

# ORANGE COUNTY BUSINESS JOURNAL

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## GSF'S DREAM TEAM



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## WHEN LUCKEY MET ZUCKERBERG



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## THE LIST

### PRIVATE COMPANIES

Rank	Company	Revenue	Jobs	Change
1	Oracle	\$10.1B	1,000	+1.1%
2	Oracle	\$10.1B	1,000	+1.1%
3	Oracle	\$10.1B	1,000	+1.1%
4	Oracle	\$10.1B	1,000	+1.1%
5	Oracle	\$10.1B	1,000	+1.1%
6	Oracle	\$10.1B	1,000	+1.1%
7	Oracle	\$10.1B	1,000	+1.1%
8	Oracle	\$10.1B	1,000	+1.1%
9	Oracle	\$10.1B	1,000	+1.1%
10	Oracle	\$10.1B	1,000	+1.1%
11	Oracle	\$10.1B	1,000	+1.1%
12	Oracle	\$10.1B	1,000	+1.1%
13	Oracle	\$10.1B	1,000	+1.1%
14	Oracle	\$10.1B	1,000	+1.1%
15	Oracle	\$10.1B	1,000	+1.1%
16	Oracle	\$10.1B	1,000	+1.1%
17	Oracle	\$10.1B	1,000	+1.1%
18	Oracle	\$10.1B	1,000	+1.1%
19	Oracle	\$10.1B	1,000	+1.1%
20	Oracle	\$10.1B	1,000	+1.1%

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MAIL TO:



THIS YEAR'S TOTALS: **103 COMPANIES**

\$70.9 BILLION IN REVENUE / +7.1%

48,600 JOBS IN OC / +2.3%

302,300 JOBS OVERALL / +7.3%



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Face time matters.  
Handshakes matter.

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## WOMEN IN BUSINESS SLIDESHOW



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## PHILANTHROPY



How Mazda Matters

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## ADVERTISING

UC Irvine  
PAGES A-23-A-49Gallery of Fine Homes  
PAGES B-50-B-57Investment Properties  
PAGES 62-63

Business Services.....65-69

MAIL TO:

## Private Companies Plow Ahead

### Biggest Here Notch 7% Revenue Gain to \$71B

■ By JANE YU

Orange County's biggest private companies got bigger in a continued run of revenue and employment gains.

The Business Journal's annual list is the centerpiece of this Special Report on the top privately held businesses based here—103 of them with \$100 million or more in annual revenue. The com-



**\$100M minimum: list of 103 companies starts on page 12**

panies combined for nearly \$71 billion in sales in 2013 and currently account for about 48,600 jobs in the county (see list, page 12).

The totals come to a 7% increase in revenue and 2% gain on local jobs compared with a year earlier. The companies combined for about 302,330 jobs overall, a 7.3% increase.

Forty-three companies said their revenues increased, with 26 of them scoring **Private Companies 19**



Executive help: Golden State Foods CEO Mark Wetterau (forefront) with COO Neil Cracknell, CFO Bill Sanderson, and Bob Wolpert, president of quality custom distribution, at the recent Build-a-Bike day

## Dream Builders

### Golden State Foods Foundation Does It One Bike at a Time

■ By KIM HAMAN

Some children start to take their bicycles for granted as soon as the newness wears off.

Others get a life lesson before they ever take their first ride, courtesy of the **Golden State Foods Foundation**, which helps kids in need realize a memorable part of childhood with a

yearly program that provides them with new bikes.

### Beyond Work

The foundation is part of Irvine-based food manufacturing and packaging company **Golden State Foods Corp.**, which has \$6.4 billion in **Bikes 72**

## When Luckey Met Zuckerberg

### How Oculus Went From Startup to FB Venture

■ By CHRIS CASACCHIA

You won't find virtual reality gaming developer **Oculus VR Inc.** on this week's list of the biggest private companies based in Orange County—and the maker of virtual reality headsets didn't make the rankings last year, either.

That's because its whirlwind ride as a private company lasted only 18 months before ending in the early morning hours of March 24 at **Facebook**



Oculus founder Luckey, Facebook's Zuckerberg: agreed to deal at dining room table in Palo Alto



Inc.'s headquarters in Menlo Park.

Attorneys and executives at both companies had pulled a weekend of all-nighters, sifting line by line through phone-book-sized stacks of documents before the \$2 billion marriage was consum-

mated with a final signature.

**Oculus 71**

## Advantage to Pursue Global Plan in Wake of \$4.2 Billion Sale

### MARKETING: New owners on board; European retail market first target

■ By MEDIHA DIMARTINO

**Advantage Sales & Marketing LLC** in Irvine is counting on its new owners to back its strategy for growth, which includes international expansion and diversification of its service.

Two private equity firms—**Leonard Green & Partners LP** and **CVC Capital Partners**—acquired a majority stake in the company from London-based **Apax Partners LLC** for \$4.2 billion last week.

Advantage's management is expected to remain in place and continue its aggressive expansion strategy of recent years, which grew to include deals overseas starting about six months ago.

"We are buying and acquiring companies all over the world, and our next big move will be to take our services and our solutions and build businesses internationally," said Advantage Chief Executive

**Advantage 72**



Domier: 24-year-vet promoted to top post two years ago

## Look for New Level of Intensity on Allergan

### HEALTHCARE: Valeant expected to crank up efforts as clock ticks

■ By VITA REED

Expect **Valeant Pharmaceuticals International Inc.** to go into overdrive this week as it takes its hostile takeover bid for **Allergan Inc.** directly to shareholders of the Irvine-based drug maker.

The solicitation comes during a skirmish in the financial press between the two companies. The fight is playing out against what some observers view as a ticking clock that favors Allergan, since year-to-year financial comparisons for Valeant are expected to get tougher once its acquisition of **Bausch & Lomb Inc.** reaches its first anniversary this summer.

Other factors that could put time on Allergan's side: a recent downward trend for Valeant shares that continued until a late uptick last week, and renewed chatter that Allergan could pull off a big acquisition of its own.

The decision to go directly to shareholders—announced with much fanfare by Laval, Quebec-based



Pearson: predicts Valeant shares will rise if call for special meeting succeeds

**Allergan 65**

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# PRIVATE COMPANIES

Rank Prev. Rank	Company Address	Website Email	Revenue for 12 months ended Dec. 31, 2013 *yearly % change	OC employees *yearly % change	Companywide employees *yearly % change	Company/product description	Top local official(s) *Title *Phone/fax
<b>1</b> (1)	<b>Pacific Mutual Holding Co.</b> 700 Newport Center Drive Newport Beach 92660-6397	pacificlife.com info@pacificlife.com	\$7.5 billion 4%	2,015 4%	3,042 5%	Life insurance, annuities, investments, mutual funds, aircraft leasing, reinsurance, pension advisory	James Morris chairman/CEO (949) 219-3011/(949) 219-8772
<b>2</b> (2)	<b>Golden State Foods Corp.</b> 18301 Von Karman Ave., Ste. 1100 Irvine 92612-1009	goldenstatefoods.com bsanderson@goldenstatefoods.com	\$6.4 billion 11%	61 11%	4,600 10%	Food processor, distributor	Mark Wetterau chairman/CEO/president (949) 252-2000/(949) 252-2080
<b>3</b> (3)	<b>Kingston Technology Co.</b> 17600 Newhope St. Fountain Valley 92708-4298	kingston.com sales@kingston.com	\$5.4 billion <sup>(1)</sup> NA	750 -6%	4,150 -1%	Maker of computers, flash memory products	John Tu/David Sun co-founder, CEO/co-founder, COO (714) 435-2600/(714) 435-2699
<b>4</b> (4)	<b>Automobile Club of Southern California</b> 3333 Fairview Road Costa Mesa 92626-1610	aaa.com webmaster@aaa-calif.com	\$4.7 billion 4%	3,600 <sup>(1)</sup> NA	8,900 <sup>(1)</sup> NA	Insurance, travel, automotive and financial services	Robert Bouttier CEO (877) 428-2277
<b>5</b> (5)	<b>Vizio Inc.</b> 39 Tesla Irvine 92618-4603	vizio.com pr@vizio.com	\$3.1 billion <sup>(1)</sup> NA	178 3%	397 -0%	Seller of flat-panel Smart TVs, PCs, audio products, and related electronics	William Wang founder/CEO (949) 428-2525/(949) 585-9529
<b>6</b> (6)	<b>Young's Market Co.</b> 14402 Franklin Ave. Tustin 92780-7013	youngsmarket.com	\$3 billion 11%	500 0%	3,000 3%	Liquor, wine wholesaler	Vernon Underwood/Chris Underwood chairman/CEO (714) 368-4615/(714) 368-6423
<b>7</b> (9)	<b>Irvine Company</b> 550 Newport Center Drive Newport Beach 92660-7011	irvinecompany.com	\$2.5 billion <sup>(1)</sup> NA	3,450 <sup>(1)</sup> NA	3,750 <sup>(1)</sup> NA	Real estate owner, developer	Donald Bren chairman (949) 720-2000
<b>7</b> (7)	<b>Ventura Foods LLC</b> 40 Pointe Drive Brea 92821-3698	venturafoods.com	\$2.5 billion <sup>(1)</sup> NA	230 <sup>(1)</sup> NA	2,600 <sup>(1)</sup> NA	Maker of salad dressings, other edible oils	Christopher Furman CEO/president (714) 257-3700
<b>9</b> (8)	<b>Apria Healthcare Group Inc.</b> 26220 Enterprise Court Lake Forest 92630-8405	apria.com contact_us@apria.com	\$2.4 billion <sup>(1)</sup> NA	616 <sup>(1)</sup> NA	13,700 <sup>(1)</sup> NA	Home healthcare services provider	John Figueroa chairman/CEO (949) 639-2000
<b>10</b> (11)	<b>Advantage Sales &amp; Marketing LLC</b> 18100 Von Karman Ave., Ste. 1000 Irvine 92612-7196	asmnet.com	\$1.7 billion 21%	801 12%	37,000 6%	Sales and marketing agency	Tanya Domier CEO (949) 797-2900/(949) 797-9112

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<b>11</b> (10)	<b>David Wilson Automotive Group</b> 1400 N. Tustin Ave. Orange 92667-3995	davidwilsonautomotivegroup.com mchauvin@toyotaoforange.com	\$1.6 billion 9%	920 5%	1,587 7%	Auto dealerships	David Wilson president (714) 516-3111/(714) 997-9200
<b>12</b> (12)	<b>Fitness International LLC</b> 2600 Michelson Drive, Ste. 300 Irvine 92612-6536	lafitness.com contact@fitnessintl.com	\$1.2 billion <sup>(1)</sup> NA	1,000 <sup>(1)</sup> NA	30,000 <sup>(1)</sup> NA	Health club operator	Louis Welch CEO (800) 600-2540
<b>13</b> (15)	<b>Universal Services of America</b> 1551 N. Tustin Ave., Ste. 650 Santa Ana 92705-8664	universalpro.com sjones@universalpro.com	\$1.1 billion 52%	2,700 14%	39,000 42%	Electronic security systems, janitorial services	Steve Jones CEO (714) 619-9700/(714) 619-9701
<b>14</b> (14)	<b>KBS Realty Advisors</b> 620 Newport Center Drive, Ste. 1300 Newport Beach 92660-6420	kbsrealty.com info@kbsrealty.com	\$896.4 million 7%	164 11%	200 5%	Commercial real estate owner, operator, investment advisor	Charles Schreiber Jr. CEO (949) 417-6500/(949) 417-6518
<b>15</b> (16)	<b>Tuttle-Click Automotive Group</b> 41 Auto Center Drive Irvine 92618-2802	tuttleclick.com	\$799.3 million 11%	424 -3%	1,426 4%	Auto dealerships	Christopher Cotter president (949) 598-4800/(949) 830-0980
<b>16</b> (39)	<b>Northgate Gonzalez Markets</b> 1201 N. Magnolia Ave. Anaheim 92801-2609	northgatemarkets.com mike.hendry@northgatemarkets.com	\$700 million <sup>(1)</sup> NA	1,900 NA	5,500 NA	Hispanic grocery chain	Miguel González co-president (714) 778-3784/(714) 778-3295
<b>17</b> (22)	<b>Nature's Best</b> 6 Pointe Drive, Ste. 300 Brea 92621-3844	naturesbest.net	\$697 million 28%	80 7%	695 7%	Health food products distributor	Jim Beck CEO (714) 255-4600/(714) 255-4691
<b>18</b> (17)	<b>Western National Group</b> 8 Executive Circle Irvine 92614-6746	wng.com wncare@wng.com	\$626 million <sup>(1)</sup> NA	610 <sup>(1)</sup> NA	1,147 <sup>(1)</sup> NA	Apartment property investor, manager	Michael Hayde CEO (949) 862-6200/(949) 862-6490
<b>19</b> (18)	<b>Del Taco LLC</b> 25521 Commercentre Drive Lake Forest 92630-8857	deltaco.com	\$622.4 million <sup>(2)</sup> 2%	1,250 <sup>(1)</sup> NA	6,982 <sup>(1)</sup> NA	Restaurant chain operator	Paul Murphy CEO (949) 462-9300/(949) 462-7444
<b>20</b> (20)	<b>CashCall Inc.</b> 1600 S. Douglas Road Anaheim 92806-5948	cashcall.com	\$600 million <sup>(1)</sup> NA	1,400 <sup>(1)</sup> NA	1,700 <sup>(1)</sup> NA	Mortgage and consumer lender	J. Paul Reddam founder/president (866) 590-2274/(949) 225-4699
<b>21</b> (66)	<b>Super D<sup>(3)</sup></b> 17822 Gillette, Ste. A Irvine 92614-0527	sdcd.com jeffw@sdcd.com	\$594.4 million <sup>(4)</sup> 210%	57 -73%	584 111%	Wholesaler and retailer of CDs, DVDs, vinyl, and accessories	Bruce Ogilvie/Jeff Walker chairman/CEO (949) 225-1170/(949) 724-5162

Abbreviations: NA: not applicable; NR: not ranked; wnd: would not disclose  
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<sup>(1)</sup> Business Journal estimate

<sup>(2)</sup> Systemwide sales includes franchised and company-owned units

<sup>(3)</sup> Irvine-based Super D acquired Alliance Entertainment LLC in Sept. 2013

<sup>(4)</sup> Revenue for 12 months ended March 2014

Researched by Dana Truong

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# PRIVATE COMPANIES

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Rank Prev. Rank	Company Address	Website Email	Revenue for 12 months ended Dec. 31, 2013 *yearly % change	OC employees yearly % change	Companywide employees yearly % change	Company/product description	Top local official(s) •Title •Phone/fax
<b>22</b> (26)	<b>Piercey Automotive Group</b> 16901 Millikan Ave. Irvine 92606-5011	pierceyautogroup.com	\$584.9 million 14%	185 13%	704 10%	Automobile sales and service	William Piercey/Tom Chadwell chairman, CEO/CFO (949) 396-6000/(949) 396-6005
<b>23</b> (NR)	<b>Alorica</b> 5 Park Plaza, Ste. 1100 Irvine 92614-8502	alorica.com generalinquiries@alorica.com	\$570 million 1%	73 -3%	20,027 16%	Call-center operator	Andy Lee chairman/CEO (949) 527-4600
<b>24</b> (24)	<b>In-N-Out Burgers Inc.<sup>(2)</sup></b> 4199 Campus Drive, ninth floor Irvine 92612-8604	in-n-out.com	\$558.2 million <sup>(1)</sup> NA	1,500 NA	18,248 NA	Restaurant chain operator	Lynsi Snyder president (949) 509-6200/(949) 854-5369
<b>25</b> (21)	<b>RSI Holding Corp.</b> 620 Newport Center Drive Newport Beach 92660-6420	rsiholdingcorp.com	\$555 million 2%	550 -12%	4,500 -14%	Bath, kitchen cabinet products; homebuilding	Ron Simon/Alex Calabrese chairman, founder/CEO, president (949) 720-1116
<b>26</b> (20)	<b>Alliant Insurance Services Inc.</b> 1301 Dove St., Ste. 200 Newport Beach 92660-2436	alliant.com marcomm@alliant.com	\$548 million 8%	195 3%	1,683 12%	Commercial insurance brokerage and employee benefits consulting firm	Thomas Corbett/Greg Zimmer/Peter Carpenter chairman, CEO/president, CFO/senior executive VP, COO (949) 756-0271
<b>27</b> (32)	<b>MS International Inc.</b> 2095 N. Batavia St. Orange 92665-3101	msistone.com neha@msistone.com	\$544 million 22%	266 21%	811 17%	Seller of granite, marble, other natural stone products	Manu Shah CEO (714) 685-7651/(714) 685-2751
<b>28</b> (23)	<b>Targus Group International Inc.</b> 1211 N. Miller St. Anaheim 92806-1933	targus.com	\$530 million <sup>(1)</sup> NA	175 <sup>(1)</sup> NA	550 <sup>(1)</sup> NA	Laptop carrying cases, mobile accessories	Michael Hoopis CEO (714) 765-5555/(714) 765-5599
<b>29</b> (25)	<b>Pacific Dental Services Inc.</b> 17000 Red Hill Ave., Ste. D Irvine 92614-5626	pacificdentalservices.com info@pacificdentalservices.com	\$526.6 million <sup>(1)</sup> NA	550 <sup>(1)</sup> NA	4,554 <sup>(1)</sup> NA	Dental practice management	Stephen Thorne founder/CEO/president (714) 845-8500/(714) 845-8800
<b>30</b> (29)	<b>Smile Brands Inc.</b> 8105 Irvine Center Drive, Ste. 1500 Irvine 92618-4304	smilebrands.com	\$503 million <sup>(1)</sup> NA	443 0%	4,613 1%	Dental management services	Daniel Wechsler CEO/president (714) 668-1300
<b>31</b> (31)	<b>Stremicks Heritage Foods LLC</b> 4002 Westminster Ave. Santa Ana 92703-1310	stremicksheritagefoods.com info@heritage-foods.com	\$500 million 11%	150 -9%	854 0%	Maker, distributor of dairy products, juices, soy, soups, nondairy products, protein, almond and coconut	Louis Stremick chairman/CEO (714) 775-5000/(714) 775-7677



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<b>32</b> (27)	<b>Sares-Regis Group</b> 18802 Bardeen Ave. Irvine 92612-1521	sares-regis.com	\$473.1 million -8%	178 -12%	613 4%	Commercial, residential property manager, builder	Geoffrey Stack managing director (949) 756-5959/(949) 756-5955
<b>33</b> (30)	<b>Stearns Lending Inc.</b> 4 Hutton Centre Drive, 10th floor Santa Ana 92707-8788	stearns.com info@stearns.com	\$437 million -11%	367 -18%	1,436 -6%	Mortgage lender, related services	Glenn Stearns/Brian Hale chairman, founder/CEO (714) 513-7777/(714) 513-7281
<b>34</b> (38)	<b>Arbonne International LLC</b> 9400 Jeronimo Road Irvine 92618-1907	arbonne.com info@arbonne.com	\$428 million 14%	294 1%	815 40%	Health, beauty products	Kay Napier CEO (949) 770-2610/(949) 460-1095
<b>35</b> (41)	<b>Applied Medical Resources Corp.</b> 22872 Avenida Empresa Rancho Santa Margarita 92688-2650	appliedmedical.com contact@appliedmedical.com	\$418.8 million NA	2,085 13%	2,841 2%	Medical device maker	Said Hilla CEO (949) 713-8000/(949) 713-8200
<b>36</b> (33)	<b>Anna's Linens Inc.</b> 3550 Hyland Ave. Costa Mesa 92626-1438	annaslinens.com	\$410 million <sup>(1)</sup> NA	200 <sup>(1)</sup> NA	3,200 <sup>(1)</sup> NA	Home furnishings retailer	Alan Gladstone chairman/CEO (714) 850-0504/(714) 850-9170
<b>37</b> (34)	<b>Southland Industries Inc.</b> 7390 Lincoln Way Garden Grove 92841-1427	southlandind.com	\$407 million <sup>(1)</sup> NA	500 <sup>(1)</sup> NA	1,575 <sup>(1)</sup> NA	Engineering, construction services	Ted Lynch CEO (714) 901-5800/(714) 901-5811
<b>38</b> (36)	<b>Shelly Automotive Group</b> 9881 Research Drive Irvine 92618-4304	shellyautomotive.com	\$406.9 million 4%	334 9%	493 15%	Auto dealerships	Damon Shelly chairman/CEO (949) 861-3000/(949) 679-7401
<b>39</b> (35)	<b>Custom Building Products Inc.</b> 13001 Seal Beach Blvd., Ste. 200 Seal Beach 90740-2757	custombuildingproducts.com	\$400 million <sup>(1)</sup> NA	111 <sup>(1)</sup> NA	824 <sup>(1)</sup> NA	Maker, distributor of building products	Thomas Peck chairman (562) 598-8908/(800) 200-7765
<b>40</b> (37)	<b>Facility Solutions Group</b> 801 Richfield Road Placentia 92870-6731	fsgi.com info@fsgi.com	\$389.1 million <sup>(1)</sup> NA	50 <sup>(1)</sup> NA	1,728 <sup>(1)</sup> NA	Electrical products and services, energy management	Jared Johnson/Jeff Johnson division managers (714) 237-9970/(714) 237-9971
<b>41</b> (44)	<b>Yard House USA Inc.</b> 7700 Irvine Center Drive, Ste. 300 Irvine 92618-3022	yardhouse.com	\$370.1 million <sup>(2)</sup> 17%	945 <sup>(1)</sup> NA	5,800 <sup>(1)</sup> NA	Restaurant chain operator	Harald Herrmann president (800) 336-5336/(949) 727-0831
<b>42</b> (40)	<b>Real Mex Restaurants Inc.</b> 5660 Katella Ave., Ste. 200 Cypress 90630-5058	realmexrestaurants.com	\$366.5 million <sup>(1)</sup> NA	1,565 <sup>(1)</sup> NA	8,200 <sup>(1)</sup> NA	Mexican restaurant chain operator	Charles Robinson CEO/president (562) 346-1200/(562) 346-1469

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<sup>(2)</sup> Systemwide sales includes franchised and company-owned units

<sup>(1)</sup> Business Journal estimate

Researched by Dana Truong

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# PRIVATE COMPANIES

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Rank Prev. Rank	Company Address	Website Email	Revenue for 12 months ended Dec. 31, 2013 *yearly % change	OC employees *yearly % change	Companywide employees *yearly % change	Company/product description	Top local official(s) *Title *Phone/fax
<b>43</b> (42)	<b>St. John Knits International Inc.</b> 17622 Armstrong Ave. Irvine 92614-5728	sjk.com info@sjk.com	\$325 million <sup>(1)</sup> NA	866 <sup>(1)</sup> NA	1,300 <sup>(1)</sup> NA	Apparel maker, retailer	Geoffroy van Raemdonck CEO (949) 863-1171/(949) 223-3396
<b>44</b> (43)	<b>Trace3 Inc.</b> 7565 Irvine Center Drive, Ste. 200 Irvine 92618-4919	trace3.com nsally@trace3.com	\$323.6 million <sup>(1)</sup> NA	111 <sup>(1)</sup> NA	310 <sup>(1)</sup> NA	Reseller of technology gear; installation, monitoring, troubleshooting services, education services, consulting	Hayes Drumwright CEO (949) 333-2300/(949) 333-2400
<b>45</b> (47)	<b>Olen Properties Corp.</b> 7 Corporate Plaza Newport Beach 92660-7904	olenproperties.com info@olenproperties.com	\$317.5 million <sup>(1)</sup> NA	121 <sup>(1)</sup> NA	312 <sup>(1)</sup> NA	Real estate developer, investor	Igor Olenicoff president (949) 644-6536/(949) 719-7250
<b>46</b> (48)	<b>Johnny Rockets Group Inc.<sup>(2)</sup></b> 20 Enterprise, Ste. 300 Aliso Viejo 92656-7107	johnnyrockets.com	\$316 million <sup>(2)</sup> 6%	242 16%	795 5%	Restaurant chain operator	John Fuller CEO/president (949) 643-6100/(866) 209-9523
<b>47</b> (19)	<b>El Pollo Loco Inc.</b> 3535 Harbor Blvd., Ste. 100 Costa Mesa 92626-1494	elpolloco.com	\$315 million 7%	686 3%	4,657 9%	Restaurant chain operator	Steve Sather CEO/president (714) 599-5000/(714) 599-5500
<b>48</b> (45)	<b>Tawa Supermarket Inc.</b> 8281 Regio Ave. Buena Park 90620-1042	99ranch.com	\$310 million <sup>(1)</sup> NA	650 <sup>(1)</sup> NA	2,200 <sup>(1)</sup> NA	Asian grocery chain	Roger Chen chairman/CEO/president (714) 521-8899
<b>49</b> (NR)	<b>City Ventures Inc.</b> 1900 Quail St. Newport Beach 92660-2303	cityventures.com jennifer@cityventures.com	\$307 million 214%	43 5%	94 7%	Home building and development	Craig Atkins/Mark Buckland chairman/CEO (949) 258-7555/(949) 250-1529
<b>50</b> (73)	<b>Insight Investments LLC</b> 611 Anton Blvd., Ste. 700 Costa Mesa 92626-7050	insightinvestments.com info@insightinvestments.com	\$300.8 million 30%	217 13%	270 9%	Technology acquisition, leasing, management requirements	John Ford/Richard Heard chairman, CEO/president (714) 939-2300/(714) 939-2397
<b>51</b> (NR)	<b>Confie Seguros Insurance Services</b> 7711 Center Avenue, Ste. 200 Huntington Beach 92647	confieseuros.com mordy@confiehq.com	\$300 million 50%	150 0%	3,000 50%	National personal lines broker	Joseph Waked/Mordy Rothberg co-founder, CEO/co-founder, president (714) 252-2649
<b>51</b> (48)	<b>Red Digital Cinema Camera Co.</b> 34 Parker Irvine 92618-1604	red.com	\$300 million <sup>(1)</sup> NA	425 <sup>(1)</sup> NA	500 <sup>(1)</sup> NA	Maker and seller of digital still and motion cameras, accessories; film studio owner	Jarred Land president (949) 206-7900/(949) 206-7990
<b>53</b> (50)	<b>Roth Staffing Cos.</b> 333 City Blvd. W., Ste. 100 Orange 92668-2952	rothstaffing.com broth@rothstaffing.com	\$288.1 million <sup>(1)</sup> NA	110 5%	460 <sup>(1)</sup> NA	Staffing company	Ben Roth founder/CEO (714) 939-8600/(714) 939-8014
<b>54</b> (53)	<b>Evolution Hospitality LLC</b> 1211 Puerta Del Sol San Clemente 92675-6306	evolutionhospitality.com contact@evolutionhospitality.com	\$285 million 8%	197 19%	2,617 40%	Hotel management and investment	John Murphy president (949) 325-1350/(949) 325-1349
<b>55</b> (51)	<b>C. J. Segerstrom &amp; Sons</b> 3315 Fairview Road Costa Mesa 92626-1655	southcoastplaza.com	\$284.6 million <sup>(1)</sup> NA	300 -9%	300 -9%	Real estate owner, developer	Henry Segerstrom managing partner (714) 546-0110/(714) 546-9835
<b>56</b> (46)	<b>Sizzler USA Inc.</b> 25910 Acero Drive, Ste. 350 Mission Viejo 92691-7908	sizzler.com	\$275.3 million <sup>(2)</sup> -9%	375 NA	5,295 NA	Restaurant chain operator	Kerry Kramp CEO/president (949) 273-4497/(949) 855-8446
<b>57</b> (51)	<b>Trend Offset Printing Services Inc.</b> 3701 Catalina St. Los Alamitos 90720-2402	trendoffset.com salesca@trendoffset.com	\$275 million <sup>(1)</sup> NA	500 <sup>(1)</sup> NA	890 <sup>(1)</sup> NA	Commercial printer	Anthony Lienau/Tom Balutis owner, CEO/president (562) 598-2446/(562) 430-2373
<b>58</b> (55)	<b>Angels Baseball LP</b> 2000 Gene Autry Way Anaheim 92806-6143	angels.com	\$250 million NA	1,139 8%	1,441 1%	Major League Baseball team	Arturo R. Moreno owner/chairman/president (714) 940-2000/(714) 940-2001
<b>58</b> (54)	<b>Westinghouse Digital LLC</b> 500 N. State College Blvd., Ste. 1300 Orange 92668-6613	westinghousedigital.com	\$250 million <sup>(1)</sup> NA	100 <sup>(1)</sup> NA	100 <sup>(1)</sup> NA	Seller of flat-panel TVs	Douglas Woo president (714) 221-9800/(714) 221-9838
<b>60</b> (60)	<b>Ganahl Lumber Co.</b> 1220 E. Ball Road Anaheim 92805-0031	ganahl.com contact@ganahl.com	\$247.3 million <sup>(2)</sup> 23%	600 5%	675 7%	Retail lumber, building materials, hardware	Peter Ganahl CEO (714) 772-5444/(714) 772-0639
<b>61</b> (56)	<b>Mercedes-Benz of Laguna Niguel</b> One Star Drive Laguna Niguel 92677-4589	mblaguna.com	\$233.8 million <sup>(1)</sup> NA	240 <sup>(1)</sup> NA	240 <sup>(1)</sup> NA	Auto dealership	Pat Bolter general manager (800) 200-7516
<b>62</b> (NR)	<b>Kimco Staffing Services Inc.</b> 17872 Cowan Ave. Irvine 92614-6010	kimco.com	\$230.3 million 8%	114 4%	217 5%	Staffing company	Kim Meganiga/Lisa Pierson chairman, CEO/president (949) 752-6996/(949) 752-7298
<b>63</b> (57)	<b>Monarch Healthcare</b> 7 Technology Drive Irvine 92618-2302	monarchhealthcare.com	\$225 million <sup>(1)</sup> NA	423 <sup>(1)</sup> NA	423 <sup>(1)</sup> NA	Healthcare organization	Bart Asner CEO (949) 923-3200

Abbreviations: NA: not applicable; NR: not ranked; wnd: would not disclose  
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<sup>(1)</sup> Business Journal estimate

<sup>(2)</sup> McLean, Va.-based investment fund RedZone Capital GP LLC sold Johnny Rockets to an affiliate of Sun Capital Partners Inc. in Boca Raton, Fla. in June 2013

<sup>(2)</sup> Systemwide sales includes franchised and company-owned units

<sup>(3)</sup> Revenue for 12 months ended Oct. 2013

Researched by Dana Truong



# PRIVATE COMPANIES

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Rank Prev. Rank	Company Address	Website Email	Revenue for 12 months ended Dec. 31, 2013 yearly % change	OC employees yearly % change	Companywide employees yearly % change	Company/product description	Top local official(s) Title Phone/fax
<b>64</b> (61)	<b>Fluidmaster Inc.</b> 30800 Rancho Viejo Road San Juan Capistrano 92675-1564	fluidmaster.com customerservice@fluidmaster.com	\$220 million 10%	139 6%	1,470 13%	Toilet repair parts and related plumbing products manufacturer	Robert Anderson Schoepe/Todd Talbot CEO/president (949) 728-2000
<b>64</b> (58)	<b>MSC Software Corp.</b> 4675 MacArthur Court Newport Beach 92660-1875	mscsoftware.com americas.contact@mscsoftware.com	\$220 million <sup>(1)</sup> NA	150 <sup>(1)</sup> NA	1,200 9%	Software maker and engineering simulation services provider	Dominic Gallelo CEO/president (714) 540-8900/(714) 784-4056
<b>66</b> (NR)	<b>Pacific Hospitality Group</b> 2532 Dupont Drive Irvine 92612-1524	pacifichospitality.com info@pacifichospitality.com	\$213.3 million 45%	950 6%	2,210 2%	Manages, develops, finances, and owns hotels and resorts primarily located in California	Timothy Busch CEO (949) 861-4700/(949) 474-7732
<b>67</b> (65)	<b>The Bascom Group LLC</b> 26 Corporate Park Drive, Ste. 200 Irvine 92606-3115	bascomgroup.com info@bascomholdings.com	\$211 million 7%	25 32%	25 19%	Real estate private equity firm	Jerome Fink/David Kim managing partners (949) 955-0888/(949) 955-0188
<b>68</b> (59)	<b>Donahue Schriber</b> 200 E. Baker St., Ste. 100 Costa Mesa 92626-4551	donahueschriber.com donahueschriber@dsrg.com	\$208 million -2%	99 0%	136 9%	Commercial property manager	Patrick Donahue/Lawrence Casey chairman, CEO/president, COO (714) 545-1400/(714) 545-4222
<b>69</b> (NR)	<b>5.11 Tactical</b> 18022 Cowan Irvine 92614-6806	511tactical.com	\$200 million <sup>(1)</sup> NA	wnd	wnd	Tactical gear and apparel brand	Tom Davin CEO (866) 451-1726
<b>69</b> (61)	<b>Advanced MP Technology Inc.</b> 1010 Calle Sombra San Clemente 92673-6227	advancedmp.com kanranm@advancedmp.com	\$200 million <sup>(1)</sup> NA	75 <sup>(1)</sup> NA	240 <sup>(1)</sup> NA	Distributor of electronic components	Jeff Yassai CEO (949) 492-3113/(949) 492-9589
<b>69</b> (61)	<b>Royalty Carpet Mills Inc.</b> 17111 Red Hill Ave. Irvine 92614-5607	royaltyusa.net info@royaltyusa.net	\$200 million <sup>(1)</sup> NA	325 <sup>(1)</sup> NA	700 <sup>(1)</sup> NA	Carpet maker	Andrea Greenleaf owner/president (949) 474-4000/(949) 553-8238
<b>72</b> (67)	<b>Arbitech LLC</b> 15330 Barranca Parkway Irvine 92618-2215	arbitech.com salesinfo@arbitech.com	\$190 million <sup>(1)</sup> NA	75 <sup>(1)</sup> NA	75 <sup>(1)</sup> NA	Computer products distributor	Torin Pavia/Pete Freix executive chairman/CEO, president (949) 376-6650/(949) 376-6181
<b>73</b> (61)	<b>Technologent</b> 8105 Irvine Center Drive, Ste. 700 Irvine 92618-3099	technologent.com info@technologent.com	\$189 million 35%	77 13%	168 7%	IT solution provider including hardware, software, support, professional services	Lezlie Gallaway/Tom Gallaway co-founder, CEO/co-founder, president (949) 716-9500/(949) 716-9600
<b>74</b> (71)	<b>Pacific Rim Capital Inc.</b> 15 Enterprise, Ste. 400 Aliso Viejo 92656-2655	pacificrimcapital.com sales@pacrimcap.com	\$186.5 million 7%	42 -5%	42 -5%	Capital equipment lessor, asset disposition	David Mirsky/Marc Mills CEO/president (949) 389-0800/(949) 389-0900
<b>75</b> (68)	<b>Worldview Travel</b> 101 W. Fourth St., Ste. 400 Santa Ana 92701-9929	worldviewtravel.com info@worldviewtravel.com	\$185.3 million <sup>(1)</sup> NA	60 0%	150 7%	Travel agency	Ricci Zukerman president (714) 540-7400/(714) 979-6040
<b>76</b> (61)	<b>Freedom Communications Inc.</b> 625 N. Grand Ave. Santa Ana 92701-4347	freedom.com info@freedom.com	\$180 million <sup>(1)</sup> NA	1,100 -3%	1,400 2%	Newspapers, magazines, websites	Aaron Kushner CEO (714) 796-7000
<b>77</b> (NR)	<b>KPRS Construction Services Inc.</b> 2850 Saturn St. Brea 92821-6201	kprsinc.com joels@kprsinc.com	\$178.1 million 38%	120 33%	130 7%	General contractor	Joel Stensby president (714) 672-0800/(714) 672-0871
<b>78</b> (NR)	<b>FivePoint Communities</b> 25 Enterprise, Ste. 400 Aliso Viejo 92656-2712	fivepointcommunities.com info@fivepointcommunities.com	\$175 million NA	wnd	wnd	Real estate development and management company	Emile Haddad CEO/president (949) 349-1000/(949) 349-1075
<b>78</b> (69)	<b>Smarthome Inc.</b> 16542 Millikan Ave. Irvine 92606-5027	smarthome.com custsvcs@smarthome.com	\$175 million <sup>(1)</sup> NA	100 <sup>(1)</sup> NA	100 <sup>(1)</sup> NA	Home automation products retailer	Joe Dada CEO/founder (949) 221-9200
<b>80</b> (NR)	<b>Warmington Group of Cos.</b> 3090 Pullman St. Costa Mesa 92626-5901	homesbywarmington.com	\$164 million 76%	93 19%	151 24%	Homebuilder	Jim Warmington Jr. CEO/president (714) 557-5511/(714) 641-9337
<b>81</b> (72)	<b>La Jolla Group Inc.</b> 14350 Myford Road Irvine 92606-1002	lajollagroup.com carline.jarvis@lajollagroup.com	\$162 million 0%	321 -7%	404 4%	Apparel maker	Daniel Neukomm CEO (949) 428-2800/(949) 428-2253
<b>82</b> (74)	<b>Affliction Holdings LLC</b> 1799 Apollo Court Seal Beach 90740-5617	afflictionclothing.com info@afflictionclothing.com	\$150 million <sup>(1)</sup> NA	100 <sup>(1)</sup> NA	200 <sup>(1)</sup> NA	Apparel maker	wnd (562) 598-0299/(562) 598-0298
<b>82</b> (NR)	<b>Extron Electronics Inc.</b> 1025 E. Ball Road Anaheim 92805-5957	extron.com	\$150 million <sup>(1)</sup> NA	425 <sup>(1)</sup> NA	2,000 <sup>(1)</sup> NA	Professional AV system integration products manufacturer	Andrew Edwards founder/president (714) 491-1500/(714) 491-1517
<b>82</b> (74)	<b>Mobilite LLC</b> 2220 University Drive Newport Beach 92660-3319	mobilite.com solutions@mobilite.com	\$150 million <sup>(1)</sup> NA	100 <sup>(1)</sup> NA	200 <sup>(1)</sup> NA	Cell phone tower owner	Gary Jabara founder/CEO (949) 515-1500

Abbreviations: NA: not applicable; NR: not ranked; wnd: would not disclose  
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<sup>(1)</sup> Business Journal estimate

Researched by Dana Truong



# PRIVATE COMPANIES

Rank Prev. Rank	Company Address	Website Email	Revenue for 12 months ended Dec. 31, 2013 *yearly % change	OC employees *yearly % change	Companywide employees *yearly % change	Company/product description	Top local official(s) *Title *Phone/fax
<b>82</b> (74)	<b>QSC Audio Products LLC</b> 1675 MacArthur Blvd. Costa Mesa 92626-1440	qsc.com info@qscaudio.com	\$150 million <sup>(1)</sup> NA	300 <sup>(1)</sup> NA	350 <sup>(1)</sup> NA	Audio products	Joe Pham CEO (714) 754-6175/(714) 754-6174
<b>82</b> (74)	<b>Rancho Mission Viejo LLC</b> 28811 Ortega Highway San Juan Capistrano 92675-2023	ranchomissionviejo.com	\$150 million <sup>(1)</sup> NA	53 <sup>(1)</sup> NA	57 <sup>(1)</sup> NA	Ranching, farming, planning, development, and financial management	Anthony Moiso CEO/president (949) 240-3363
<b>82</b> (74)	<b>Sole Technology Inc.</b> 26921 Fuerte Drive Lake Forest 92630-8149	soletechnology.com	\$150 million <sup>(1)</sup> NA	107 -43%	194 -42%	Action sports shoes, apparel maker	Pierre Sanizergues founder/CEO (949) 460-2020/(949) 460-2050
<b>82</b> (74)	<b>Star Trac Strength Inc.</b> 14410 Myford Road Irvine 92606-1001	startrac.com	\$150 million <sup>(1)</sup> NA	106 <sup>(1)</sup> NA	278 <sup>(1)</sup> NA	Commercial fitness equipment	Dustin Grosz president/COO (714) 669-1660/(714) 838-6286
<b>89</b> (80)	<b>Prudential Overall Supply</b> 1661 Alton Parkway Irvine 92606-4801	pos-clean.com pos@pos-clean.com	\$148 million 1%	150 -6%	1,428 0%	Uniform rental service	Tom Watts president (949) 250-4855/(949) 261-1118
<b>90</b> (NR)	<b>New American Funding</b> 14511 Myford Road, Ste. 100 Tustin 92780-7068	newamericanfunding.com jennette.landrum@nafinc.com	\$146.8 million 0%	540 9%	1,020 38%	Mortgage banking	Rick Arvielo CEO/president (800) 450-2010/(949) 208-8948
<b>91</b> (NR)	<b>Yogurtland Franchising Inc.</b> 17801 Cartwright Road Irvine 92614-6216	yogurt-land.com	\$143 million 27%	140 33%	250 12%	Franchisor of self-serve frozen yogurt restaurants	Phillip Chang/Huntley Castner chairman/CEO (949) 265-8000/(949) 265-8000
<b>92</b> (81)	<b>Friendly Franchisees Corp.</b> 1 Centerpointe Drive, Ste. 400 La Palma 90623-1052	ffcorp.org ashah@ffcorp.org	\$140 million <sup>(1)</sup> NA	20 0%	4,000 0%	Owner and operator of Denny's, Papa John's and Carl's Jr. restaurants in Southern California and Seattle	Harshad Dharod owner/president (714) 736-8900/(714) 736-8909
<b>93</b> (NR)	<b>Bomel Construction Co.</b> 8195 E. Kaiser Blvd. Anaheim Hills 92808-2214	bomelconstruction.com emayo@bomelconstruction.com	\$135 million 65%	183 -27%	215 -23%	Structural, architectural, site concrete, design-build parking structures	Kent Matranga president (714) 921-1660/(714) 921-1943

Abbreviations: NA: not applicable; NR: not ranked; wmd: would not disclose  
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<sup>(1)</sup> Business Journal estimate

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## Private Companies

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ing double- or triple-digit gains. Six saw declines in revenue, and one reported a flat year. Business Journal estimates for the balance of the companies reflected a mix of results.

About a third of the companies said they had increases in their OC employment in the past 12 months, while four reported no changes locally. Sixteen made job cuts here, 43 companies were estimated to be about even, and information on employment was unavailable for three companies.

### Longer List

This year's list is longer than last year's, which had 82 entries. The larger pool is thanks in part to a minimum requirement of \$100 million in annual revenue to make the list, versus \$140 million a year earlier. Also helping boost the number of listed companies was a more extensive research process and generally better top lines, which appear to reflect the improving economy.

This year's list would still have been longer than last year's by 10 had the threshold on annual revenue remained higher.

Little changed at the top ranks, with Newport Beach-based **Pacific Mutual Holding Co.** topping the list again. Pacific Mutual, which operates through its **Pacific Life Insurance Co.** subsidiary, had \$7.5 billion in revenue in 2013, up 4% from the year prior. The company provides life insurance, annuities, mutual funds and advisory services. It has other business units, such as aircraft leasing and reinsurance.

"Pacific Life's 2013 results were driven by strong sales throughout the company, positive

equity markets, increasing interest rates and investment gains," said **Jim Morris**, chairman and chief executive.

He added that the company continues to see the growth that it enjoyed last year.

Pacific Mutual has 2,015 employees in Orange County after hiring 75 in the past year. Companywide, it has 3,042 employees, up about 5% year-over-year.

### GSF

Other notable entries:

■ **Golden State Foods Corp.** kept its No. 2 seat, with \$6.4 billion in revenue, up 11% from a year earlier. Golden State Foods, or GSF, is a manufacturer and distributor of food products, specializing in the fast-food industry. Its customers include McDonald's, Chick-fil-A, Taco Bell and Starbucks.

GSF Chief Financial Officer **Bill Sanderson** said the company counts on "some very strong brands that are performing well in their respective market segments" as key drivers of growth, even as the "economic environment remains challenging across all segments of the food service industry."

GSF's OC operations employ about 61, up 11%. The local team is part of a companywide total of 4,600 employees around the world, up by 400 from a year ago (see related story on Golden State Foods Foundation, page 1).

■ **Advantage Sales & Marketing LLC** inched up one spot to No. 10 with a total of \$1.7 billion in revenue, up 21%. The Irvine-based firm has 801 employees locally, up 12%, out of a companywide total of 37,000.

Advantage Sales & Marketing last week was sold by its previous owner, **Apax Partners LLP**, to a couple of private equity buyers: Los Angeles-based **Leonard Green &**

**Partners LP** and **CVC Capital Partners** in London (see related story, page 1).

A few entries had double-digit jumps in ranking from their respective places on last year's list, including:

■ Irvine-based **Super D**, a wholesaler and retailer of CDs, DVDs and accessories. It leaped 45 spots to No. 21 with \$594.4 million in revenue for the 12 months through March. That's more than triple its year-earlier total of about \$192 million.

Super D's growth, in part, was attributed to acquisitions. In September it bought Coral Springs, Fla.-based **Alliance Entertainment LLC**, one of the largest wholesale distributors of CDs, DVDs and Blu-ray titles in the U.S.

Super D's Orange County workforce decreased from more than 200 to 57, while its companywide employment more than doubled to 584.

■ Costa Mesa-based **Insight Investments LLC** jumped 23 spots to No. 50 with a 30% increase in revenue to \$300.8 million. Insight Investments specializes in technology equipment financing, leasing and management services.

President **Richard Heard** called it a "great year," saying that the company has "earned additional business from existing customers, as well as added many new customers over the past year."

The company now has 217 employees in OC, up about 13%.

"The first half of 2014 was an aggressive

employee growth period for Insight Investments," Heard said. "We expect to see additional growth in the Orange County employee base."

Companies that saw their revenues slip last year included Santa Ana-based mortgage specialist **Stearns Lending Inc.**, whose revenue fell 11% to \$437 million. The decrease pushed the company down three spots to No. 33.

Stearns cut its OC employee base by 18% to 367. It has 1,436 workers overall, down about 6%.

■ Costa Mesa-based commercial property management firm **Donahue Schriber** slid nine spots to No. 68 with a 2% drop in revenue to \$208 million. The firm has 99 employees here, unchanged from a year ago, and 136 companywide, a 9% growth.

### Newcomers

Several homebuilders and construction companies debuted on the list, including:

■ No. 49, **City Ventures Inc.**, had the largest percentage jump: 214%. The Newport Beach-based company had \$307 million in revenue, versus nearly \$98 million in 2012. Its OC operations has 43 employees, up by two from a year ago. It has 94 employees overall.

■ Brea-based **KPRS Construction Services Inc.** landed at No. 77 with \$178 million in revenue, a 38% increase. It has hired 30 employees in OC over the past year for a total of 120. It has an office each in Los Angeles and Honolulu that combine for about 10 employees.

■ No. 80, **Warmington Group of Cos.**, had a 76% jump in revenue from \$93 million to \$164 million. The Costa Mesa-based homebuilder has 93 employees here, up about 19%, and 151 overall. ■

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Morris: strong sales, stock market helped keep Pac Life in top spot