Orlando, FL	James E. Jardon II	Training, tech data mgmt., environ. marine science, mgmt. ops. support, const.	416	\$36.70
140/142	<b>PMA Consultants LLC</b>	Detroit, MI	Gui Ponce de Leon	Program and project mangement services for the construction Industry	178	\$36.54
141/193	<b>Cabrera Services Inc.</b>	East Hartford, CT	Lorenzo Cabrera	Radiological assesment & remediation	141	\$36.38
142/170	<b>Puente Enterprises Inc.</b>	DFW Airport, TX	Gina Puente	Airport concession: newstand/gift, winery, currency exchange, media/adversiting & cruises	210	\$36.10
143/129	<b>Andes Chemical Corp.</b>	Doral, FL	Fernando Espinosa	Raw materials export	21	\$35.10
144/241	<b>Steve's Equip. Service</b>	West Chicago, IL	Stephen L. Martines	Heavy equipment sales & rental	46	\$35.08
145/NR	<b>Galvotec Alloys Inc.</b>	McAllen, TX	Rogelio E. Garza	Mfg. high quality sacrificial (galvanic) aluminum, zinc & magnesium anodes	105	\$35.00
146/121	<b>Hurlen Corp.</b>	Santa Fe Springs, CA	I. Jay Hurtado	Aerospace metal sales	41	\$34.10
147/NR	<b>Alpine Buick GMC</b>	Denver, CO	Ivette Dominguez	Automotive sales & svcs.	55	\$34.07
148/159	<b>A&amp;A Maintenance Enterprise Inc.</b>	Yonkers, NY	Armando Rodriguez Jr.	Janitorial svcs.	3000	\$34.00
149/158	<b>Oroday Inc.</b>	Newbury Park, CA	Joel Oropesa	IT solutions, training, modeling & simulation	125	\$34.00
150/135	<b>Reytec Construction Resources Inc.</b>	Houston, TX	Gregg T. Reyes	Underground utilities & concrete road constr.	170	\$34.00

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# DIRECTORY OF THE 500

'10/09 Ranking	Company	Location	CEO	Type of Business	# of Employees	2009 Revenue* \$M
151/166	<b>Field Fresh Foods Inc.</b>	Los Angeles, CA	Emelio E. Castaneda	Produce processing	400	\$33.10
152/181	<b>Cardenas Marketing Network</b>	Chicago, IL	Henry Cardenas	Event mktg. & brand/sponsorship activation	30	\$32.19
153/120	<b>Ferragon Corp.</b>	Brooklyn, OH	Eduardo Gonzalez	Hot rolled steel toll processor, pickle, slit, level, roll, anneal & warehouse	157	\$32.00
154/172	<b>La Rosa Del Monte Express Inc.</b>	Bronx, NY	Hiram Rodriguez	Moving, shipping, storage svcs	180	\$31.00
155/NR	<b>Compunviz Group of South Florida</b>	Doral, FL	Nhora Martinez	Computer, computer svcs., gaming, computer parts & retail whsl.	17	\$30.36
156/171	<b>Macro-Z-Technology</b>	Santa Ana, CA	Bryan J. Zatica	General const.	85	\$30.00
157/151	<b>Global Parts &amp; Maintenance LLC</b>	Westland, MI	Rudolph N. Ureste	Original equipment parts	20	\$30.00
158/NR	<b>Mile Square Transportation</b>	Yonkers, NY	Horacio Rodriguez	School bus transportation	700	\$30.00
159/194	<b>Primestor Development Inc.</b>	Beverly Hills, CA	Arturo Sneider	Real estate devel. & property mgmt.	34	\$29.00
160/187	<b>Softech International Inc.</b>	Miami, FL	Efrain H. Logreira Jr.	Consumer reports	17	\$29.00
161/237	<b>AZF Automotive Group Inc.</b>	Miami, FL	I.G. Motta/C.R. Domenech	Automobile export & svcs.	3	\$28.70
162/178	<b>Metro Packaging &amp; Imaging Inc.</b>	Wayne, NJ	Armand de Torres	Folding carton mfg.	127	\$28.60
163/191	<b>Pro Auto Dealers Inc.</b>	El Paso, TX	Jorge Cuevas	Automotive sales & svcs.	17	\$28.60
164/161	<b>Aguirre Roden Inc.</b>	Dallas, TX	Pedro Aguirre	Architecture, engineering, construction, program mgmt.	86	\$28.50
165/206	<b>Advanced Federal Services Corp.</b>	Madison, AL	Alfredo Bonilla III	Facilities operations & maintenance	296	\$28.24
166/183	<b>Alvarez Lincoln Mercury Jaguar</b>	Riverside, CA	Ramon Alvarez	Automotive sales & svcs.	34	\$28.00
167/174	<b>Superior Tank Co. Inc.</b>	Rancho Cucamonga, CA	J.E. Marquez	Welded & bolted steel storage tanks	112	\$28.00
168/199	<b>Engineering Services Network Inc.</b>	Arlington, VA	Raymond F. Lopez Jr.	Engr. & tech. support for gvt.	165	\$27.93
169/152	<b>Bravo Southwest L.L.C.</b>	El Paso, TX	Raymond Palacios	Automotive sales & svcs.	83	\$27.80
170/186	<b>Star Paving Co.</b>	Albuquerque, NM	Joe M. Cruz	Asphalt paving, concrete, utilities, earthwork	135	\$27.70
171/116	<b>Everglades Steel Corp. &amp; Medley Steel Corp.</b>	Miami, FL	Orlando A. Gomez	Steel, stainless steel, galvanized material	61	\$27.40
172/147	<b>RMPersonnel Inc.</b>	El Paso, TX	Ceci Miles Mulvihill	Staff leasing, temporary staffing, exec. recruitment	30	\$26.35
173/201	<b>Inktel Direct Corp.</b>	Miami Lakes, FL	J. Ricky Arriola	Direct-marketing svcs.	500	\$26.00
174/202	<b>Garcia Construction Group</b>	Indianapolis, IN	Charles J. Garcia	Const. mgmt., general contracting	109	\$26.00
175/157	<b>T&amp;G Constructors Inc.</b>	Orlando, FL	Rick Gonzalez	General construction, facility maintenance, design-build svcs.	67	\$26.00
176/188	<b>Sterling Auto Group</b>	Bryan, TX	Manuel A. Gonzalez	Automotive sales & svcs.	68	\$26.00
177/NR	<b>NextGen Information Services Inc.</b>	St. Louis, MO	Maria del Carmen Jacob	IT staffing & consulting svcs.	300	\$25.56
178/218	<b>R.W. Garcia Co. Inc.</b>	San Jose, CA	Robert Garcia	Tortilla chips	100	\$25.50
179/177	<b>Diverse Staffing Inc.</b>	Brea, CA	Fred Flores	Employment/staffing services	1100	\$25.10
180/224	<b>Lopez Negrete Communications Inc.</b>	Houston, TX	Alex Lopez Negrete	Full service Hispanic marketing agency	170	\$25.10
181/271	<b>Integrated Control Systems Inc.</b>	Albuquerque, NM	Steven B. Chavez	HVAC bldg. automations contractor	166	\$25.07
182/262	<b>Solo Printing Inc.</b>	Miami, FL	Manuel Hernandez	Full service commercial printing	95	\$25.01
183/139	<b>Adonel Concrete Pumping &amp; Finishing of S. FL Inc.</b>	Miami, FL	Luis Garcia	Ready-mix concrete	200	\$25.00
184/210	<b>A.M. Ortega Construction Inc</b>	Lakeside, CA	A. Maurice Ortega	Underground utilities, gas, electric, TV & telephone	125	\$25.00
185/245	<b>Carniceria 3 Hermanos Inc.</b>	Tucker, GA	Bernardino Covarrubias	Grocery stores & meat processing plant	110	\$24.80
186/260	<b>Allied Industries Inc.</b>	Sherman Oaks, CA	Ernesto Gutierrez	Construction, engineering, remediation	200	\$24.50
187/233	<b>Sweetlake Chemicals Ltd.</b>	Houston, TX	Paul F. Montealegre	Chemical distributor	23	\$24.00
188/238	<b>Corzo Castella Carballo Thompson Salman P.A.</b>	Coral Gables, FL	Robert T. Carballo	Architectural, engineering, environ. sciences, & public involvement	145	\$23.90
189/236	<b>United Building Maintenance Inc.</b>	Carol Stream, IL	James S. Cabrera	Janitorial svcs. & mgmt.	1100	\$23.80
190/196	<b>Office Solutions Business Products &amp; Svcs. Inc.</b>	Yorba Linda, CA	Robert J. Mairena	Commercial office supply, furniture & printing dist.	76	\$23.50
191/296	<b>Prime Choice Foods Inc.</b>	Bristol, VA	Jose G. Gomez	Natural/organic/conventional corn based snack food mfg.	111	\$23.40
192/268	<b>Vinyl Technology Inc.</b>	Monrovia, CA	Dan Mollura	Custom mfg. vinyl/fabric prods.	260	\$23.19
193/185	<b>Trandes Corp.</b>	Lanham, MD	James A. Brusse	Engineering services	175	\$23.12
194/222	<b>New Era Builders Inc.</b>	Willoughby, OH	Joe Lopez	General contractor, design/build	29	\$23.10
195/217	<b>Classic Containers Inc.</b>	Ontario, CA	Manny Hernandez	Mfg. of plastic bottles, silkscreening, labeling & closures	330	\$23.02
196/198	<b>Perera Construction &amp; Design Inc.</b>	Ontario, CA	Henry Perera Jr.	Construction mgmt & design svcs.	36	\$22.96
197/211	<b>Taylor &amp; Hill Inc.</b>	Houston, TX	Ray Nunez	Engineering Services & Professional Placement	210	\$22.70
198/221	<b>Kemron Environmental Services Inc.</b>	Vienna, VA	Juan J. Gutierrez	Environ. engr. & remediation	150	\$22.70
199/220	<b>Fru-Veg Marketing Inc.</b>	Miami, FL	Conchita Espinosa	Importers & dist. of fresh produce	8	\$22.59
200/227	<b>Intermarket Corp.</b>	Miami, FL	Manuel A. Alvarez	Graphic arts, flexo graphic equipmt. & supplies, digital printing presses	27	\$22.36

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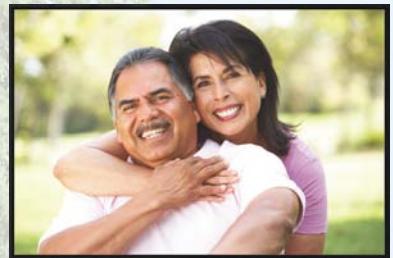
'10/09 Ranking	Company	Location	CEO	Type of Business	# of Employees	2009 Revenue* \$M
201/223	<b>Advanced Xerographics Imaging Systems Inc.</b>	Orlando, FL	David R. Salazar	High speed laser printing, mailing svcs., e-statements (presentment)	87	\$22.28
202/308	<b>NMR Consulting</b>	Annapolis, MD	David A. Garcia	IT, risk mgmt., logistics svcs.	110	\$22.28
203/169	<b>Industrial Control Repair</b>	Warren, MI	Paul Gutierrez	Electrical + mechanical repairs, robot sales	107	\$22.20
204/247	<b>West Coast Plastics Inc.</b>	Santa Fe Springs, CA	Miguel C. Garcia	Rigid packaging products	100	\$22.00
205/173	<b>PromoShop Inc.</b>	Los Angeles, CA	Guillermo Kahan	Full svc. mktg. & sales promotion agency	76	\$22.00
206/212	<b>Support Services of America Inc.</b>	Norwalk, CA	Alex E. Fortunati	Janitorial/bldg. maint. svcs.	500	\$21.90
207/230	<b>Sun Eagle Corporation</b>	Chandler, AZ	Martin Alvarez Sr.	General contracting/const. mgmt.	20	\$21.80
208/250	<b>Medina Consultants P.C.</b>	Hackettstown, NJ	Robert Medina	Civil engr. & land surveying svcs.	108	\$21.73
209/216	<b>RBB Architects Inc.</b>	Los Angeles, CA	Joseph Balbona	Architecture	60	\$21.44
210/242	<b>Automotive Support Group LLC</b>	Dearborn, MI	Lizabeth Ardisana	Technical comm. svcs.	237	\$21.30
211/207	<b>Infomatix Inc.</b>	Sacramento CA	Raul Ocazionez	Software & prod. devel., business, process outsourcing IT consulting	160	\$21.18
212/225	<b>Insurance Marketers Inc.</b>	Coral Gables, FL	Evarist Millian Jr.	Insurance agency & brokerage	15	\$21.00
213/266	<b>Borbon Inc.</b>	Buena Park, CA	Celia V. Morales	Commercial painting svcs.	132	\$21.00
214/195	<b>Aranda Tooling Inc.</b>	Huntington Beach, CA	Pedro Aranda	Metal stamping, sheet metal fabrication, fine-blanking, assembly, tooling	80	\$21.00
215/149	<b>Ideal System Solutions Inc.</b>	Maple Grove, MN	Elise Hernandez	IT products, svcs., solutions	20	\$21.00
216/182	<b>Pan American Express Inc.</b>	Laredo, TX	Ricardo Guardado	Interstate transportation	183	\$20.97
217/270	<b>Citizant</b>	Chantilly, VA	Raymond Roberts	Technology devel. & business consulting svcs	118	\$20.67
218/281	<b>Jorda Enterprises Inc.</b>	Miami, FL	Jorge Guisasaola	Heating, ventilation, A/C	75	\$20.35
219/246	<b>SEI Group Inc.</b>	Huntsville, AL	Eloy J. Torrez	Engineering & security svcs., energy technologies	120	\$20.28
220/179	<b>Bandini Enterprises Inc.</b>	Pasadena, TX	Fred Bandini	Engineering, procurement, construction mgmt., consulting, staffing specialist	140	\$20.28
221/299	<b>Santana Sales &amp; Marketing Group Inc.</b>	Marietta, GA	Humberto J. Santana	Food broker & manufacturer representative	8	\$20.22
222/228	<b>Milagro Packaging</b>	Dundee, MI	Dolores M. Rodriguez	Expandable & returnable pkg	150	\$20.00
223/154	<b>SBBI Inc.</b>	Sonoita, AZ	Deborah Echeverria-Fain	Government contract	198	\$20.00
224/214	<b>Maldonado Nursery &amp; Landscaping Inc.</b>	San Antonio, TX	Jerry Maldonado	Landscape, irrigation, lawn maintenance	400	\$20.00
225/215	<b>Express Travel of Miami Inc.</b>	Miami, FL	Olga M. Ramudo	Travel management	30	\$19.66
226/204	<b>Supply Source Inc.</b>	Williamsport, PA	Ray A. Thompson	Contract office furniture sales, design, installation, project management	68	\$19.65
227/78	<b>Genesis Networks Enterprises LLC</b>	San Antonio, TX	James Goodman	System integration svcs. in telecomm. industry	354	\$19.47
228/153	<b>Bermello, Ajamil &amp; Partners Inc.</b>	Miami, FL	Luis Ajamil	Architecture, engineering, planning, interior design, landscape architecture	101	\$19.43
229/304	<b>Cano Container Corp.</b>	Aurora, IL	Juventino Cano	Shipping container mfg.	20	\$19.10
230/240	<b>Original Impressions LLC</b>	Miami, FL	Roland B. Garcia Sr.	Graphic design, printing, mailing & marketing	184	\$19.00
231/274	<b>J.L. Patterson &amp; Associates</b>	Orange, CA	Jacqueline L. Patterson	Design & const. mgmt. of rail transport. systems	85	\$19.00
232/NR	<b>Roach Busters Bug Killers of America Inc.</b>	Miami, FL	Juan A. Lopez	Commercial pest control	58	\$18.70
233/231	<b>Mercedes Electric Supply Inc.</b>	Miami, FL	Mercedes C. LaPorta	Electrical products whsl.	29	\$18.60
234/273	<b>Davila Pharmacy Inc.</b>	San Antonio, TX	Rodolfo Davila	Pharmaceuticals & medical supplies	71	\$18.59
235/267	<b>Morales Group Inc.</b>	Indianapolis, IN	Tom Morales	Industrial Staffing and Project Management Services	25	\$18.50
236/340	<b>Paul J. Sierra Construction Inc.</b>	Tampa, FL	Paul J. Sierra	New & remodel, accessibility commercial, disaster & residence	38	\$18.31
237/119	<b>Anasteel &amp; Supply Co. LLC</b>	Ellenwood, GA	Anna R. Cablik	Reinforcing steel fabricator & supplier	45	\$18.30
238/279	<b>Tri-Cor Industries Inc.</b>	Lanham, MD	Louis Gonzalez	Custom computing software	229	\$18.21
239/288	<b>Miratek Corporation</b>	El Paso, TX	Joe L. Diaz	High tech., IT, syst. engr.	180	\$18.10
240/239	<b>Granada Insurance Co.</b>	Miami, FL	Juan Diaz-Padron	Property & casualty insurance	39	\$18.05
241/269	<b>Pangea Group</b>	St. Louis, MO	Michael Zambrana	Construction, remediation svcs.	40	\$18.00
242/249	<b>1-Day Paint &amp; Body Centers Inc.</b>	Torrance, CA	Javier R. Uribe	Automotive painting & repairs	348	\$17.91
243/190	<b>D.P. Electric Inc.</b>	Tempe, AZ	Daniel Puente	Electrical contracting	195	\$17.83
244/277	<b>High Light Electric Inc.</b>	Riverside, CA	Erwin Mendoza	Electrical contracting	100	\$17.54
245/259	<b>Protec Inc.</b>	Miami, FL	Alfredo Sotolongo	Air conditioning & energy conservation	34	\$17.50
246/NR	<b>Communications Resource Inc.</b>	McLean, VA	Victoria Johnson	Software devel., business consulting, integrated security systems design & implementation	115	\$17.50
247/272	<b>Cabral Roofing &amp; Waterproofing Corp.</b>	Montebello, CA	Andrew H. Cabral	Roofing & waterproofing svcs.	75	\$17.50
248/319	<b>Molzen-Corbin &amp; Associates</b>	Albuquerque, NM	Adelmo E. Archuleta	Engineering/architecture professional svcs.	77	\$17.46
249/NR	<b>Marimon Business Systems Inc.</b>	Houston, TX	Yolanda B. Marimon	Office machine whsl. & svcs.	62	\$17.20
250/278	<b>First in Service Travel Ltd.</b>	New York, NY	Fernando Gonzalez	Travel arrangements & related services	45	\$17.00

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'10/09 Ranking	Company	Location	CEO	Type of Business	# of Employees	2009 Revenue* \$M
251/232	<b>O. Trevino Construction LLC</b>	Roanoke, TX	Oscar Trevino	Highway/roadway const., concrete paving	115	\$17.00
252/282	<b>D&amp;A Building Services Inc.</b>	Longwood, FL	Albert Sarabasa	Bldg. maintenance svcs.	750	\$17.00
253/NR	<b>Sierra Metals Inc.</b>	Cleveland, OH	Joe Lopez	Architectural metals	56	\$17.00
254/252	<b>American Demolition Corp.</b>	Elgin, IL	Alfredo Palafox	Industrial/commercial demolition or wrecking svcs.	100	\$16.96
255/NR	<b>Mayorga Coffee Roaster Inc.</b>	Rockville, MD	Martin Mayorga	Coffee products	87	\$16.70
256/297	<b>Mechanical Heating Supply Inc.</b>	Bronx, NY	Frank Rivera	Heating supplies	16	\$16.67
257/289	<b>Information &amp; Computing Services Inc.</b>	Jacksonville, FL	Jorge F. Morales	Computer syst. devel. svcs.	93	\$16.50
258/254	<b>Viña &amp; Son Food Distributor</b>	Miami, FL	Juan C. Viña	Food dist.	35	\$16.50
259/331	<b>Project Enhancement Corp.</b>	Germantown, MD	Ricardo Martinez	Project mgmt. & consulting svcs.	58	\$16.37
260/NR	<b>Jalisco International Inc.</b>	Commerce City, CO	Sipriano Ledezma	Heavy/highway construction	62	\$16.17
261/200	<b>Ruiz Mexican Foods Inc.</b>	Ontario, CA	Dolores C. Ruiz	Tortilla Mfg.	130	\$16.00
262/332	<b>Chavez Contracting Inc.</b>	Wichita Falls, TX	James Chavez	General construction	29	\$15.70
263/285	<b>MCA Communications Inc.</b>	Houston, TX	Richard Cortez	Voice & data cabling, audio, video, sound & security svcs.	160	\$15.70
264/NR	<b>P3S Corporation</b>	San Antonio, TX	Mary Ellen Trevino	IT, financial mgmt., program mgmt., health mgmt., homeland security	334	\$15.67
265/286	<b>EndPak Packaging Inc.</b>	Pico Rivera, CA	Edgar A. Garcia	Paper bag mfg.	88	\$15.60
266/291	<b>United Pumping Service Inc.</b>	City of Industry, CA	Eduardo T. Perry	Hazardous waste removal/transp.	100	\$15.60
267/234	<b>Alman Construction Services</b>	Dallas, TX	Samuel J. Guzman	Electrical contracting	130	\$15.50
268/243	<b>Budget Construction Co. Inc.</b>	Miami, FL	Miguel A. Jimenez Jr.	Engr. contractors, site devel.	85	\$15.10
269/310	<b>Yerba Buena Engineering &amp; Construction Inc.</b>	San Francisco, CA	Miguel Galarza	General engineering construction	55	\$15.01
270/263	<b>Aztec Manufacturing Corp.</b>	Romulus, MI	Frank Lopez	Machine forgings and castings	45	\$15.00
271/283	<b>dmDickason Personnel Services.</b>	El Paso, TX	Don Dickason	Employee staffing, exec. search, HT outsourcing	20	\$15.00
272/248	<b>Philatron International</b>	Santa Fe Springs, CA	Phillip M. Ramos Jr.	Mfg. elect. wires & cables	65	\$15.00
273/312	<b>Rey's Pizza Corp.</b>	Miami, FL	Ramon Rodriguez	Pizza restaurants	185	\$14.90
274/383	<b>MarkMaster Inc.</b>	Tampa, FL	Kevin Govin	Marking & identification devices	85	\$14.80
275/209	<b>Pribuss Engineering Inc.</b>	South San Francisco, CA	Bayardo J. Chamorro	Plumbing, heating, fire protection	75	\$14.79
276/295	<b>Tramex Travel</b>	Austin, TX	Juan Portillo	Travel mgmt. & vacation planning	25	\$14.70
277/257	<b>A.L.L. Masonry Construction Co. Inc.</b>	Chicago, IL	Luis Puig Sr.	Masonry construction	105	\$14.62
278/255	<b>Interamerican Bank</b>	Miami, FL	Agustin F. Velasco	Banking svcs.	78	\$14.51
279/301	<b>Proftech LLC</b>	Elmsford, NY	Jose R. Montiel	Office supply & furniture dist.	40	\$14.50
280/328	<b>ROC Construction Inc.</b>	Dallas, TX	Romeo O. Collazo Jr.	Commercial masonry-stonework	225	\$14.30
281/264	<b>Chaparral Pontiac-Buick-GMC Truck</b>	Johnson City, TN	Alfredo R. Gonzalez	Automotive sales & svcs.	36	\$14.25
282/311	<b>Raemica Inc.</b>	Highland, CA	Thomas Serrato	Meat processing	76	\$14.10
283/317	<b>Gemini Power Systems Inc.</b>	St. Petersburg, FL	Nelson Gonzalez	Power equip. reseller	8	\$14.05
284/336	<b>El Charro Cafe</b>	Tucson, AZ	Raymon Flores	Restaurant & food mfg.	350	\$14.00
285/287	<b>LACE Foodservice</b>	Miami, FL	Luis H. Hernandez	Foodservice equip. & supplies sales	9	\$14.00
286/403	<b>Cherokee Enterprises Inc.</b>	Miami Lakes, FL	Gabino Cuevas	Environmental engineering & constr. svcs.	48	\$14.00
287/338	<b>El Clasificado</b>	Norwalk, CA	Martha de la Torre	Print ads, online ads, events, mobile mktg	127	\$13.84
288/293	<b>7Search.com</b>	Des Plaines, IL	Dante Monteverde	Search Engine	30	\$13.70
289/390	<b>Technical Works Inc.</b>	City of Industry, CA	Ingrid Arciniaga	Recruiting, staffing & payroll	18	\$13.67
290/321	<b>J.R. Inc</b>	Universal City, TX	Jesse Rodriguez	Educational, office & library furniture dist.	32	\$13.63
291/256	<b>The Keystone Plus Construction Corp.</b>	Washington, DC	Carlos Perdomo	General contractor	200	\$13.53
292/284	<b>Vista Investments LLC</b>	Los Angeles, CA	Juan Llaca	Hotels & real estate	250	\$13.43
293/428	<b>Today's Business Solutions</b>	Houston, TX	Robert Jimenez	Office products, furniture, paper, technology	14	\$13.40
294/327	<b>Gallegos Sanitation Inc.</b>	Fort Collins, CO	Gerald E. Gallegos	Trash hauling, recycling, portables toilet svcs.	138	\$13.33
295/361	<b>Service Electric Co. Inc.</b>	Albuquerque, NM	Steve A. Alderete	Elect. contracting	120	\$13.00
296/313	<b>A. Ruiz Constr. Co. &amp; Assoc. Inc.</b>	San Francisco, CA	Antonio Ruiz	Gen. contracting & engr.	50	\$13.00
297/NR	<b>Garcia Foods Inc.</b>	San Antonio, TX	Bonnie Garcia Gottwald	Mexican food mfg.	75	\$13.00
298/323	<b>Arroyo Process Equipment</b>	Clearwater, FL	Frank Arroyo	Distribution of industrial equip.	26	\$12.80
299/377	<b>CartonCraft Inc.</b>	St. Charles, IL	Tony Reyes	Manufacture printed folding cartons	80	\$12.72
300/290	<b>Southwest Office Systems Inc.</b>	DFW, TX	Vince E. Puente Sr./Buddy Puente	MFP-print mgmt., document solutions	62	\$12.70

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# *The Coca-Cola Company*

# DIRECTORY OF THE 500

'10/09 Ranking	Company	Location	CEO	Type of Business	# of Employees	2009 Revenue* \$M
301/342	<b>Trinity Furniture Inc.</b>	Trinity, NC	Jorge A. Lagueruela	Contract office/healthcare seating & tables	90	\$12.66
302/343	<b>Torres Electrical Supply Co. Inc.</b>	Stuart, FL	Oscar L. Torres	Electrical equipment & supplies whsl.	12	\$12.64
303/302	<b>Hillside Inc.</b>	Hillside, NJ	Leticia Rojas	Trucking of excavated material	55	\$12.60
304/261	<b>Plastec USA Inc.</b>	Miami, FL	Hector V. Sosa	Plastic equip. sales.	21	\$12.57
305/384	<b>Lingual Information System Technologies Inc.</b>	Columbia, MD	Elizabeth Pendon-Sherman	Software development, linguistic, technical services, security	140	\$12.48
306/350	<b>Kell Muñoz Architects Inc.</b>	San Antonio, TX	Henry R. Muñoz III	Architectural design svcs.	51	\$12.30
307/322	<b>Golden Gate Air Freight Inc.</b>	Hayward, CA	John R. Cardenas	Air & sea freight svcs., DTD svcs.	34	\$12.26
308/92	<b>The Washington Consulting Group</b>	Bethesda, MD	Armando C. Chapelli Jr.	Airtraffic control svcs., support & training	85	\$12.24
309/316	<b>Benchmark Hospitality International</b>	The Woodlands, TX	Humberto Cabañas	Mangement & mktg of resorts, hotels, conference centers	4615	\$12.22
310/351	<b>Traf-Tex Inc.</b>	Houston, TX	Mario J. Reyna	Computerized traffic mgmt. syst. install.	44	\$12.15
311/294	<b>Fulfillment Corporation of America</b>	Beaverton, OR	David P. Torres Jr.	Digital print & fulfillment	60	\$12.08
312/360	<b>Vista Color Corp.</b>	Miami, FL	J.E. Serrano	Carton printing & pkg.	90	\$12.00
313/369	<b>Superior Mechanical Systems Inc.</b>	Pinella Park, FL	Raul Perera	Mechanical Contractor	95	\$12.00
314/358	<b>Nital Trading Co. Inc.</b>	Miami, FL	George Hernandez	Whsl. meat dist.	13	\$12.00
315/275	<b>ZMG Inc.</b>	Ontario, CA	Steve Gomez	Food distributor	10	\$12.00
316/132	<b>Gancedo Lumber Co.</b>	Miami, FL	Martin Perez	Reinforcing steel	52	\$11.97
317/345	<b>San Bar Construction Corp.</b>	Albuquerque, NM	David A. Sanchez	Pavement markings contractors	72	\$11.90
318/162	<b>Williams Paving Co. Inc.</b>	Medley, FL	Jose Rodriguez	Heavy and highway construction	120	\$11.82
319/305	<b>R&amp;W Concrete Contractors Inc.</b>	Burlingame, CA	Brian Rodrigues	General const.	70	\$11.80
320/NR	<b>ADC Ltd. NM</b>	Albuquerque, NM	Arthur D. Cordova	Personnel & physical security/staffing	225	\$11.80
321/344	<b>Tejas Office Products Inc.</b>	Houston, TX	Lupe Fraga	Office products, office furniture computer supplies & paper dist.	47	\$11.76
322/329	<b>Stewart Engineering Inc.</b>	Raleigh, NC	Willy E. Stewart	Design firm that specializes in land devel., structural, transport. & geotechnical engr.	92	\$11.67
323/357	<b>Gaucho Ltd.</b>	Phoenix, AZ	Julian Claudio Nabozny	Fast food restaurants	180	\$11.60
324/325	<b>Apache Construction Company Inc.</b>	Albuquerque, NM	Mariano Chavez Jr.	Guardrail, cattle guard, fence install.	120	\$11.50
325/389	<b>Elite Staffing Services Inc.</b>	Haltom City, TX	Elaina Perez	Employment & payroll svcs.	2180	\$11.50
326/NR	<b>J&amp;K Mechanical LLC</b>	Medley, FL	Jerry Fernandez	Air conditioning, plumbing, medical gas for healthcare industry	50	\$11.50
327/335	<b>Albuquerque Printing Co.</b>	Albuquerque, NM	Tony Fernandez	Commercial printing svcs.	86	\$11.50
328/363	<b>Leadpoint Business Services</b>	Phoenix, AZ	Frank P. Ramirez	Temp. help svcs., personnel svcs.	23	\$11.50
329/371	<b>Elf Corp.</b>	Longwood, FL	Ernesto Alvarez	Pet food distributor	32	\$11.48
330/356	<b>Apodaca Wall System</b>	Phoenix, AZ	Arnold Apodaca	Sub contractor, metal framing, drywall, insulation, paint, stucco, & EIFS	150	\$11.36
331/483	<b>Team-One Employment Specialits LLC</b>	Los Angeles, CA	Frank C. Moran	Temporary staffing	1600	\$11.24
332/365	<b>Estrada Hinojosa &amp; Company Inc.</b>	Dallas, TX	Noe Hinojosa, Jr.	Financial & investment advisory, underwriting svcs.	43	\$11.14
333/406	<b>South Miami Pharmacy</b>	Miami, FL	Armando Bardisa	Retail pharmacy	16	\$11.10
334/NR	<b>X-EETO Inc.</b>	Miami, FL	Charles Baxter	Information technology svcs.	100	\$11.10
335/307	<b>Boat Tree Inc.</b>	Orlando, FL	Joe Pozo	Sales and service of boats and marine products	30	\$11.00
336/244	<b>Malaco International Inc.</b>	Walnut Creek, CA	Peter Llama	Chemicals, gasoline, diesel	4	\$11.00
337/NR	<b>Wireless Cellutions.Com Inc.</b>	Doral, FL	Richard Hidalgo	Cellular phones	35	\$10.99
338/484	<b>Pursuit of Excellence HR</b>	Dallas, TX	Marie Diaz	HR consulting & organizational devel.	210	\$10.98
339/320	<b>Garcia Roofing &amp; Sheet Metal</b>	Prairieville, LA	Gabriel Garcia	Roofing & sheet metal contractors	25	\$10.96
340/NR	<b>C&amp;J Engineering LLC</b>	Richland, WA	Socorro Cabrera/Michael Cabrera	Engineering consulting and staff-augmentation	7	\$10.88
341/NR	<b>Commercial Energy Specialists</b>	Jupiter, FL	Alvaro G. Mendoza	Commercial pool automation, computerizations, chemicals, filters	30	\$10.72
342/367	<b>Ebco Inc.</b>	Elk Grove, IL	Bill Bernardo	Rubber & plastic prod. mfg.	22	\$10.65
343/470	<b>Human Capital International</b>	El Paso, TX	Rosa Santana	Temporary staffing	21	\$10.60
344/424	<b>Mentoring Minds</b>	Tyler, TX	Robert L. Bush	Develop, publish & market K-12 educational materials	53	\$10.59
345/370	<b>Ceiba Technologies</b>	Chandler, AZ	John Vargas	Computer consumables	14	\$10.50
346/407	<b>Atlantis International Inc.</b>	Metairie, LA	Manuel F. Blanco	Exportation of oil & lubricants	8	\$10.50
347/368	<b>Istonish Holding Co.</b>	Denver, CO	Annette Quintana	IT services	100	\$10.50
348/NR	<b>J.C. Restoration Inc.</b>	Rolling Meadows, IL	Warner Cruz	Fire & water damage restoration, emergency response	72	\$10.42
349/355	<b>Ray's Flooring Specialists Inc.</b>	Albuquerque, NM	Martin R. Lucero	Installation of floor coverings	75	\$10.40
350/393	<b>Cristina Foods Inc.</b>	Chicago, IL	Cesar A. Dovalina Jr.	Wholesale foodservice dist.	25	\$10.35

\* In millions of dollars, for calendar year 2009. Sales figures appear as reported to Hispanic Business by authorized company representatives. Many companies submitted financial statements. NR: Not on the 2009 list.  
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# DIRECTORY OF THE 500

'10/09 Ranking	Company	Location	CEO	Type of Business	# of Employees	2009 Revenue* \$M
351/398	<b>Emergency 24 Inc.</b>	Des Plaines, IL	Dante Monteverde	Computerized marketing of alarm systems nationwide.	115	\$10.34
352/374	<b>Sanchez Daniels &amp; Hoffman LLP</b>	Chicago, IL	Manuel Sanchez	Legal services	72	\$10.32
353/330	<b>Milam &amp; Co. Painting Inc.</b>	Houston, TX	Anthony Milam	Painting & wallcovering svcs.	140	\$10.24
354/339	<b>A.M. Capen's Co. Inc.</b>	Hillside, NJ	Camilo Fernandez	Ofc. & school supplies exporters	11	\$10.13
355/366	<b>MyBank</b>	Belen, NM	Rick Gallegos	Banking svcs.	67	\$10.12
356/315	<b>Talisen Technologies Inc</b>	St. Louis, MO	George Brill	Secure communications	50	\$10.10
357/422	<b>Camino Construction LP</b>	Lewisville, TX	Rogelio T. Ayala	General construction	55	\$10.09
358/394	<b>Midwest Maintenance Co. Inc.</b>	Omaha, NE	Jamie Gutierrez	Bldg. & custodial svcs.	500	\$10.00
359/400	<b>LB Transportation Group &amp; Omni Warehouse</b>	Saginaw, MI	Tony Lander	Transportation, local and nationwide, warehousing, quality inspection (for manufacturing industry)	130	\$10.00
360/300	<b>Florida Lumber Co.</b>	Miami, FL	Ingacio Perez	Bldg. materials sales	97	\$10.00
361/372	<b>American Fasteners Corp.</b>	Miami, FL	Manny Benitez	Construction adhesives, bolts, butts, screws, washers, thread rods, power tools	47	\$9.90
362/276	<b>Mora Engineering Contractors Inc.</b>	Coral Springs, FL	Carlos Mora	Underground utilities & earth work	40	\$9.80
363/432	<b>Envirowaste Services Group Inc.</b>	Miami, FL	B. Rafael Barba	Sewer cleaning & repair	92	\$9.75
364/408	<b>A&amp;P Consulting Transportation Engineers</b>	Miami, FL	Antonio G. Acosta	Civil, transport., water resources & elect. engr. & constr. mgmt./enrg. inspections	82	\$9.74
365/399	<b>Garces &amp; Grabler P.C.</b>	New Brunswick, NJ	William J. Garces	Legal svcs.	85	\$9.72
366/382	<b>Creative Human Resources Concepts LLC</b>	Mesa, AZ	Rosa Cantor	Human resources svcs.	100	\$9.70
367/341	<b>RED F Marketing LLC</b>	Charlotte, NC	Sara Garcés	Mktg., advertising, strategic consulting, data analysis	35	\$9.60
368/439	<b>Carrco Painting Contractor Inc.</b>	Dallas, TX	Javier Huerta	Full svcs. painting & wallcovering installation	285	\$9.60
369/396	<b>Centinel Bank of Taos</b>	Taos, NM	Rebeca Romero Rainey	Loan & deposit products	63	\$9.55
370/354	<b>Sparkle Maintenance Inc.</b>	Albuquerque, NM	Carlo Lucero	Commercial janitorial svcs.	328	\$9.45
371/401	<b>JT2(Squared) Integrated Resources</b>	Oakland, CA	John Casas	Workers compensation & liability claims admin.	86	\$9.44
372/379	<b>Paquito &amp; Sons Inc.</b>	Rockledge, FL	Carlos Gonzalez	Audio/video integration & sales	3	\$9.30
373/306	<b>Cordova Bolt Inc.</b>	Buena Park, CA	Moses E. Cordova	Distributor of fasteners	29	\$9.23
374/346	<b>Apex Office Products Inc.</b>	Tampa, FL	Aurelio Llorente Jr.	Office supplies, furniture, tech. supplies	54	\$9.20
375/413	<b>Zia Engineering &amp; Environmental Consultants LLC</b>	Las Cruces, NM	Edward H. Martinez	Engineering, environmental consulting svcs., facility mgmt.	110	\$9.16
376/375	<b>Western Switches &amp; Controls Inc.</b>	Brea, CA	Leo Alonzo	Motor control automation, electrical products	27	\$9.10
377/430	<b>ES&amp;H Inc.</b>	Knoxville, TN	William P. Garibay	Provides safety & health, const., engr., disaster response, facility mgmt. & training svcs.	72	\$9.09
378/373	<b>Jess Diaz Trucking Inc.</b>	La Mirada, CA	Dimas Diaz	Trucking/transportation	26	\$9.05
379/411	<b>Excel Railcar Corp. &amp; Cos.</b>	Warrenville, IL	Eugene R. Constance	Railcar leasing & repairs	24	\$9.04
380/352	<b>Thomas A. Mason Co. Inc.</b>	Milwaukee, WI	Thomas A. Mason	Painting, flooring, const. mgmt.	65	\$9.02
381/415	<b>ABC Security Services Inc.</b>	Oakland, CA	Ana Chretien	Security guards & patrols	251	\$9.00
382/395	<b>Empire Building &amp; Environmental Services Inc.</b>	Alhambra, CA	Robert Garcia	Janitorial, air duct cleaning	240	\$9.00
383/418	<b>ProTranslating.</b>	Miami, FL	Luis de la Vega	Professional translation, interpreting, conference svcs.	94	\$9.00
384/380	<b>Island Dairy Distributors Inc.</b>	Miami, FL	Tony Carrion Sr.	Export of dairy prods.	19	\$9.00
385/359	<b>Garcia Express LLC</b>	Phoenix, AZ	Adam Garcia	Freight transportation	50	\$9.00
386/292	<b>Structural Prestressed Industries</b>	Miami, FL	Emilio R. Vega	Fabrication/installation of beams	80	\$9.00
387/405	<b>Wendium of Florida Inc.</b>	Miami, FL	Raul Dominguez	Fast-food restaurants	122	\$8.98
388/298	<b>Gonzales Labor Systems Inc.</b>	Arlington, TX	Cruz Gonzales	Staffing Agency	1458	\$8.83
389/381	<b>Mast Distributors Inc.</b>	Ronkonkoma, NY	Jaime A. Santiago	Distributor elect. components	11	\$8.80
390/460	<b>Innovations Group Inc.</b>	Peoria, AZ	Gloria W. Peña	Government contractor	92	\$8.77
391/454	<b>Monterrey Security Consultants Inc.</b>	Chicago, IL	Juan Gaytan Jr.	Security guards svcs. & consulting	550	\$8.70
392/347	<b>Time Definite Services Inc.</b>	Elgin, IL	Michael Suarez	Freight transportation, inventory mgmt.	75	\$8.70
393/388	<b>Taylor Ultimate Services Co.</b>	Weston, FL	Raul Piedra Jr.	Sales & svcs. restaurant equipment	39	\$8.58
394/324	<b>Tire Masters International LLC</b>	Miami, FL	Luis Ramirez	Truck, farm & industrial tires whsl.	9	\$8.56
395/391	<b>The Communities Group</b>	Washington, DC	Jaime Bordenave	Affordable housing & community devel., infrastructure finance, property mgmt. software	47	\$8.50
396/429	<b>Man-Machine Systems Assessment</b>	Washington, DC	Martha Harris	Test & evaluation, admin. & mgmt. support, transportation safety analysis & emergency planning	54	\$8.50
397/468	<b>Paco Group Inc.</b>	New York, NY	Frank Otero	Engineering consulting services/construction mangement	75	\$8.50
398/337	<b>CSR Construction Corp.</b>	Nutley, NJ	Francisco J. Salas	Const.: warehouse, office bldgs.	18	\$8.50
399/434	<b>Alante Security Group Inc.</b>	Westbury, NY	Luis A. Lopez	Security guards/private investigations	215	\$8.46
400/426	<b>Vasquez Estrada &amp; Conway LLP</b>	San Rafael, CA	Michael J. Estrada	Legal svcs.	53	\$8.44

\* In millions of dollars, for calendar year 2009. Sales figures appear as reported to Hispanic Business by authorized company representatives. Many companies submitted financial statements. NR: Not on the 2009 list.  
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# DIRECTORY OF THE 500

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401/450	<b>ECCO Select Corp.</b>	Kansas City, MO	Jeanette Prenger	Consulting & staff augmentation	980	\$8.22
402/378	<b>Tube America Inc.</b>	Houston, TX	Cosme J. Salazar	Distribution of pipe, tubing, valves, flanges, fittings, elbows, etc. in carbon steel, stainless ste	16	\$8.20
403/309	<b>Honshy Electric Co. Inc.</b>	Miami, FL	Manuel G. Diaz	Electrical contractor	132	\$8.20
404/348	<b>Michigan Pipe &amp; Valve</b>	Saginaw, MI	James Jaime	Underground utility supply distributor	14	\$8.14
405/437	<b>Spectra Colors Corp.</b>	Kearny, NJ	Luis B. Marrero	Dyes.colorants for foods, inks, HI&I	28	\$8.10
406/404	<b>Millennium Communications Group LLC</b>	Parsippany, NJ	Michael Fernandez	Healthcare mktg.	18	\$8.10
407/455	<b>Alliance Technology Solutions LLC</b>	Orion, MI	Margie Garza-Carlson	IT infrastructure solutions	9	\$8.08
408/427	<b>The Perishable Specialist Inc.</b>	Miami, FL	Frank A. Ramos	Customs broker specializing in perishables	17	\$8.00
409/414	<b>Priority Staffing Solutions Inc.</b>	New York, NY	Deborah L. Wainstein-Goodman	Temp/permanent employment agency	13	\$8.00
410/NR	<b>MZI Group Inc.</b>	Chicago, IL	Arthur Zayas Miller	General, electrical, mechanical contractor	40	\$8.00
411/444	<b>FR. Aleman &amp; Associates Inc.</b>	Miami, FL	Francisco R. Aleman	Intelligent transportation system	80	\$8.00
412/326	<b>Three Star Trucking Co. Inc.</b>	Wayne, MI	Denise A. Rays Pellosma	Transportation of customer supplied prods.	38	\$8.00
413/387	<b>Spectrum Communications Cabling Services Inc.</b>	Corona, CA	Robert Rivera	Voice and data cabling svcs.	62	\$8.00
414/265	<b>TruckNation</b>	Houston, TX	Robert A. Garcia	Commercial used trucks	17	\$8.00
415/226	<b>Exterior Walls Inc.</b>	Orlando, FL	Antonio Caravia	Commercial drywall/stucco	28	\$7.85
416/NR	<b>J. Colavin &amp; Son Inc.</b>	Los Angeles, CA	Rosemarie Colavin	Ceramic tile contractor	55	\$7.78
417/443	<b>Able Industrial Products Inc.</b>	Ontario, CA	Gloria Martinez	Dist. tapes, mfg. gaskets	35	\$7.77
418/461	<b>LUZ Inc.</b>	San Francisco, CA	Monique Rivas	Translation & localization svcs. for life science clients	40	\$7.60
419/441	<b>Precision 2000 Inc.</b>	Atlanta, GA	Guiomar Obregon	Commercial general contractor	30	\$7.60
420/433	<b>Cacheaux, Cavazos &amp; Newton L.L.P.</b>	San Antonio, TX	Joseph B. Newton	Legal svcs.	31	\$7.60
421/431	<b>Intelligent Interiors Inc.</b>	Addison, TX	Mindy M. Casas	Contract office furniture	10	\$7.52
422/NR	<b>Persona Computing Inc.</b>	Walnut Creek, CA	Virginia Velasquez	IT staffing & human resources svcs.	125	\$7.50
423/438	<b>Future Force Personnel</b>	Miami Lakes, FL	Adela Gonzalez	Employment staffing	8	\$7.50
424/NR	<b>Meridian Partners</b>	Miami Beach, FL	Wilberto Martinez	Provide complete software and services solutions for state and local government entities and schools	26	\$7.48
425/425	<b>MGE Architects Inc.</b>	Coral Gables, FL	Jose L. Estevez	Architectural, interior design, master planning	27	\$7.40
426/435	<b>Wolfberg Alvarez &amp; Partners</b>	Coral Gables, FL	Julio E. Alvarez	Architec./engr., interior design	54	\$7.30
427/462	<b>Amtec Sales Inc.</b>	Medley, FL	Robert Gonzalez	Printing supplies for medical, parking voucher & ticketing equip.	19	\$7.28
428/436	<b>MMi Direct Mail Communications</b>	Los Angeles, CA	William Rivera	Direct-mail svcs.	95	\$7.20
429/442	<b>County Metal &amp; Glass Inc.</b>	South Plainfield, NJ	John Quinones	Fabrication & install. of glass & metal glazing prods.	41	\$7.20
430/417	<b>Realty Marketing Assoc. Inc.</b>	Las Vegas, NV	Felix E. DeHerrera	Real estate property mgmt. & sales	13	\$7.13
431/353	<b>Gem Paver Systems Inc.</b>	Miami, FL	Jorge Fernandez	Brick manufacturer	30	\$7.03
432/467	<b>Paragon Project Resources Inc.</b>	Irvine, TX	William Correa	Program mgmt., construction mgmt., engr. & tech. svcs.	45	\$7.00
433/395	<b>Engineering, Management &amp; Integration Inc.</b>	Herndon, VA	James Fitzwilliam Ortiz	Engineering consulting	50	\$6.91
434/410	<b>W.G. Valenzuela Drywall Inc.</b>	Tucson, AZ	William G. Valenzuela	Metal framing, drywall, painting	150	\$6.82
435/452	<b>Luis Auto Colors</b>	Houston, TX	Cristobal Batarse	Automotive paints	36	\$6.80
436/448	<b>Quijote Corp.</b>	Los Angeles, CA	Jose R. Villa	Full svc. interactive agency	22	\$6.75
437/421	<b>TGSV Enterprises Inc.</b>	Hialeah, FL	Jesus Gomez	Const. mgmt., general contracting	17	\$6.71
438/465	<b>Cobe Chemical Co. Inc.</b>	Pico Rivera, CA	Sergio Quiñones	Cosmetic & nutritional prods. mfg.	65	\$6.70
439/449	<b>Technology Resource Center Inc.</b>	Santa Ana, CA	Gabriel A. Chavez	Engineering svcs., manpower resources	42	\$6.51
440/376	<b>Paz Energy LLC</b>	Irving, TX	Albert C. Zapanta	Production & distribution of natural gas	4	\$6.50
441/451	<b>Growers Equipment Co.</b>	Davie, FL	Norberto H. Lopez	Farm tractors and construction equipment	13	\$6.44
442/500	<b>Fiore Industries Inc.</b>	Albuquerque, NM	Bill M. Miera	Engineering reserach & devel., aerospace & IT	44	\$6.43
443/423	<b>Nino Corp. Lodging Inc.</b>	Houston, TX	Gloria Nino	Home sales, rentals,employee relocation, home finding services furnished apartments	25	\$6.35
444/314	<b>Professional Building Maintenance</b>	Sun Valley, CA	Fernando Real	Building maintenance svcs.	380	\$6.30
445/457	<b>Albors &amp; Associates Inc.</b>	Winter Park, FL	Rene Albors	Translation - Interpreting	25	\$6.30
446/464	<b>WONEF-Longwood LLC</b>	Miami, FL	Raul Dominguez	Fast-food restaurants	112	\$6.23
447/409	<b>TSC Design Associates Inc.</b>	New York, NY	Bill Sotomayor	Architecture & design firm	49	\$6.20
448/466	<b>H&amp;L Concrete Inc.</b>	Greeley, CO	Jerry Naranjo	Civil const., concrete, drainageways, utilities & road	45	\$6.10
449/446	<b>RMT Landscape Contractors Inc.</b>	Oakland, CA	Rick DeHerrera	Public works landscaping & irrigation	60	\$6.00
450/NR	<b>J.R. Ramon &amp; Sons Inc.</b>	San Antonio, TX	Joe Ramon Jr.	Demolition and site preperation	48	\$6.00

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'10/09 Ranking	Company	Location	CEO	Type of Business	# of Employees	2009 Revenue* \$M
451/402	Andes Construction Inc.	Oakland, CA	Danilo Mayorga Sr.	Underground sewer, storm rehab. & CIPP mfg. & install.	32	\$6.00
452/485	General Transistor Corp.	Los Angeles, CA	Albert A. Barrios	Distributor of electronic components	18	\$5.80
453/440	Qualified Mechanical Contractors Inc.	Tucson, AZ	Nicholas Nieto	Heating, cooling, vent., plumbing	57	\$5.79
454/362	Hernandez Companies Inc.	Phoenix, AZ	Chris Hernandez	General contracting, plumbing, painting, elect.	60	\$5.70
455/419	Nexnetworks Inc.	Palm Harbor, FL	Richard Cartagena	Telecomm. sales & svcs.	19	\$5.70
456/NR	Inkjetmadness.com Inc.	Simi Valley, CA	Keith Ramirez	Sell toners & inkjets online	21	\$5.70
457/280	Pointe Developers Inc.	Coral Gables, FL	Albert Arisso	Real estate development	32	\$5.62
458/458	Networx Inc.	Albuquerque, NM	Matthew Martinez	Computer networking	12	\$5.50
459/476	Aviles Engineering Corp.	Houston, TX	Dionel E. Aviles	Geotechnical engr., const. materials	51	\$5.44
460/478	Interstate Envelope Mfg. Co. LLC	Maspeth, NY	Ricardo Wilkowski	Envelope manufacturer	50	\$5.40
461/469	All American Rentals	Newark, CA	Lisa Cravalho	Const. equip. rental, sales & svcs.	41	\$5.34
462/494	The Home Agency	Elwood, NE	Jimme Baldonado	Insurance	22	\$5.33
463/479	Rocky Duron & Associates Inc.	Dallas, TX	Marciano Duron	Provide & install lockers, toilet, partitions, shelving, storage solutions	13	\$5.12
464/473	Capitol Tours & Cruises Corp.	Hialeah, FL	Dania R. Gonzalez	Travel agency	7	\$5.12
465/493	Beam Radio Inc.	Miami, FL	Manuel Alvarez Jr.	Two-way radio sales	3	\$5.10
466/482	Best Upon Request Corp. Inc.	Cincinnati, OH	Tillie Hidalgo Lima	Concierge svcs.	90	\$5.02
467/463	Garcia Roofing Inc.	Bakersfield, CA	Michael Garcia	Built-up roofing	45	\$5.00
468/499	MAC Aerospace Corp.	Chantilly, VA	Javier Rodriguez	Military spare parts for aircraft, radar & weapon systems	15	\$4.98
469/480	Romero Steel Co. Inc.	Melrose Park, IL	Jose G. Romero Sr.	Structural steel fabrication & erection	33	\$4.92
470/NR	T&S Roofing Systems Inc.	Miami, FL	Louis E. Toledo	Roofing contractors	35	\$4.90
471/496	United Storm Water Inc.	City of Industry, CA	Eduardo Perry Jr.	Storm drain system maint. & prods.	20	\$4.86
472/NR	Art Lewin & Co. Custom Clothiers	Los Angeles, CA	Arturo Lewin	Custom suits, shirtmakers, image consulting	32	\$4.85
473/258	ORION International Technologies Inc.	Albuquerque, NM	Miguel Rios Jr.	R + D government services	121	\$4.84
474/NR	Falkenberg Construction Co. Inc.	Mesquite, TX	Tony Gomez	Commercial general contractor	19	\$4.84
475/447	WalkerCom Inc.	Pearland, TX	Richard M. Gonzalez	Telecomm. hardware svcs.	50	\$4.58
476/472	Telexport Inc.	Hialeah, FL	Mireya A. Muñiz	Sound & lighting equip. sales	15	\$4.32
477/NR	IDC Inc.	Houston, TX	Jim Gonzales	Civil engr. & project mgmt. svcs.	27	\$4.30
478/475	Loyola Enterprises Inc.	Virginia Beach, VA	Benito Loyola	Geographic info. sys.	30	\$4.30
479/475	Spectrum Land Services Inc.	Orange, CA	Richard C. Maldonado	Full-service land and right-of-way consulting company	26	\$4.19
480/477	Empire Electric M&S Inc.	West Miami, FL	Antonio Hernandez	Electrical contractor	50	\$4.12
481/497	Quintana Associates Inc.	Ward Hill, MA	Michael Quintana	Safety, janitorial, material handling	10	\$4.09
482/NR	ASM Aerospace Specification Metals Inc.	Pompano Beach, FL	Catherine Riesgo	Aerospace metal materials	12	\$4.00
483/492	LuLu's Dessert Corp.	Huntington Beach, CA	Maria de Lourdes Sobrino	Dessert/food mfg.	12	\$4.00
484/453	Heatflex Corp.	Arcadia, CA	Jorge Ramirez	Fluid heaters & equip. for semiconductors, solar panel & device makers	28	\$3.97
485/474	San Benito Heating & Sheetmetal Inc.	Hollister, CA	Robert J. Rodriguez	Install HVAC System, sheetmetal, gutter, downspouts.	40	\$3.92
486/490	ATL Inc.	Phoenix, AZ	Frank C. Rivera	Const. inspection/testing, geotechnical engr.	38	\$3.90
487/NR	Paniagua Enterprises Inc.	Baltimore, MD	Jaime Paniagua	Telecommunications svcs.	41	\$3.90
488/NR	Gutierrez-Palmenberg Inc.	Phoenix, AZ	Gilbert T. Gutierrez	Consulting engineer, Internet service provider	26	\$3.63
489/NR	Banda Group International LLC	Chandler, AZ	Zeferino Banda	Technical and EHS consulting services	35	\$3.60
490/397	Suarez Electric Co.	Chicago, IL	David M. Suarez	Electrical contractor	13	\$3.50
491/488	Continental Binder & Specialty Corp.	Gardena, CA	Andrew H. Lisardi	Loose-leaf prods. & packaging	55	\$3.30
492/498	ProCast Marble Inc.	Salt Lake City, UT	Ed Romero	Natural stone countertops fabrication & install.	25	\$2.80
493/481	Technical Telephone Systems Inc.	Somerset, NJ	George Cruzado	Telecommunication svcs.	23	\$2.80
494/NR	Qestion Construction Inc.	Albuquerque, NM	Tina Cordova	Full-service roofing & general contracting	35	\$2.50
495/NR	Aztec Communications Ltd.	Houston, TX	Alex Yanez	Voice data install., telecomm. svcs.	30	\$2.11
496/NR	Affinity Resources Co. Inc.	San Francisco, CA	Manuel C. Rodriguez	Mfg. rep./wholesale trade	1	\$2.10
497/NR	Source Technologies LLC	Albuquerque, NM	Daniel Sandoval	Energy & engineering svcs	15	\$2.03
498/NR	Arrieta Construction Inc.	Lackey, VA	Elaine M. Arrieta	HVAC/heat, plumbing, gas, water/sewer	8	\$2.00
499/NR	Castillo Contractors Corp.	Paramount, CA	Xavier C. Castillo	General contractor, concrete contractor	11	\$1.48
500/NR	Pro-Pump Inc.	Gary, IN	Rene A. Vasquez	Industrial/municipal pump svc. & sales, rotating equip., machining, lift station svcs.	12	\$1.30

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# Sector Analysis: Most Industries Challenged in 2009

by ROB KUZNIA, Staff Writer and FRANK NELSON, Contributing Writer

**W**ith the tough economic year of 2009 now safely in the rearview mirror, a clearer picture of the damage caused by the recession is emerging.

In a typical year, at least half of the nine sectors in the HispanicBusiness 500 post higher revenues than the year before. This was even the case in 2008, which by all accounts was a difficult year. But 2009 took "difficult" to a new level.

Last year, seven of the nine sectors in the HispanicBusiness 500 saw declines

in revenue, most of them steep. The two exceptions were finance, which boosted revenues by 7.7 percent, and service, which grew 5.9 percent.

In two years, the automotive sector on the HispanicBusiness 500 has become a shell of its former self. In 2009, revenues in this sector dropped an amazing 57 percent from the year before. That's on top of the prior year's 21 percent decline.

But automotive is hardly the only sector that struggled in 2009. For many firms, the year was a test of survival.

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# SERVICE



The service sector — which includes health care, human-resource outsourcing, restaurant franchising and IT companies — has grown to become by far the largest of all the industry groups.

In just one year, the service industry's share of the 500's total revenues has expanded from a quarter to a third.

Although the meteoric rise of Molina Healthcare certainly buoyed the sector, Molina is far from its only thriving company.

Service is the only sector of the nine in which a vast majority of the top-10 companies posted a sales gain over the year before.

The biggest revenue bump by percentage was achieved by Goodman Networks Inc., a Texas telecom services company, which increased sales by a significant 65 percent, bringing total revenues to \$365 million.

Also posting impressive results was G&A Partners, a Texas professional employment services company.

Service					
Rank	2009 Revenue	2008 Revenue	Company	Primary Products and Services	% Change
1	\$3,700,000,000.00	\$3,100,000,000.00	Molina Healthcare Inc.,	Healthcare svcs.	19.35%
2	\$375,456,493.00	\$339,070,970.00	G&A Partners,	Professional employment svcs.	10.73%
3	\$365,000,000.00	\$221,000,000.00	Goodman Networks Inc.,	Telecomm. svcs.	65.16%
4	\$200,000,000.00	\$180,000,000.00	Superior Design International Inc.,	IT staffing & tech. consulting	11.11%
5	\$190,115,452.00	\$161,319,995.00	MVM Inc.,	Security, linguists, analytical, translation and law enforcement support svcs.	17.85%
6	\$185,000,000.00	\$190,000,000.00	Sun Holdings, LLC	Restaurant franchisee	-2.63%
7	\$172,000,000.00	\$189,000,000.00	Pinnacle Technical Resources,	IT staffing and vendor mgmt. svcs.	-8.99%
8	\$152,534,247.00	\$140,355,947.00	COLSA Corp.,	Information Technology, engr. svcs.	8.68%
9	\$148,000,000.00	\$162,998,217.00	The Centech Group Inc.,	Technical & IT svcs., training, security	-9.20%
10	\$140,171,726.00	\$118,000,000.00	MEI Technologies Inc.,	Applied engr., IT/Cyber security, reseach 6 devel., biotechnology, optics	18.79%

# FINANCE



The finance sector was this year's winner on the HispanicBusiness 500.

This confirms a trend on the Fortune 500, where finance — along with health care and consumer cyclicals — posted the best performance.

With a 7.7 percent gain year over year, finance was led by Texas-based International Bancshares Corp, a full-service banking institution. But while International Bancshares — which ranks No. 4 on the overall list — took in more money than any other firm in the finance sector, the company actually saw revenues dip by a modest 3.45 percent, to \$728 million.

A newcomer to the overall top 10 is Pan-American

Life Insurance Group, whose steady gains over the past few years have defied the volatility of the overall market.

The company — which sells life, disability and health insurance to customers in the United States and Latin America — boosted revenues by a solid 6.75 percent in 2009, bringing its total revenues to \$427 million.

CEO Jose Suquet ascribes his company's success to a laser-guided focus on the mission: serving Hispanic consumers. Meanwhile, the company's Latin American presence is growing.

Five years ago, 60 percent of its customer base lived in the United States; today the mix is about 50-50.

Finance					
Rank	2009 Revenue	2008 Revenue	Company	Primary Products and Services	% Change
1	\$728,390,000.00	\$754,412,000.00	International Bancshares Corp.,	Full service financial institute	-3.45%
2	\$427,000,000.00	\$400,000,000.00	Pan-American Life Insurance Group,	Life, disability & health insurance	6.75%
3	\$419,328,442.00	\$347,858,019.00	Fred Loya Insurance,	Auto insurance	20.55%
4	\$188,400,200.00	\$180,800,000.00	BMI Financial Group Inc.,	Insurance, investments & third-party administrators	4.20%
5	\$135,000,000.00	-	Bankers Healthcare Group Inc.,	Working capital loans for healthcare professionals	N/A
6	\$130,000,000.00	\$130,000,000.00	TELACU Industries Inc.,	Financial svcs., real estate devel., constr. mgmt.	0.00%
7	\$101,426,000.00	\$150,160,000.00	First Equity Mortgage Bankers Inc.,	Mortgage lender	-32.45%
8	\$87,300,000.00	\$114,900,000.00	Jules & Associates Inc.,	Equip. leasing & financing	-24.02%
9	\$66,330,000.00	\$72,000,000.00	Falcon International Bank,	Banking & financial svcs.	-7.88%
10	\$51,206,320.00	\$25,194,140.00	E.J. De La Rosa & Co. Inc.,	Capital, municipal securities, broker dealer	103.25%

# Sector Analysis

## RETAIL



Of all the sectors that experienced a decline in revenue, retail suffered the least.

In 2009, the industry reported a 3.6 percent drop in revenue from the year before. However, retail took the worst hit of all the industries in 2008, shrinking that year by about a third.

Leading the retail sector for the second straight year was Navarro Discount Pharmacies, which in 2009 posted a

modest 4 percent decline in revenues.

Among the fastest-growing companies in this industry is Holman's Inc., a business-to-business retailer that sells precision surveying and computer products.

Holman's boosted sales nearly 13 percent in 2009, bringing its total annual revenue to \$39.4 million. Puente Enterprises, an airport concessions company whose revenues rose by 14 percent, to \$36 million was another strong performer.

Retail					
Rank	2009 Revenue	2008 Revenue	Company	Primary Products and Services	% Change
1	\$316,000,000.00	\$329,000,000.00	Navarro Discount Pharmacies,	Retail chain of pharmacy drugstores	-3.95%
2	\$225,000,000.00	\$218,153,943.00	Mid-Atlantic Petroleum Properties LLC.,	Retail gas centers	3.14%
3	\$126,119,097.00	\$133,447,595.00	El Dorado Furniture Corp.,	Home furniture & decorative accessories	-5.49%
4	\$115,000,000.00	\$110,000,000.00	Norsan Group,	Restaurants & food dist.	4.55%
5	\$59,000,000.00	\$69,000,000.00	Gracious Home,	Retail hardware & housewares, home furnishes	-14.49%
6	\$44,085,330.00	\$42,381,254.00	Cuellar LLC,	Retail grocery	4.02%
7	\$39,367,000.00	\$34,935,000.00	Holman's Inc.,	Precision surveying & computing prods.	12.69%
8	\$36,095,000.00	\$31,600,000.00	Puente Enterprises Inc.,	Airport concessions	14.22%
9	\$27,399,612.00	\$47,040,719.72	Everglades Steel Corp. & Medley Steel Corp.,	Steel, stainless steel, galvanized material	-41.75%
10	\$24,800,000.00	\$23,500,000.00	Carniceria 3 Hermanos Inc.,	Grocery stores & meat processing plant	5.53%

## CONSTRUCTION



This year, the HispanicBusiness 500's construction sector took a major blow, with revenues plunging by \$1 billion in one year, down to \$4.8 billion. That's a drop of nearly 17 percent.

Still, construction's share of the HispanicBusiness 500 directory's total revenues held steady at 16.1 percent, a reflection of how construction's woes last year were in proportion to that of other industries among Hispanic-owned companies.

In a bit of good news, the 10 biggest construction companies performed a little better this year than last,

boosting their combined revenues by 8.6 percent, to \$2.97 billion.

One new company breaking into the directory's overall top 10 list this year is Kansas-based Crossland Construction, which placed fifth, up from No. 11.

At a time when much of the industry is experiencing an outright depression, Crossland held pretty steady in 2009, bringing in \$527 million, an increase of just under 1 percent from the year before. It might not sound like much, but in last year's economy, anything other than down is a step up.

Construction					
Rank	2009 Revenue	2008 Revenue	Company	Primary Products and Services	% Change
1	\$1,623,502,000.00	\$1,378,660,000.00	MasTec Inc.,	Build, install, maintain, & upgrade utility & comm. infrastructures	17.76%
2	\$527,486,211.00	\$522,877,150.00	Crossland Construction Co. Inc.,	General & heavy constr., constr. mgmt & design build	0.88%
3	\$175,000,000.00	\$158,000,000.00	Thos. S. Byrne Ltd.,	General construction, construction mgmt.	10.76%
4	\$118,286,000.00	\$96,233,400.00	Bay Cities Paving & Grading Inc.	General engr. & heavy const.	22.92%
5	\$118,176,000.00	\$126,526,000.00	Azteca-Omega Group,	General contracting, construction mgmt.	-6.60%
6	\$118,035,000.00	\$102,480,000.00	MCM,	General contracting, design build, constr. mgmt./civil	15.18%
7	\$97,710,000.00	\$97,004,820.00	Cornejo & Sons Inc.,	Heavy & highway const. & support svcs.	0.73%
8	\$97,098,934.00	\$90,188,707.00	CAPE Inc.,	Construction, environmental & fuel syst. solutions	7.66%
9	\$85,500,000.00	\$134,000,000.00	Northeast Remsco Construction Inc.,	Heavy const.	-36.19%
10	\$74,343,000.00	\$56,000,000.00	J2 Engineering Inc.	Design build constr. & environmental svcs,	32.76%

# TRANSPORTATION



Transportation, the smallest sector on the HispanicBusiness 500, had a difficult year in 2009.

The industry, which includes trucking, shipping and school bus companies, saw revenues slide by a third from 2008, from \$432 million to \$288 million.

However, the sector — whose revenues amount to just 1 percent of the entire HispanicBusiness 500 — recorded an 18 percent boost in 2008, so the extent of this year's drop is a little misleading.

With just 18 companies on the directory, transportation's top 10 firms actually make up a slim majority of the sector.

That top 10 has a new look with four companies missing from last year. Most prominent of the four replacements is Mile Square Transportation, a school bus company from Yonkers, New York, which vaulted into third place with revenue of \$30 million, a tidy 7 percent increase over 2008.

That was only \$1 million shy of second-placed La Rosa Del Monte Express, from the Bronx, and \$9 million behind the sector's top performer, Public Special Commodities, based in California. Last year's leader, USA Logistics Carriers, declined to participate this year.

Transportation					
Rank	2009 Revenue	2008 Revenue	Company	Primary Products and Services	% Change
1	\$39,000,000.00	\$41,000,000.00	Public Special Commodities Inc.,	Warehousing, Transportation	-4.88%
2	\$31,000,000.00	\$31,500,000.00	La Rosa Del Monte Express Inc.,	Moving, shipping, storage svcs	-1.59%
3	\$30,000,000.00	\$28,000,000.00	Mile Square Transportation,	School bus transportation	7.14%
4	\$20,971,863.00	\$29,565,015.00	Pan American Express Inc.,	Interstate transportation	-29.07%
5	\$19,000,000.00	\$18,600,000.00	J.L. Patterson & Associates,	Design & const. mgmt. of rail transport. systems	2.15%
6	\$15,100,000.00	\$13,230,000.00	Leticia Inc.,	Trucking of excavated material	14.13%
7	\$12,262,871.00	\$13,664,975.00	Golden Gate Air Freight Inc.,	Air & sea freight svcs., DTD svcs.	-10.26%
8	\$10,000,000.00	\$13,500,000.00	LB Transportation Group & Omni Warehouse,	Transportation, local and nationwide, Warehousing, quality inspection (for manufacturing industry)	-25.93%
9	\$9,735,007.78	\$9,609,020.07	A&P Consulting Transportation Engineers,	Civil, transport., water resources & elect. engr. & constr. mgmt./enr. inspections	1.31%
10	\$9,051,000.00	\$10,880,000.00	Jess Diaz Trucking Inc.,	Trucking/transportation	-16.81%

# MANUFACTURING



For the second time in a row, manufacturing had a tough year, and 2009 was even worse than 2008.

The industry's year-over-year revenues tumbled 16.7 percent in 2009; in 2008, they fell 10.8 percent.

Hit hard were companies like The Ideal Group, based in Detroit, Mich. The Ideal group for years has been a major supplier to GM, and many times has won that company's Supplier of the Year award.

But as GM has struggled, so too has The Ideal Group, which experienced a far from ideal revenue decline of 45 percent, dropping the company from the directory's

fifth largest manufacturing company to the 10th.

HUSCO International, a Wisconsin-based manufacturer of hydraulic and electrohydraulic controls for the off-highway and automotive markets, took an even bigger hit with revenue slumping almost 48 percent.

The best percentage gain in revenue came from Gusto Packing Co., in Montgomery, Ill., where sales of meat products jumped almost 43 percent to \$194 million. That was enough to bump Gusto up from seventh place last year into fourth.

Manufacturing					
Rank	2009 Revenue	2008 Revenue	Company	Primary Products and Services	% Change
1	\$500,000,000.00	\$450,000,000.00	Ruiz Foods Inc.,	Mexican food mfg.	11.11%
2	\$357,000,000.00	\$626,000,000.00	Lopez Foods Inc.,	Meat products + processing	-42.97%
3	\$319,000,000.00	\$525,000,000.00	The Diez Group,	Steel manufacturing, assembly	-39.24%
4	\$194,000,000.00	\$136,000,000.00	Gusto Packing Co.,	Meat prod. mfg.	42.65%
5	\$175,500,000.00	\$152,000,000.00	Ole Mexican Foods Inc.,	Tortillas mfg. & Mexican food dist.	15.46%
6	\$125,000,000.00	\$240,000,000.00	HUSCO International Inc.,	Hydraulic & electrohydraulic controls mfg.	-47.92%
7	\$120,000,000.00	\$122,000,000.00	Dynaric Inc.,	Packaging products including strapping systems, PE film & printing blankets	-1.64%
8	\$104,000,000.00	\$98,000,000.00	Rowland Coffee Roasters Inc.,	Espresso coffee mfg. & dist.	6.12%
9	\$93,700,000.00	\$92,000,000.00	Roses Southwest Papers Inc.,	Paper converting for tissue, towels, bags, napkins	1.85%
10	\$89,836,809.00	\$164,000,000.00	The Ideal Group Inc.,	Construction svcs., mfg. & indirect material mgmt.	-45.22%

## WHOLESALE



With revenue of around \$2.7 billion, Brightstar Corp. is in a league of its own in the wholesale sector. Even so, 2009 was not a great year for the Miami-based company, which provides sales and distribution services to the wireless and IT industries.

The telecommunications giant saw revenue slide almost 23 percent from last year's \$3.5 billion – the largest percentage drop among the leading 10 companies in this sector.

Meanwhile, the entire wholesale industry saw revenues plunge by 16.7 percent in 2009. That comes after an 11 percent drop in 2008.

The contraction is intricately linked to the fortunes of Brightstar, whose annual revenues make up nearly half of the sector's total revenues, which in 2009 amounted to \$5.9 billion. The combined revenues of 61 companies make up the other half.

Six of the sector's top 10 firms are based in Florida.

Wholesale					
Rank	2009 Revenue	2008 Revenue	Company	Primary Products and Services	% Change
1	\$2,757,000,000.00	\$3,574,000,000.00	Brightstar Corp.,	A leader in value added distribution and supply chain services to global wireless ersytem	-22.86%
2	\$500,000,000.00	\$522,000,000.00	Quirch Foods Co.,	Frozen food distribution	-4.21%
3	\$438,600,000.00	\$430,900,000.00	Group O Inc.,	Packaging dist., supplt chain & mktg. svcs., managed svcs.	1.79%
4	\$257,954,000.00	\$273,619,000.00	Blackstone Calling Card Inc.,	Prepaid products, POS solutions & merchant svcs.	-5.73%
5	\$245,000,000.00	\$287,318,000.00	OneSource Distributors Inc.,	Electrical materials, const., utility, automation & OEM applications	-14.73%
6	\$185,000,000.00	\$175,000,000.00	The Zaid Group LLC,	Whsl. Hispanic food prods.	5.71%
7	\$137,582,299.00	\$123,721,062.00	Precision Trading Corp.,	Distribution of consumer electronics	11.20%
8	\$107,552,406.00	\$121,393,082.00	Refricenter of Miami Inc.,	Air conditioning & refrigeration equipment & parts	-11.40%
9	\$80,929,854.00	\$84,306,031.00	TriNet Communications Inc.,	Distributor of telecomm. & cable television equipmt.	-4.00%
10	\$70,522,000.00	\$68,387,000.00	Tire Group International,	Tire & tube sales & dist.	3.12%

## ENERGY



Whether companies were taking oil and gas out of the ground, distributing gas and petroleum products, producing petrochemicals or supplying energy efficient air conditioning, it was a tough year to be in the energy business.

All told, the energy sector's year-over-year revenues in 2009 plummeted 51.5 percent.

Yet the depth of energy's fall is a little misleading.

This is because energy's performance in 2008 was unusually strong, due to a gravity-defying spike in oil

prices during the first half of that year.

In last year's 500 edition, energy was the only industry whose top 10 companies all posted higher revenues than the year before. In 2009, nine of 10 posted a drop.

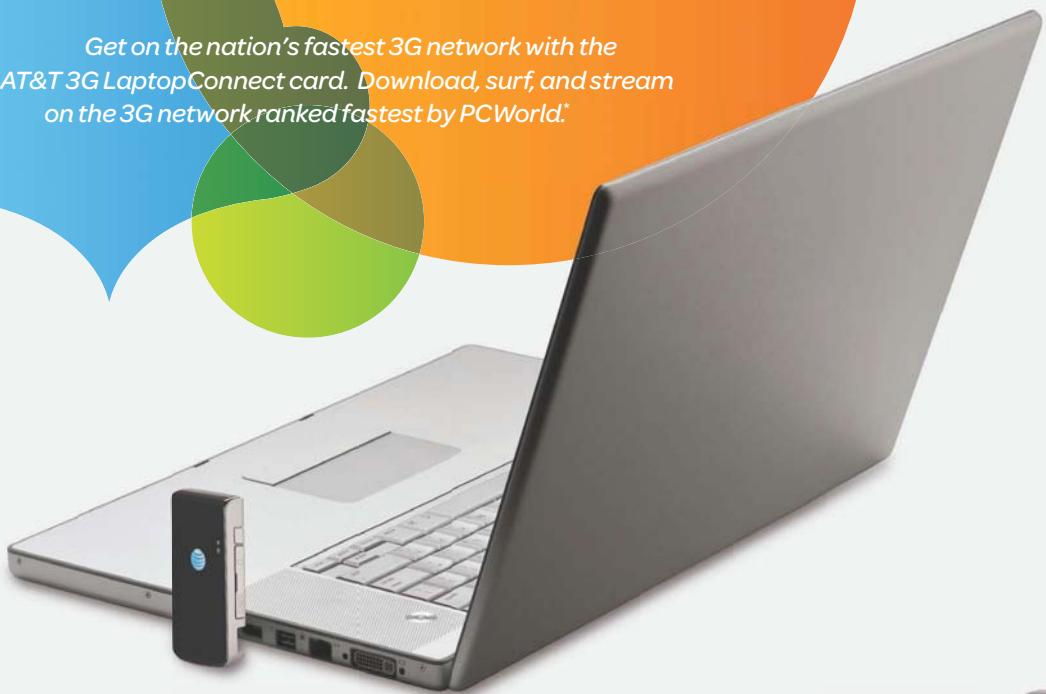
Venoco, a Denver-based oil and gas exploration company operating primarily in California, saw revenue plunge in 2009 by more than 50 percent to just over \$272 million. But the year before, its revenues had surged 47 percent. So Venoco is essentially back to where it was in 2007.

Replacing it in the top spot is Urbieta Oil of Florida.

Energy					
Rank	2009 Revenue	2008 Revenue	Company	Primary Products and Services	% Change
1	\$306,000,000.00	\$494,000,000.00	Urbieta Oil Inc.,	Distribution of petroleum products	-38.06%
2	\$272,196,000.00	\$559,520,000.00	Venoco Inc.,	Crude oil & natural gas production	-51.35%
3	\$104,609,524.00	\$180,192,500.00	PS Energy Group Inc.,	Natural gas dist./fuel mgmt.	-41.95%
4	\$103,000,000.00	\$130,000,000.00	The Plaza Group Inc.,	Mktg. svcs. for petrochemical industry	-20.77%
5	\$38,040,274.00	\$58,005,469.00	Delta Fuel Co. Inc.,	Wholesaled of Petroleum products	-34.42%
6	\$17,500,000.00	\$19,600,000.00	Protec Inc.,	Air conditioning & energy conservation	-10.71%
7	\$11,000,000.00	\$21,000,000.00	Malaco International Inc.,	Chemicals, gasoline, diesel	-47.62%
8	\$8,135,622.00	\$12,419,971.00	Michigan Pipe & Valve,	Underground utility supply distributor	-34.50%
9	\$6,500,000.00	\$10,700,000.00	Paz Energy LLC,	Production & distribution of natural gas	-39.25%
10	\$2,029,211.00	\$2,002,014.00	Source Technologies LLC,	Energy and engineering services	1.36%

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