

The name behind the store brand

Standing in an aisle at a Walgreens, Steven Lauer had a decision to make. Pay full price for Scope's liter of mouthwash or save a buck with the store's own version, Fresh Breath. "I knew if I liked it I would never buy the Scope again," says Mr. Lauer, who ended up switching to the store brand.

That was 15 years ago. Now he's CEO of Topco Associates LLC, which buys private-label consumer products in bulk on behalf of the 63 supermarkets and wholesalers that are members of its cooperative.

Skokie-based Topco leverages the buying power of its member-owners—second only to Wal-Mart Stores Inc.—to negotiate cheaper prices from vendors for products ranging from canned peas to diapers. Each store then sells the products under its own label or as one of Topco's 18 brands, such as Food Club and Top Care, at cheaper prices than national brands. Companies like Meijer Inc. pay Topco a membership fee and a commission of less than 1% on sales.

To ensure its private-label brands are up to par with national ones, Topco has a 17-member quality assurance staff that tests 250,000 products a year in its lab. For example, a staff member will weigh the pepperoni, cheese and other toppings of a best-selling DiGiorno's pizza against Topco's version.

Topco dates to 1944, when a group of Wisconsin grocers formed Food Cooperatives Inc. to get dairy products and paper goods during wartime shortages. In 1950, it merged with a frozen food cooperative called Top Frost and adopted the name Topco Associates.

Sales hit a low of \$3.2 billion in 2000 amid a consolidation in the market, but have since grown 128%, to an all-time high of \$7.3 billion last year. Topco attributes the rebound to its introduction of new national brands, including one featuring unconventional products like peach and pineapple salsa and the Full Circle organic line, which doubled in revenue last year.

Topco has also made two strategic acquisitions, including last year's purchase of BrainTree Sourcing LLC, which specializes in buying cash registers and other equipment for supermarkets.

Michelle Evans



CRAIN'S LIST LARGEST PRIVATELY HELD COMPANIES

Ranked by 2006 revenues

Crain's estimates shown in gray. *Company estimate

	Company Phone Web site	Address	Top executive	Revenue 2006 (millions)	Revenue 2005 (millions)	% change	No. of full-time employees Chicago/ worldwide	Type of business
1	REYES HOLDINGS LLC (847) 227-6500 www.reyesholdings.com	9500 W. Bryn Mawr Ave. Suite 700 Rosemont 60018	J. Christopher Reyes M. Jude Reyes Co-chairmen	\$8,400.0	\$7,266.0	15.6%	410 8,200	Food and beverage distributor
2	TOPCO ASSOCIATES LLC* (847) 676-3030 www.topco.com	7711 Gross Point Road Skokie 60077	Steven K. Lauer President, CEO	\$7,348.0	\$5,600.0	31.2%	300 360	Buys food-industry products on behalf of cooperative members
3	GLOBAL HYATT CORP. (312) 750-1234 www.hyatt.com	71 S. Wacker Drive Chicago 60606	Mark S. Hoplemazian President, CEO	\$7,122.0	\$6,438.0	10.6%	3,214 84,835	Hospitality
4	MARMON GROUP INC. (312) 372-9500 www.marmon.com	181 W. Madison St. 26th floor Chicago 60602	Frank S. Ptak President, CEO	\$6,988.0	\$5,900.0	18.4%	2,500 21,500	Association of manufacturing and service companies
5	EBY-BROWN CO. LLC ² (630) 778-2800 www.eby-brown.com	280 W. Shuman Blvd. Naperville 60563	Richard W. Wake Thomas G. Wake Co-presidents	\$4,400.0	\$4,200.0	4.8%	560 2,350	Wholesale distributor of convenience products
5	OSI GROUP LLC (630) 851-6600 www.osigroup.com	1225 Corporate Blvd. Aurora 60505	Sheldon Lavin Chairman, president, CEO	\$4,400.0	\$4,000.0	10.0%	1,900 22,000	Develops and processes food for consumer brands and major food-service companies
7	ACE HARDWARE CORP. (630) 990-6600 www.acehardware.com	2200 Kensington Court Oak Brook 60523	Ray A. Griffith President, CEO	\$3,700.0	\$3,466.0	6.8%	1,000 4,976	Retailer-owned hardware cooperative
8	AMSTED INDUSTRIES INC. ² (312) 645-1700 www.amsted.com	180 N. Stetson St. Suite 1800 Chicago 60601	W. Robert Reum Chairman, president, CEO	\$3,000.0	\$2,500.0	20.0%	800 9,700	Manufacturer of railroad, construction and building materials
9	HEICO COS. LLC (312) 419-8220	70 W. Madison St. Suite 5600 Chicago 60602	Michael E. Heisley Sr. Chairman	\$2,750.0	\$2,500.0	10.0%	500 11,000	Buyout/turnaround firm specializing in manufacturing companies
10	WALSH GROUP LTD. (312) 563-5400 www.walshgroup.com	929 W. Adams St. Chicago 60607	Matthew M. Walsh CEO	\$2,500.0	\$2,335.0	7.1%	1,600 5,500	General contractor, design-builder, construction manager
11	SOLO CUP CO. (847) 831-4800 www.solocup.com	1700 Old Deerfield Road Highland Park 60035	Robert M. Korzenski President, CEO	\$2,489.9	\$2,431.6	2.4%	2,660 11,512	Manufacturer and distributor of disposable food-service products
12	ALTIIVITY PACKAGING LLC ² ; (888) 801-2579 www.altiivity.com	450 E. North Ave. Carol Stream 60188	George Bayly CEO	\$2,200.0	\$2,100.0	4.8%	1,300 8,200	Manufacturer of packaging, recycled paperboard, inks and coatings
13	FOLLETT CORP. ⁴ (708) 583-2000 www.follett.com	2233 West St. River Grove 60171	Christopher D. Traut President, CEO	\$2,184.0	\$2,022.0	8.0%	2,100 8,600	Retail and wholesale distribution of education materials
14	MEDLINE INDUSTRIES INC. (847) 949-5500 www.medline.com	1 Medline Place Mundelein 60060	Charlie N. Mills CEO	\$2,170.0	\$2,000.0	8.5%	1,983 5,300	Manufacturer and distributor of medical supplies
15	TRUE VALUE CO. (773) 695-5000 www.truevaluecompany.com	8600 W. Bryn Mawr Ave. Chicago 60631	Lyle G. Heidemann President, CEO	\$2,050.0	\$2,043.0	0.3%	905 2,632	Wholesale hardware distributor
16	INLAND REAL ESTATE GROUP OF COS.; (630) 218-8000 www.inlandgroup.com	2901 Butterfield Road Oak Brook 60523	Daniel L. Goodwin Chairman, CEO	\$2,011.5	\$1,817.3	10.7%	1,065 1,378	Commercial real estate developer and financier
17	FRANK CONSOLIDATED ENTERPRISES INC. ³ (847) 699-7000; www.wheels.com	666 Garland Place Des Plaines 60016	James S. Frank President	\$1,918.0	\$1,733.0	10.7%	573 573	Automotive fleet management
18	CC INDUSTRIES INC. (312) 855-4000	222 N. LaSalle St. Suite 1000 Chicago 60601	William H. Crown President, CEO	\$1,750.0	\$1,600.0	9.4%	250 5,100	Holding company for diversified manufacturing and real estate operations
19	MCZ DEVELOPMENT CORP. (312) 573-1122 www.mczdevelopment.com	1555 N. Sheffield Ave. Chicago 60622	Michael J. Lerner President	\$1,607.0	\$1,450.0	10.8%	80 400	Real estate developer
20	FREEDOMROADS LLC (847) 808-3000 www.freedomroads.com	250 Parkway Drive Suite 320 Lincolnshire 60069	Marcus A. Lomonis Chairman, president, CEO	\$1,600.0	\$1,500.0	6.7%	140 3,500	Operates RV dealerships and Camping World stores
21	KOCH FOODS INC. (847) 384-5940 www.kochfoods.com	1300 Higgins Road Suite 100 Park Ridge 60068	Joseph C. Grendys CEO	\$1,400.0	\$1,400.0	NC	1,000 8,000	Supplier of fresh and frozen poultry for food service and retail operations
22	CHEM CENTRAL CORP. (708) 594-7000 www.chemcentral.com	7050 W. 71st St. Bedford Park 60638	John R. Yanney President, CEO	\$1,365.0	\$1,225.0	11.4%	250 1,010	Chemical distributor
23	WIRTZ CORP. (312) 943-7000	680 N. Lake Shore Drive 19th floor Chicago 60611	William W. Wirtz CEO	\$1,330.0	\$1,290.0	3.1%	NA 1,500	Distribution, insurance, real estate, banking, owns Chicago Blackhawks hockey team
24	CRATE & BARREL ⁴ (847) 272-2888 www.crateandbarrel.com	1250 Techny Road Northbrook 60062	Gordon I. Segal CEO	\$1,200.0	\$1,109.0	8.2%	1,627 5,636	Home furnishings retailer
24	TRANSUNION LLC (312) 258-1717 www.transunion.com	555 W. Adams Blvd. Chicago 60606	Harry Gambill President, CEO	\$1,200.0	\$1,140.0	5.3%	1,200 4,100	Credit data and financial services

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Moving up in the numbers world

The kid brother to the nation's Big Four is growing up.

Grant Thornton LLP has been playing catch-up ever since accountant Alexander Grant left Ernst & Ernst in 1924 to start a new firm specializing in mid-sized companies.

By 1985, Grant Thornton had become the ninth-largest U.S. accounting firm by revenue, just behind that era's Big Eight. More mergers and the eventual collapse of Arthur Andersen LLP in 2002 catapulted the firm into its current No. 5 spot.

"The upheaval of Andersen was a big boon to the remaining firms because the Big Four didn't have the capacity to do all the work," says S. Scott Curtin, Grant Thornton's managing partner in Chicago.

For years, the big accounting firms—Deloitte & Touche USA LLP, Ernst & Young LLP, KPMG LLP and PricewaterhouseCoopers LLP—had a lock on Fortune 500 companies. Then the Sarbanes-Oxley Act of 2002, enacted in the wake of corporate scandals like Enron Corp., shook up the industry by creating billions of dollars of new audit work.

The added demand, plus a shortage of accountants, forced the Big Four to focus on their largest, publicly held companies, pushing the rest downstream to second-tier firms like Grant Thornton or BDO Seidman LLP, also based in Chicago.

In 2004, the first year auditors were required to certify a company's internal controls against fraud, the Big Four firms shed 33% of their clients affected by the new law, up from 21% two years earlier, according to AuditAnalytics.com. Grant Thornton, which has seen its revenue grow 152% in the last five years, to \$886 million in 2006, was one of the biggest winners.

Last year, Grant Thornton expanded into three areas, including a health practice started in January and a tax division in its Miami office to serve multinational clients. In October, it bought the restructuring division of Michigan-based Stout Rissius Ross Inc., doubling its new recovery and reorganization practice, which provides professional services to financially troubled companies.

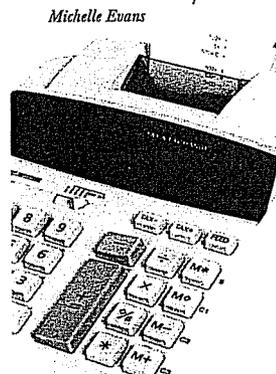


S. Scott Curtin

Company Phone Web site	Address	Top executive	Revenue 2006 (millions)	Revenue 2005 (millions)	% change	No. of full-time employees Chicago/ worldwide	Type of business
26 DUCHOSSAIS INDUSTRIES INC. ² (630) 279-3600 www.duchossois.com	845 N. Larch Ave. Elmhurst 60126	Craig J. Duchossois President, CEO	\$1,180.0	\$1,180.0	NC	500 5,100	Defense products, garage door openers, venture capital and private-equity investments
27 KIMBALL HILL INC. ² (847) 364-7300 www.kimballhillhomes.com	5999 New Wilke Road Rolling Meadows 60008	David K. Hill Chairman, CEO	\$1,163.8	\$1,146.6	1.5%	234 852	Homebuilder
28 BOLER CO. (630) 773-9111 www.hendrickson-intl.com	500 Park Blvd. Suite 1010 Itasca 60143	John M. Boler Chairman, president, CEO	\$1,159.5	\$1,008.3	15.0%	160 3,600	Manufacturer of truck and trailer suspension systems
29 PLIANT CORP. (847) 969-3300 www.pliantcorp.com	1475 Woodfield Road Suite 700 Schaumburg 60173	Harold Bevis President, CEO	\$1,159.0	\$1,072.8	8.0%	152 2,968	Manufacturer of films and flexi- ble packaging for food, personal- care, medical and industrial uses
30 TTX CO. (312) 853-3223 www.ttx.com	101 N. Wacker Drive Chicago 60606	Andrew F. Reardon President, CEO	\$1,156.3	\$1,134.0	2.0%	483 1,707	Provides railcars and railcar-related services
31 CENTRAL GROCERS INC. ¹ (847) 451-0660 www.central-grocers.com	11100 Belmont Ave. Franklin Park 60131	Joe Caccamo President	\$1,108.9	\$1,103.2	0.5%	1,500 1,500	Grocery wholesaler with retail locations
32 SERTA INC. (847) 645-0200 www.serta.com	5401 Trillium Blvd. Hoffman Estates 60192	Robert L. Sherman President	\$1,091.0	\$1,039.0	5.0%	125 2,400	Manufacturer and marketer of mattresses and foundations
33 TRUSTMARK COS. (847) 615-1500 www.trustmarkinsurance.com	400 N. Field Drive Lake Forest 60045	David M. McDonough President, CEO	\$1,010.0	\$1,120.1	-9.8%	936 2,152	Health and life insurer, benefits administrator
34 GRANT THORNTON LLP ¹⁰ (312) 856-0200 www.grantthornton.com	175 W. Jackson Blvd. 20th floor Chicago 60604	Edward Nusbaum CEO	\$886.0	\$728.0	21.7%	690 5,366	Public accounting
35 PEPPER CONSTRUCTION GROUP; (312) 266-4700 www.pepperconstruction.com	643 N. Orleans St. Chicago 60610	J. David Pepper Chairman, CEO	\$865.4	\$852.0	1.6%	908 1,256	General construction and construction management
36 OLD WORLD INDUSTRIES INC. (847) 559-2000 www.oldworldind.com	4065 Commercial Ave. Northbrook 60062	John Thomas Hurvis Chairman, CEO	\$825.0	\$750.0	10.0%	160 375	Chemical manufacturer and consumer-products marketer
37 PASQUINELLI (630) 455-5400 www.pasquinelli.com	6880 N. Frontage Road Suite 100 Burr Ridge 60527	Bruno A. Pasquinelli Chairman	\$824.8	\$787.6	4.7%	167 675	Homebuilding, real estate development, construction and property management
38 ULTA SALON COSMETICS & FRAGRANCE INC. (630) 226-0020; www.ulta.com	1135 Arbor Drive Romeoville 60446	Lyn Kirby President, CEO	\$797.0	\$700.0	13.9%	500 3,200	Retailer of cosmetics and fragrances; operator of full-service salons
39 ELKAY MANUFACTURING CO. (630) 574-8484 www.elkay.com	2222 Camden Court Oak Brook 60523	Ronald C. Katz Chairman, CEO	\$770.0	\$814.0	-5.4%	650 4,700	Manufacturer of stainless-steel sinks, water coolers, wooden kitchen cabinets and faucets
40 A. T. KEARNEY INC. (312) 648-0111 www.atkearney.com	222 W. Adams St. Chicago 60606	Paul A. Laudicina Chairman, managing officer	\$798.0	\$700.0	6.0%	340 2,300	Management consulting
41 CULLIGAN INT'L CO. (847) 205-6000 www.culligan.com	1 Culligan Pkwy. Northbrook 60062	Mark Seals President, CEO	\$745.0	\$735.0	1.4%	339 4,723	Residential and commercial water filtration systems
42 COMPOSITES ONE LLC (847) 437-0200 www.compositesone.com	723 W. Algonquin Road Arlington Heights 60005	Steve Dehmlow CEO	\$743.0	\$715.0	3.9%	40 475	Distributor of fiberglass and composites materials
43 CERTIFIED GROCERS MIDWEST INC.; (708) 579-2100 www.certisaver.com	1 Certified Drive Hodgkins 60525	Ken R. Koester President, CEO	\$696.0	\$675.0	3.1%	550 550	Cooperative distributor of food and non-food products to grocery stores
44 DONLEN CORP. ³ (847) 714-1400 www.donlen.com	2315 Sanders Road Northbrook 60062	Gary Rappeport CEO	\$694.6	\$531.5	30.7%	249 265	Fleet leasing and management
45 MIDLAND PAPER CO. (847) 777-2700 www.midlandpaper.com	101 E. Palatine Road Wheeling 60090	E. S. Hooker III President, CEO	\$675.1	\$629.3	7.3%	170 385	Wholesale distributor of printing paper, packaging materials and supplies
46 INFORMATION RESOURCES INC.; (312) 726-1221 www.infores.com	150 N. Clinton St. Chicago 60661	Scott W. Klein President, CEO	\$665.0	\$624.0	6.6%	719 3,600	Consumer, shopper and retail market analysis for retailers and suppliers
47 SPRING AIR CO. (847) 439-4399 www.springair.com	1111 Nicholas Blvd. Elk Grove Village 60007	James Nation President, CEO	\$649.6	\$637.5	1.9%	138 3,100	Mattress manufacturer
48 FELLOWES INC. ⁴ (630) 893-1600 www.fellowes.com	1789 Norwood Ave. Itasca 60143	James E. Fellowes Chairman, CEO	\$625.0	\$667.0	-6.3%	722 1,224	Distributor of paper shredders, binding and laminating equip- ment, desktop accessories
49 PHOENIX INT'L FREIGHT SERVICES LTD.; (630) 766-4445 www.phoenixintl.com	712 N. Central Ave. Wood Dale 60191	Bill McInerney Chairman, CEO	\$611.0	\$524.9	16.4%	230 1,500	International freight forward- ing, logistics, transportation, customs brokerage
50 MacLEAN-FOGG CO. (847) 566-0010 www.maclea-fogg.com	1000 Allanson Road Mundelein 60060	Barry L. MacLean CEO	\$607.8	\$650.0	-6.5%	800 3,100	Maker of automotive parts and devices for utilities and telecommunications firms
51 FORSYTHE TECHNOLOGY INC. (847) 213-7000 www.forsythe.com	7770 Frontage Road Skokie 60077	William P. Brennan President, CEO	\$603.9	\$517.9	16.4%	388 718	Information technology infrastructure integrator

OF NOTE: SOLD EXECUTIVE SEARCH DIVISION IN JANUARY 2006

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TOP COMPANIES OVER PAST 20 YEARS (revenue in billions)

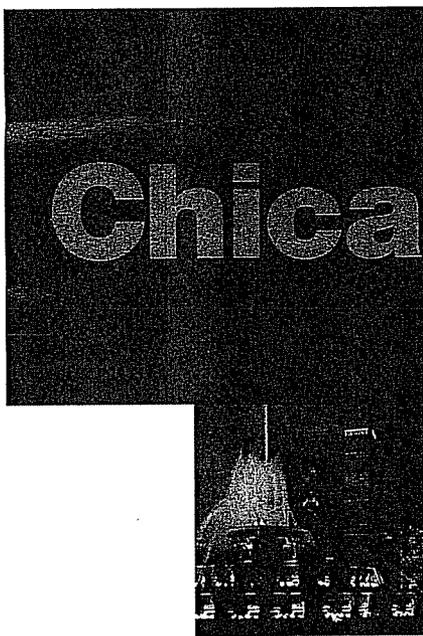
- 1986 Beatrice Cos. (\$9.00)
- 1987 Beatrice Cos. (\$8.93)
- 1988 Montgomery Ward & Co. (\$4.78)
- 1989 Montgomery Ward & Co. (\$5.03)
- 1990 Montgomery Ward & Co. (\$5.13)
- 1991 Montgomery Ward & Co. (\$5.40*)
- 1992 Montgomery Ward & Co. (\$5.76)
- 1993 Montgomery Ward & Co. (\$5.98)
- 1994 Montgomery Ward & Co. (\$7.04)
- 1995 Montgomery Ward & Co. (\$7.09)
- 1996 Montgomery Ward & Co. (\$6.62)
- 1997 Marmon Group (\$6.00)
- 1998 Alliant Foodservice Inc. (\$6.10)
- 1999 Marmon Group (\$6.53)
- 2000 Marmon Group (\$6.79)
- 2001 Marmon Group (\$6.40**)
- 2002 Marmon Group (\$5.75)
- 2003 Marmon Group (\$5.70)
- 2004 Marmon Group (\$6.40)
- 2005 Reyes Holdings LLC (\$7.27)
- 2006 Reyes Holdings LLC (\$8.40)

*Crain's estimate, **company estimate

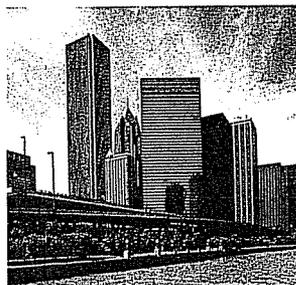


Company Phone Web site	Address	Top executive	Revenue 2006 (millions)	Revenue 2005 (millions)	% change	No. of full-time employees Chicago/ worldwide	Type of business
52 FIFIELD COS. (312) 855-1600 www.fifieldco.com	550 W. Adams St. Suite 200 Chicago 60661	Steven D. Fijfield Chairman, CEO	\$578.0	\$305.0	89.5%	24 42	Real estate development
53 ALTER GROUP (800) 637-4842 www.altergroup.com	5500 W. Howard St. Skokie 60077	Michael J. Alter President	\$567.0	\$630.0	-10.0%	143 167	Commercial real estate development
54 WILLIAM BLAIR & CO. LLC (312) 236-1600 www.williamblair.com	222 W. Adams St. Chicago 60606	John R. Ettelson President, CEO	\$565.0	\$473.0	19.5%	850 905	Investment banking, asset management, equity research, brokerage, private capital
55 AMERICAN HOTEL REGISTER CO.; (847) 743-2000 www.americanhotel.com	100 S. Milwaukee Ave. Vernon Hills 60061	Jim Leahy President	\$560.0	\$500.0	12.0%	600 800	Distributor of hotel supplies and services
56 S&C ELECTRIC CO. (773) 338-1000 www.sandc.com	6601 N. Ridge Blvd. Chicago 60626	John W. Estey President, CEO	\$559.0	\$413.0	35.4%	1,750 2,350	Manufacturer of switching and protective products for electrical power transmission and distribution
57 BDO SEIDMAN LLP*** (312) 240-1236 www.bdo.com	130 E. Randolph St. Suite 2800 Chicago 60601	Jack Weisbaum CEO	\$558.0	\$440.0	26.8%	185 2,569**	Professional services firm providing assurance, tax, financial advisory and consulting services
57 ENTERPRISE COS. (312) 670-3800 www.theenterprisecompanies.com	600 W. Chicago Ave. Suite 750 Chicago 60610	Ronald B. Shipka Sr. Principal	\$558.0	\$281.1	98.5%	60 60	Real estate development
59 EDWARD DON & CO. (708) 442-9400 www.don.com	2500 S. Harlem Ave. North Riverside 60546	Steven R. Don President, CEO	\$555.0	\$481.0	15.4%	445 1,086	Distributor of food-service equipment and supplies
60 CHAS LEVY CO. LLC ² (708) 356-3600 www.levybooks.com	1930 George St. Melrose Park 60160	Barbara Levy Kipper Chairman, CEO	\$550.0	\$530.0	3.8%	500 800	Book distributor
60 NEWLY WEDS FOODS INC. (773) 489-7000 www.newlywedsfoods.com	4140 W. Fullerton Ave. Chicago 60639	Charles T. Angell President	\$550.0	\$530.0	3.8%	500 2,200	International food processor, manufacturer of food coatings and seasonings
62 POWER CONSTRUCTION CO. LLC; (847) 925-1300 www.powerconstruction.net	2360 Palmer Drive Schaumburg 60173	Jeff Karp President, chief operating officer	\$538.0	\$425.0	26.6%	500 500	General contractor

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Kauai Coast Resort in Hawaii

Buying a little piece of paradise

Before Disney's Epcot Center became a showcase for innovation, Shell Vacations LLC was pioneering a new concept called time shares, and building them down the street. "There was talk about this thing called Epcot coming, and we thought, 'What better place could there be to open a time share?'" says Sheldon Ginsburg, one of the company's founders.

So, in 1978, Shell Vacations bought 150 acres next to Disney World in Orlando, Fla. By the time Epcot Center opened in 1982, Shell had completed a 98-unit apartment complex and had sold units to buyers who got to occupy the vacation homes for a few weeks a year.

Today, Shell, which has since sold the Orlando property, has 110,000 member-owners and operates 23 vacation resorts, predominantly in Hawaii and along the West Coast.

With time sharing, members purchase the right to stay at a resort for a specified number of days each year. Time also can be exchanged for stays at other resort properties.

At Shell Vacations, members on average pay a one-time fee of \$10,000 to \$12,000, which gives them 2,200 points a year. Based on time of year and availability, each resort has different point requirements for a stay. For instance, with 2,000 points, a member could spend a week in a one-bedroom unit at the Staff Pass Golf Suites in Tucson, Ariz., or a weekend in a studio unit at the Donatello in San Francisco.

Shell Vacations has been benefiting from a time-share boom, growing 79% in the last five years to \$388.4 million in revenue. Nationally, the 1,600-plus U.S. resorts offering time shares took in \$6.1 billion in 2005, up 9.1% from the previous year, according to the American Resort Development Assn., an industry trade group.

Even so, it's not an easy sale to the 95% of U.S. households that don't own a time share, Mr. Ginsburg says. "Time sharing to this day is not a sought-after commodity," he says. "No one wakes up and says, 'I want to buy a time share.'" They have to be convinced to come to a presentation.

To boost profits, in 2004 Shell Vacations began franchising its points system to outside resort owners, who pay a fee to become a part of Shell's membership group. So far, two resorts—Salado Creek Villages in San Antonio and Crocheted Mountain in Franchetown, N.H.—have signed on and two more will be announced this spring.

Michelle Evans

Company	Phone	Web site	Address	Top executive	Revenue 2006 (millions)	Revenue 2005 (millions)	% change	No. of full-time employees Chicago/worldwide	Type of business
63			1563 Hubbard Ave. Batavia 60510	George Pattee CEO	\$527.0	\$480.0	9.8%	85 388	Sales, marketing and distribution of building products
64			5500 N. Wolcott Ave. Chicago 60640	Vincent Buonanno Chairman, CEO	\$505.0	\$485.0	4.1%	925 1,890	Manufacturing and sale of magnetic steel laminations
65			2751 N. Clybourn Ave. Chicago 60614	Michael J. Faron President	\$487.6	\$502.0	-2.9%	275 465	Construction
66			820 S. Michigan Ave. Chicago 60605	Linda Johnson Rice President, CEO	\$472.2	\$495.7	-4.8%	184 1,515	Publishing, television production, cosmetics, consumer products
67			1 Graycor Drive Homewood 60430	Melvin Gray Chairman, CEO	\$458.0	\$392.0	16.8%	400 1,100	Construction services
68			980 N. Michigan Ave. Suite 1900 Chicago 60611	Thomas M. Begel Chairman	\$450.0	\$400.0	12.5%	17 2,500	Industrial manufacturer
69			8338 Austin Ave. Morton Grove 60053	Andrew J. McKenna Jr. Chairman, president	\$440.0	\$416.0	5.8%	200 350	Printer, producer and distributor of packaging and promotional materials
70			4355 Weaver Pkwy. Warrenville 60555	Kenneth P. Neumann CEO	\$425.4	\$518.0	-17.9%	324 411	Homebuilder
71			1530 Shields Drive Waukegan 60085	Gary Yetman President, CEO	\$423.0	\$346.0	22.3%	425 850	Manufacturer of wire and cable products
72			5800 W. Touhy Ave. Niles 60714	Santo A. LaMantia President, CEO	\$410.0	\$350.0	17.1%	866 2,000	Maker of microphones and audio electronics
73			1250 W. Division St. Chicago 60622	Michael J. McGrath President, CEO	\$409.9	\$364.3	12.5%	505 505	Luxury car sales and service
74			1475 S. Barrington Road Barrington 60010	Paul Tamraz President, CEO	\$406.0	\$386.0	5.2%	400 400	Automobile dealerships
75			2240 W. 75th St. Woodridge 60517	Vincent A. Naccarato Chairman, CEO	\$400.6	\$325.0	23.2%	622 685	Manufacturer of consumer products, housewares and home accessories
76			1990 St. Johns Ave. Highland Park 60035	Thomas J. Mazzetta President	\$396.0	\$360.0	10.0%	17 21	Importer of frozen seafood
77			40 Skokie Blvd. Suite 535 Northbrook 60062	Sheldon H. Ginsburg Chairman, president, CEO	\$388.4	\$354.4	9.6%	206 2,227	Time shares, real estate
78			8500 S. Madison St. Burr Ridge 60527	James G. Tuthill Jr. Chairman, CEO	\$388.0	\$413.0	-6.0%	207 2,122	Manufacturer of industrial equipment
79			5901 S. La Grange Road Countryside 60525	John F. Weinberger CEO	\$386.2	\$376.2	2.7%	476 476	Automobile dealerships
80			303 E. Wacker Drive Suite 2750 Chicago 60601	Joel M. Carfins James R. Loewenberg Co-chairmen, co-CEOs	\$381.9	\$227.5	67.9%	75 75	Real estate development, management and related services
81			7777 Winn Road Spring Grove 60081	David W. Schroeder President, CEO	\$370.0	\$390.0	-5.1%	700 3,500	Electrical manufacturing
82			350 N. Clark St. Chicago 60610	James C. Tyree Chairman, CEO	\$364.0	\$298.0	22.1%	945 1,118	Investment management and services, insurance, investment banking, consulting, real estate
83			280 Chestnut Ave. Westmont 60559	H. Ty Warner President, CEO	\$360.2	\$375.2	-4.0%	250 600	Manufacturer of toys and collectibles
84			200 E. Randolph St. 63rd floor Chicago 60601	Richard W. Edelman President, CEO	\$354.5	\$291.0	21.8%	404 2,599	Public relations
85			1030 N. Clark St. Suite 300 Chicago 60610	Nicholas S. Gouletas Chairman, CEO	\$348.5	\$600.1	-41.9%	150 225	Real estate developer
86			950 Arthur Ave. Elk Grove Village 60007	Donald D. Hindman President, CEO	\$340.0	\$335.0	1.5%	85 650	Wholesale distributor of food service, janitorial and industrial supplies
87			110 N. Carpenter St. Chicago 60607	Oprah G. Winfrey Chairman	\$325.0	\$290.0	12.1%	376 399	Television and film production, publishing and new media
87			2101 Claire Court Glenview 60025	John A. Miller President, CEO	\$325.0	\$280.0	16.1%	350 370	Supplier of industrial paper and packaging, specialty printing, custom-branded merchandise

Continued on Page 28

NEW TO THE LIST



- ▶ Advanced Equities Financial Corp.
- ▶ Abelson Taylor Inc.
- ▶ Altrivity Packaging LLC
- ▶ BDO Seidman LLP
- ▶ Block & Co.
- ▶ Capsonic Group LLC
- ▶ Care of Trees
- ▶ Convergin Technologies LLC
- ▶ Corporate Concepts Inc.
- ▶ Culligan International Co.
- ▶ Executive Construction Inc.
- ▶ FCL Graphics Inc.
- ▶ FSH Communications LLC
- ▶ Gammonley Group
- ▶ Great Kitchens Inc.
- ▶ Guaranteed Rate Inc.
- ▶ Hinda Inc.
- ▶ Information Resources Inc.
- ▶ Interior Investments LLC
- ▶ Kensington Homes Inc.
- ▶ Machinery Systems Inc.
- ▶ MCL Cos.
- ▶ Montalano Builders Inc.
- ▶ MTC Performance
- ▶ Nelsen Steel Co. L.P.
- ▶ North American Corp.
- ▶ Optimum Nutrition Inc.
- ▶ Remington Homes LLC
- ▶ TickersNow Inc.
- ▶ TravelClick Inc.
- ▶ W. S. Darley & Co.
- ▶ WhittmanHart Inc.
- ▶ Wrightwood Capital LLC
- ▶ ZS Associates LLC

Company Phone Web site	Address	Top executive	Revenue 2006 (millions)	Revenue 2005 (millions)	% change	No. of full-time employees Chicago/worldwide	Type of business
87 RELATIONAL TECHNOLOGY SOLUTIONS; (847) 818-1700 www.rts.com	3701 Algonquin Road Rolling Meadows 60008	Jeffrey Ehlers CEO	\$325.0	\$325.0	NC	110 330	Financer, supplier and disposer of information technology assets
90 AIT WORLDWIDE LOGISTICS INC.; (800) 323-6649 www.aitworldwide.com	701 Rohlwing Road Itasca 60143	Steven Leturno Daniel Lisowski Co-founders	\$317.0	\$300.0	5.7%	309 780	Global transportation and logistics services provider
90 DSC LOGISTICS INC. (847) 390-6800 www.dsclogistics.com	1750 S. Wolf Road Des Plaines 60018	Ann M. Drake CEO	\$317.0	\$307.8	3.0%	400 2,300	Third-party logistics and supply chain management
92 LETTUCE ENTERTAIN YOU ENTERPRISES INC. (773) 878-7340; www.leye.com	5419 N. Sheridan Road Chicago 60640	Kevin J. Brown President, CEO	\$315.6	\$294.6	7.1%	3,600 5,600	Restaurant owner
93 BRADNER CENTRAL CO.; (847) 290-8485 www.bradner.com	2300 Arthur Ave. Elk Grove Village 60007	Richard S. Bull III Chairman, CEO	\$315.5	\$279.5	12.9%	94 179	Paper distribution
94 JOE RIZZA ENTERPRISES INC. (708) 364-2200 www.rizacars.com	8150 W. 159th St. Orland Park 60462	Joe Rizza CEO	\$315.0	\$325.7	-3.3%	475 475	Holding company for automobile dealerships, real estate, finance and insurance
95 WILBERT INC. (708) 865-1600 www.wilbertinc.com	2913 Gardner Road Broadview 60155	Curtis J. Zamec Chairman, president, CEO	\$312.4	\$265.5	17.7%	109 1,517	Manufacturer of plastic and concrete products
96 LAKEWOOD HOMES INC. (847) 884-8800 www.lakewoodhomes.com	2700 W. Higgins Road Suite 100 Hoffman Estates 60195	Buz Hoffman President	\$306.0	\$408.0	-25.0%	190 190	Homebuilder
97 VOLVO SALES & SERVICE CENTER INC.; (630) 241-3000 www.auto-plaza.com	4325 Lincoln Ave. Listle 60532	Horst Korallus President	\$305.4	\$301.4	1.3%	525 525	Auto dealership
98 EMKAY INC.; (630) 250-7400 www.emkay.com	805 W. Thorndale Ave. Itasca 60143	Gary L. Tepas Chairman, president, CEO	\$305.0	\$295.0	3.4%	145 165	Vehicle leasing and fleet management
99 BERLIN PACKAGING CORP. (312) 876-9292 www.berlinpackaging.com	111 N. Canal St. Chicago 60606	Andrew T. Berlin President, CEO	\$302.0	\$250.0	20.8%	97 249	Supplier of plastic, glass and metal packaging components

Continued on Page 30

Saving lives for 25 years!



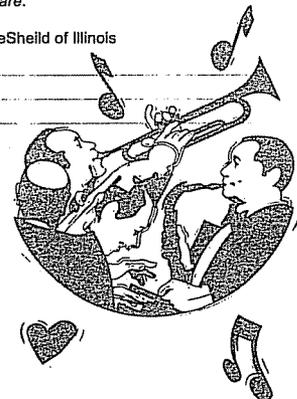
Saturday, April 14th, 2007
Grand Ballroom, Chicago's Navy Pier

On Saturday, April 14, the American Heart Association's Chicago Heart Ball celebrated 25 years of saving lives.

Thank you to all of our volunteers and supporters. You are *all* the American Heart Association! The work you do is saving lives in your community. We are looking forward to celebrating with you again in 2008.

2007 Co-Chairs: Jeffrey A. Malehom, President and CEO of GE Healthcare Financial Services
Fawn Lopez, Publisher of *Modern Healthcare*.

2007 Honorees: Ray & Judy McCaskey and BlueCross BlueShield of Illinois



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To learn how you can make a difference, contact Holly Messick at 312.346.4675 or holly.messick@heart.org

American Heart Association
Learn and Live.

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NEW LEADERSHIP

Twenty companies have new top executives, double the number of such changes from a year earlier.



No. 3 Global Hyatt (Mark S. Hoplamazian)

No. 11 Solo Cup (Robert M. Korzenski)

No. 28 Boler (John M. Boler)

Boler

No. 40 A. T. Kearney (Paul A. Laudicina)



No. 139 Peacock Engineering (Michael A. Bildler)

No. 141 Jel Sert (Charles Wegner, Kenneth Wegner)

Laudicina

No. 149 Fort Dearborn (Michael Anderson)



No. 154 Klein Tools (Thomas R. Klein)

No. 159 PromoWork (Michael Kent)

Anderson

No. 172 Temperature Equipment (R. F. "Skip" Mungo)

No. 178 Wozniak Industries (Michael Wozniak)



No. 188 Turtle Wax (Denis John Healy)

No. 189 Cummins-Allison (William Jones)

Kent

No. 209 Campagna-Turano Bakery (U. Anthony Turano)



No. 209 Gonnella Baking (Nick Maruccci)

No. 249 Lakewood Engineering & Manufacturing (David E. Hirschfield)

Marcucci

No. 260 Evans Food Group (James Spenke)



No. 270 Sam's Wines & Spirits (Brian Rosen)

No. 279 SEI-CCS (Carolyn Faehling)

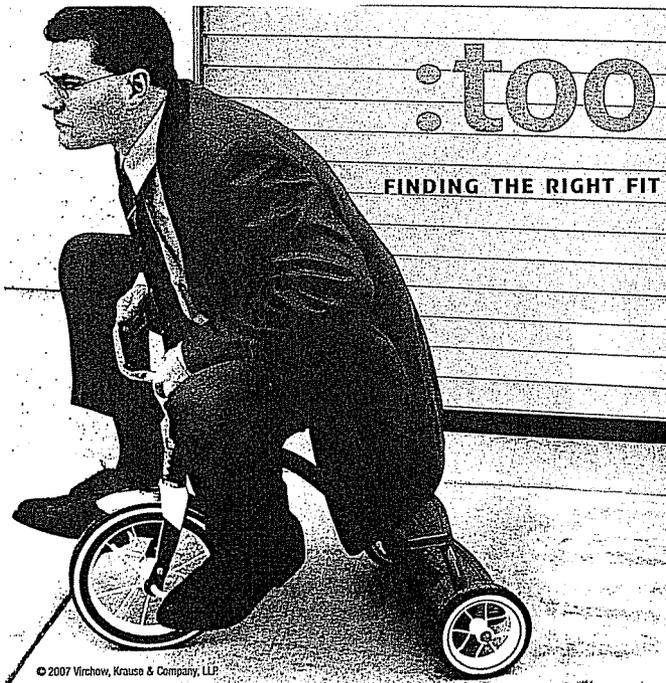
Faehling

No. 287 ReView Video (Timothy Gelman)

Company Phone Web site	Address	Top executive	Revenue 2006 (millions)	Revenue 2005 (millions)	% change	No. of full-time employees Chicago/ worldwide	Type of business
100 CLUNE CONSTRUCTION CO. ⁴ (312) 726-6103 www.clunecg.com	10 S. LaSalle St. Suite 300 Chicago 60603	Michael T. Clune President	\$301.5	\$241.0	25.1%	105 114	General contractor
101 ABT ELECTRONICS INC. (847) 967-8830 www.abtelectronics.com	1200 N. Milwaukee Ave. Glenview 60025	Robert J. Abt CEO	\$300.0	\$260.0	15.4%	1,100 1,100	Retailer of consumer electronics and major appliances
102 CLASSIC RESIDENCE BY HYATT; (312) 803-8800 www.hyattclassic.com	71 S. Wacker Drive Suite 900 Chicago 60606	Penny S. Pritzker Chairman, CEO	\$295.7	\$229.0	29.1%	344 3,159	Developer, owner and manager of senior living communities
103 VELUCHAMY ENTERPRISES (708) 449-2800 www.veluchamy.com	1213 Butterfield Road Downers Grove 60515	Pethinaidu Veluchamy Chairman, CEO	\$285.0	\$250.0	14.0%	1,500 3,000	Direct marketing, banking, real estate
104 LEOPARDO CONSTRUCTION INC.; (847) 783-3000 www.leopardo.com	5200 Prairie Stone Pkwy. Hoffman Estates 60192	James A. Leopardo CEO	\$280.3	\$221.1	26.7%	400 400	Commercial construction, general contractor and construction manager
105 DOALL CO. ¹⁵ (800) 923-6255 www.doall.com	1480 S. Wolf Road Wheeling 60016	Michael L. Wilkie Chairman, president, CEO	\$280.0	\$246.0	13.8%	331 950	Industrial supply distributor, machine tool manufacturer
106 ASPEN MARKETING SERVICES INC.; (630) 293-9600 www.aspenms.com	1240 North Ave. West Chicago 60185	Patrick J. O'Rahilly President, CEO	\$278.5	\$239.5	16.3%	462 642	Marketing services agency consisting of direct, digital and event marketing capabilities
107 SAFEWAY INSURANCE GROUP (630) 887-8300 www.safewayinsurance.com	790 Pasquinelli Drive Westmont 60559	William J. Parrillo Chairman, president	\$275.0	\$324.3	-15.2%	90 430	Property and casualty insurance
108 CARL BUDDIG & CO. ¹¹ (708) 798-0900 www.buddig.com	950 W. 175th St. Homewood 60430	Robert J. Buddig Thomas R. Buddig Co-CEOs	\$260.0	\$220.0	18.2%	600 750	Maker of processed lunch and snack meats
109 FERRARA PAN CANDY CO. (708) 366-0500 www.ferrarapan.com	7301 W. Harrison St. Forest Park 60130	Salvatore Ferrara II President, CEO	\$256.8	\$255.0	0.7%	750 1,250	Candy manufacturer
110 JORDAN INDUSTRIES INC. (847) 945-5591 www.jordanind.com	1751 Lake-Cook Road Suite 550 Deerfield 60015	John W. "Jay" Jordan II Chairman, CEO	\$256.7	\$727.9	-64.7%	NA 1,393	Diversified manufacturing
111 GUARANTEE TRUST LIFE INSURANCE CO. (847) 699-0600; www.gtlic.com	1275 Milwaukee Ave. Glenview 60025	Richard S. Holson Jr. Chairman, CEO	\$251.6	\$279.0	-9.8%	272 272	Life, accident and health, credit and special risk insurance
112 TRANSCAP ASSOCIATES INC. (847) 753-9600 www.transcaptrade.com	900 Skokie Blvd. Suite 210 Northbrook 60062	Ira J. Edelson President	\$250.3	\$249.0	0.5%	8 12	International trade, trade finance, purchase order finance, venture banking

FOOTNOTE: SOLD OR CEASED OPERATIONS WITHIN THREE DIVISIONS DURING 2006

Continued on Page 32



too small

FINDING THE RIGHT FIT

too small

can make it hard to maintain your momentum.

IS EVERYTHING

when it comes to business advice. Select a firm that's too small, and it may not be able to provide you with the speed of service you need to grow your business. Too big, and you're a client that could all too easily fall between the cracks. Virchow Krause is "just right." We combine the strength and services of the biggest accounting firms with the personalized attention of much smaller ones. The right fit. It's what you should demand. And exactly what we deliver.

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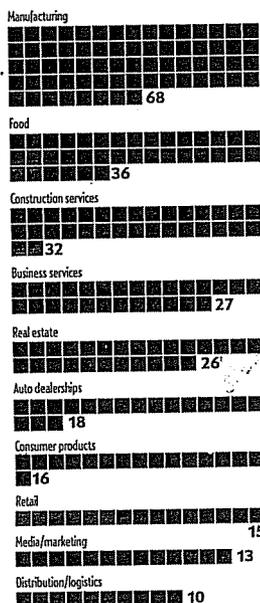
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NO. OF COMPANIES PER INDUSTRY



NO. OF LOCAL EMPLOYEES/INDUSTRY



REVENUE PER INDUSTRY (billions)



Company Phone Web site	Address	Top executive	Revenue 2006 (millions)	Revenue 2005 (millions)	% change	No. of full-time employees Chicago/ worldwide	Type of business
113 CHICAGO BEARS FOOTBALL CLUB INC.; (847) 295-6600 www.chicagobears.com	1000 Football Drive Lake Forest 60045	Theodore P. Phillips President, CEO	\$250.0	\$225.0	11.1%	135 135	Professional football team
113 FLYING FOOD GROUP LLC (312) 243-2122 www.flyingfood.com	212 N. Sangamon St. Suite 1A Chicago 60607	Sue Ling Gin Chairman, CEO	\$250.0	\$200.0	25.0%	550 3,050	Airline catering, prepared meals and snacks for grocery stores
113 INT'L PROFIT ASSOCIATES INC. (847) 808-5590 www.ipa-iba.com	1250 Barclay Blvd. Buffalo Grove 60089	John R. Burgess Managing director	\$250.0	\$213.0	17.4%	1,621 1,698	Management consulting
113 RYAN BUILDING GROUP INC. (847) 995-8700 www.ryanblgrp.com	945 N. Plum Grove Road Schaumburg 60173	William J. Ryan Chairman, president, CEO	\$250.0	\$250.0	NC	72 170	Homebuilder
117 PATRICK DEALER GROUP (847) 605-4000 www.patrickcars.com	526 Mall Drive Schaumburg 60173	Hanley Dawson III Hanley Dawson IV Co-presidents, co-CEOs	\$248.9	\$232.4	7.1%	362 362	Auto dealership
118 ALDEN MANAGEMENT SERVICES INC.; (773) 286-3883 www.thealdennetwork.com	4200 W. Peterson Ave. Chicago 60646	Floyd A. Schlossberg President, CEO	\$241.3	\$234.4	2.9%	3,534 3,534	Senior health care provider
119 EDWARD HINES LUMBER CO. (847) 353-7700 www.hineslumber.com	1000 Corporate Grove Drive, Buffalo Grove 60089	Edward Hines President	\$240.0	\$260.0	-7.7%	500 800	Lumber and building products distributor and manufacturer
120 MERIDIAN GROUP (847) 964-2700 www.onlinemeridian.com	9 Parkway North Suite 500 Deerfield 60015	Ian J. Pye Chairman, CEO	\$238.0	\$225.0	5.8%	156 381	Sales and leasing of technology products and services
121 STEINER ELECTRIC CO. (847) 228-0400 www.steinerelectric.com	1250 Touhy Ave. Elk Grove Village 60007	Harold Kerman CEO	\$235.0	\$200.0	17.5%	450 503	Electrical and industrial supplies, automation products, motor repair, generator sales
122 MIDWEST AIR TECHNOLOGIES INC.; (847) 821-9630 www.midwest-air.com	625 Barclay Blvd. Lincolnshire 60069	Steve W. Wang CEO	\$227.6	\$208.2	6.9%	115 145	Manufacturer of automotive parts, power equipment and lawn and garden products
123 GAMMONLEY GROUP (708) 352-4040 www.gammonleygroup.com	322 W. Burlington Ave. La Grange 60525	Richard T. Gammonley President, CEO	\$217.8	\$146.2	49.0%	34 34	Developer and builder
124 HOSTMARK HOSPITALITY GROUP; (847) 517-9100 www.hostmark.com	1111 Plaza Drive Suite 200 Schaumburg 60173	Constantine A. "Bud" Cataldo Chairman, CEO	\$216.3	\$202.5	6.8%	1,019 2,842	Hotel and restaurant management
125 ED MINIAT GROUP INC. (708) 957-3800 www.edminiat.com	1055 W. 175th St. Homewood 60430	David J. Miniat President, CEO	\$216.0	\$209.0	3.3%	450 460	Maker of processed meats and cooking oil
126 COMPSYCH COS. (312) 595-4000 www.compsych.com	455 N. Cityfront Plaza Drive, Chicago 60611	Richard A. Chaifetz Chairman, CEO	\$215.0	\$187.0	15.0%	288 322	Employee assistance, behavioral health, work-life and wellness programs
127 KENNEDY HOMES L.P. (847) 756-2100 www.kennedyhomebuilders.com	14 Executive Court South Barrington 60010	William W. Kennedy President	\$214.2	\$214.6	-0.2%	130 130	Homebuilder
128 OPTIMA INC. (847) 835-8400 www.optimaweb.com	630 Vernon Ave. Glencoe 60022	David C. Hovey President	\$209.1	\$58.6	256.8%	73 145	Real estate development
129 TERLATO WINE GROUP LTD.* (847) 604-8900 www.twg.com	900 Armour Drive Lake Bluff 60044	Anthony J. Terlato Chairman	\$207.4	\$187.0	10.9%	122 282	Wine marketing and production
130 A. FINKL & SONS CO. (773) 975-2510 www.finkl.com	2011 N. Southport Ave. Chicago 60614	Bruce C. Liimatainen Chairman, CEO	\$205.0	\$178.0	15.2%	350 900	Die, mold and custom steel forgings
131 TICKETSNOW INC. (800) 927-2770 www.ticketsnow.com	620 N. State Route 31 Crystal Lake 60012	Mike Domek Chairman, president, CEO	\$202.0*	\$142.0*	42.3%	200 200	Online brokerage for event ticket resales
132 ATLAS LIFT TRUCK RENTALS & SALES INC.; (847) 678-3540 www.atlaslift.com	5050 N. River Road Schiller Park 60176	Howard Bernstein Chairman, CEO	\$200.7	\$182.0	10.3%	372 388	Distributor of material handling equipment
132 BULLEY & ANDREWS LLC (773) 235-2433 www.bulley.com	1755 W. Armitage Ave. Chicago 60622	Allan E. Bulley Jr. Chairman, CEO	\$200.7	\$140.0	43.4%	425 425	General contracting
134 AUTOMOTIVE SPECIALTY ACCESSORIES & PARTS INC. (312) 431-6000; www.jewhitney.com	225 N. Michigan Ave. Chicago 60601	Lawrence J. Marmion President	\$200.0	\$225.0	-11.1%	350 350	Catalog and Internet direct marketer of automotive parts and accessories
134 QST INDUSTRIES INC. (312) 930-9400 www.qst.com	525 W. Monroe St. Suite 1400 Chicago 60661	Thomas Danch President, CEO	\$200.0	\$200.0	NC	51 562	Manufacturer and distributor of pocketing and trim components for the apparel industry
136 COLUMBIA PIPE & SUPPLY CO. (773) 927-6600 www.columbiapipe.com	1120 W. Pershing Road Chicago 60609	William D. Arenberg Chairman, CEO	\$197.5	\$172.0	14.8%	177 371	Distributor of industrial pipe, valves, fittings and plumbing equipment and supplies
137 ADVANCED EQUITIES FINANCIAL CORP.; (312) 377-5300; www.advancedequities.com	311 S. Wacker Drive, Suite 6100, Chicago 60606	Dwight Badger CEO	\$197.2	\$142.8	38.1%	70 300	Financial services firm that owns/ operates firms specializing in retail, brokerage, investment banking
138 VELISCOL CHEMICAL CORP. (847) 298-9000 www.veliscol.com	10400 W. Higgins Road Suite 600 Rosemont 60018	Ross McMillan President, CEO	\$197.0	\$202.0	-2.5%	62 450	Specialty chemical maker

*NOTE: TICKETSNOW & PRODSOFT ARE AN ASSOCIATED ACQUISITION IN DECEMBER

SINCE THEY'VE GONE PUBLIC

(Revenue in millions. Stock charts show monthly closes from time company went public to April 7, 2007.)

BROOKDALE SENIOR LIVING INC.

IPO: 11/22/05
 Last year private: \$314.0
 First year public: \$790.6
 2006: \$1,309.9



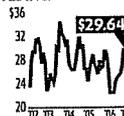
CF INDUSTRIES HOLDINGS INC.

IPO: 8/11/05
 Last year private: \$1,543.3
 First year public: \$1,908.4
 2006: \$1,949.5



HEWITT ASSOCIATES INC.

IPO: 6/27/02
 Last year private: \$1,502.1
 First year public: \$1,750.1
 2006: \$2,857.2



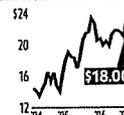
MORNINGSTAR INC.

IPO: 5/3/05
 Last year private: \$179.7
 First year public: \$227.1
 2006: \$315.2



STRATEGIC HOTELS & RESORTS INC.

IPO: 6/24/04
 Last year private: \$574.8
 First year public: \$405.6
 2006: \$718.3



Company Phone Web site	Address	Top executive	Revenue 2006 (millions)	Revenue 2005 (millions)	% change	No. of full-time employees Chicago worldwide	Type of business
139 PEACOCK ENGINEERING CO. (630) 845-9400 www.peacockeng.com	1800 Averill Road Geneva 60134	Michael A. Bilder President	\$194.3	\$140.3	38.5%	1,033	Provides contract packaging and assembly services for consumer products
140 NOVAK CONSTRUCTION CO. (773) 278-1100 www.novakconstruction.com	3423 N. Drake Ave. Chicago 60618	John Novak President	\$194.0	\$102.5	89.3%	110	General contractor
141 JEL SERT CO. ¹³ (630) 231-7590 www.jelsert.com	State Route 59 and Conde Street West Chicago 60186	Charles Wegner Kenneth Wegner Co-chairmen, co-CEOs	\$193.0	\$187.0	3.2%	600	Manufacturer of powdered soft drink mixes, juice drinks, ice pops and milk flavoring straws
142 FCL BUILDERS INC. (630) 773-0050 www.fclbuilders.com	1150 Spring Lake Drive Itasca 60143	Michael J. Boro President	\$190.0	\$142.0	33.8%	85	General contractor
142 ZS ASSOCIATES LLC (847) 492-3600 www.zsassociates.com	1800 Sherman Ave. Evanston 60201	Jaideep Bajaj Managing director, CEO	\$190.0	\$161.0	18.0%	300	Consultant specializing in sales and marketing
144 PORTILLO RESTAURANT GROUP; (630) 954-3773 www.portillos.com	2001 Spring Road Suite 500 Oak Brook 60523	Richard J. Portillo President, CEO	\$188.9	\$173.1	9.1%	3,226	Operator of Portillo's Hot Dogs, Bannell's Pasta Bowl, Key West Fish & Pasta House, Luigi's House
145 MONTALBANO BUILDERS INC.; (630) 613-2700; www.montalbanohomes.com	1801 S. Meyers Road Suite 500 Oakbrook Terrace 60181	Anthony Montalbano President, CEO	\$188.5	\$212.0	-11.1%	100	Homebuilder
146 HARLEM FURNITURE LLC ² (630) 261-1600 www.theroomplace.com	1000-46 Rohlwing Road, Lombard 60148	Bruce Berman CEO	\$188.0	\$186.0	1.1%	773	Retail furniture
147 HILL MECHANICAL CORP. (847) 451-5000 www.hillmech.com	11045 Gage Ave. Franklin Park 60131	Warren Hill Chairman	\$186.1*	\$145.7	27.7%	844	Heating, ventilating, air conditioning, plumbing and piping; building operations
148 STARCON INT'L INC. ¹¹ (815) 478-4615 www.starcon.org	260 Market Place Manhattan 60442	Michael J. Uremovich Chairman, CEO	\$180.3	\$118.5	52.2%	537	Heavy industrial contractor, capital projects, welding, scaffolding

OF NOTE: ACQUIRED BY BERKMAN CAPITAL IN JANUARY.

Continued on Page 36



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TURNING BACK TIME

Over 20 years, the top privately held companies in Chicago have changed, but not by leaps and bounds.

(Revenue in billions)

2001

- 1 Marmon Group Inc. \$6.40**
- 2 Kemper Insurance Cos. \$5.90
- 3 Reyes Holdings LLC \$3.80
- 4 Eby-Brown Co. LLC \$3.70
- 5 Hyatt Hotels Corp. \$3.50
- 5 Topco Associates Inc. \$3.50*
- 7 Ace Hardware Corp. \$2.89
- 8 TruServ Corp. \$2.60*
- 9 Clark Retail Enterprises \$2.50
- 10 Bcom3 Group Inc. \$2.30

1996

- 1 Montgomery Ward \$6.62
- 2 Marmon Group Inc. \$6.00
- 3 Alliant Foodservice Inc. \$4.50*
- 4 Kemper Insurance Cos. \$3.91
- 5 Topco Associates Inc. \$3.90
- 6 Hyatt Hotels Corp. \$2.88
- 7 Ace Hardware Corp. \$2.74
- 8 Cotter & Co. \$2.44
- 9 Budget Rent a Car Corp. \$2.40*
- 10 Specialty Foods Corp. \$2.02

1991

- 1 Montgomery Ward \$5.40*
- 2 Marmon Group Inc. \$3.90
- 3 Farley Industries Inc. \$3.43
- 4 Topco Associates Inc. \$2.90
- 5 BorgWarner Corp. \$2.40
- 6 Hyatt Hotels Corp. \$2.30*
- 7 Cotter & Co. \$2.15
- 8 Dominick's Finer Foods \$2.00*
- 9 Ace Hardware Corp. \$1.70
- 10 Duchossois Industries \$1.00*

1986

- 1 Beatrice Cos. \$9.00
- 2 Farley Industries Inc. \$2.09
- 3 Cotter & Co. \$1.74
- 4 Dominick's Finer Foods \$1.70*
- 5 Frank Consolidated Enterprises Inc. \$1.13
- 6 Ace Hardware Corp. \$1.06
- 7 Amsted Industries Inc. \$0.81
- 8 Certified Grocers Midwest \$0.77
- 9 CF Industries Inc. \$0.77
- 10 Duchossois Enterprises \$0.60*

* Grain's estimate
** Company estimate

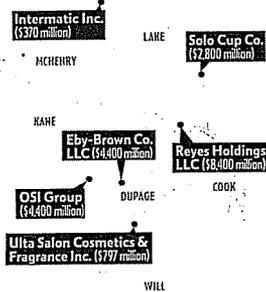
Company Phone Web site	Address	Top executive	Revenue 2006 (millions)	Revenue 2005 (millions)	% change	No. of full-time employees Chicago/ worldwide	Type of business
149 ADDUS HEALTHCARE INC. (847) 303-5300 www.addus.com	2401 S. Plum Grove Road, Palatine 60067	W. Andrew Wright President, CEO	\$180.0	\$165.0	9.1%	1,079 9,972	Home health care services
149 FORT DEARBORN CO. (847) 357-9500 www.fortdearborn.com	1530 Morse Ave. Elk Grove 60007	Michael Anderson President, CEO	\$180.0	\$175.0	2.9%	400 780	Labels for food, beverage, personal care and household products
149 WEBER-STEPHEN PRODUCTS CO.; (847) 934-5700 www.weber.com	200 E. Daniels Road Palatine 60067	James Stephen President, CEO	\$180.0	\$167.0	7.8%	1,050 NA	Manufacturer of barbecue grills and operator of restaurants
152 CHICAGO WHITE SOX (312) 674-1000 www.whitesox.com	333 W. 35th St. Chicago 60616	Jerry M. Reinsdorf Chairman	\$176.0	\$160.0	10.0%	140 400	Professional baseball team
152 STEVE FOLEY AUTO GROUP (847) 564-4090 www.stevefoley.com	100 Skokie Blvd. Northbrook 60062	Stephen X. Foley Sr. Chairman, president, CEO	\$176.0	\$168.8	4.3%	155 210	Auto dealerships
154 JACOBS' TWIN AUTO PLAZA (773) 889-3030 www.jacobstwin.com	6750 W. Grand Ave. Chicago 60607	Jeff Jacobs CEO	\$175.0	\$119.4	46.6%	130 130	Auto dealership
154 KLEIN TOOLS INC. (847) 821-5500 www.kleintools.com	450 Bond St. Lincolnshire 60069	Thomas R. Klein President, chief operating officer	\$175.0	\$170.0	2.9%	NA 1,100	Manufacturer of professional hand tools and protective equipment
154 LITTLE LADY FOODS INC. (847) 806-1440 www.littleladyfoods.com	2323 Pratt Blvd. Elk Grove Village 60007	John Geocaris President, CEO	\$175.0	\$145.0	20.7%	495 498	Frozen food processor
154 OPTIMUM NUTRITION INC.; (630) 236-0097 www.optimumnutrition.com	700 N. Commerce St. Aurora 60504	Tony Costello Mike Costello Co-owners	\$175.0	\$155.0	12.9%	238 311	Manufacturer, distributor and brand owner of nutritional supplements
158 HAMMACHER SCHLEMMER & CO.; (847) 581-8600 www.hammacher.com	9307 N. Milwaukee Ave. Niles 60714	Richard W. Tinberg CEO	\$168.0	\$152.0	10.5%	50 300	Specialty retail catalog and New York store
159 PROMOWORKS LLC (847) 310-2600 www.promoworks.com	300 N. Martingale Road Schaumburg 60173	Michael Kent CEO	\$166.7	\$132.0	26.3%	145 345	Marketing services
160 NUTRASWEET CO. (312) 873-5000 www.nutrasweet.com	222 Merchandise Mart Plaza, Chicago 60654	Craig Petray CEO	\$165.8	\$162.5	2.0%	15 350	Food ingredient manufacturer
161 BIGGERS CHEVROLET/ISUZU INC.; (847) 742-9000 www.biggerschevy.com	1385 E. Chicago St. Elgin 60120	Jim Leichter President, CEO	\$162.0	\$165.0	-1.8%	121 121	Automotive sales, services, financing, leasing
162 TONY RIZZA ENTERPRISES (708) 594-6400 www.rizzacars.com	8200 S. Harlem Ave. Bridgeview 60455	Anthony V. Rizza President	\$161.6	\$159.6	1.3%	210 210	Automobiles, banking, real estate, insurance
163 LIBERTYVILLE CLASSIC GROUP (847) 367-1700 www.lincolnmmercurs.com	941 S. Milwaukee Ave. Libertyville 60048	Daniel H. Marks President, CEO	\$160.0	\$160.0	NC	180 180	Auto sales and service
163 MARKETING INNOVATORS INT'L INC.; (847) 696-1111 www.marketinginnovators.com	9701 W. Higgins Road Rosemont 60018	Lois M. LeMenager Chairman, CEO	\$160.0	\$144.3	10.8%	55 60	Travel, creative services, merchandise
163 GEORGE SOLLITT CONSTRUCTION CO. (630) 660-7333; www.sollitt.com	790 N. Central Ave. Wood Dale 60191	Howard Strong President, CEO	\$160.0	\$125.0	28.0%	150 150	General contractor and construction manager
166 ROSE PACKING CO. ¹ (847) 381-5700 www.rosepacking.com	65 S. Barrington Road Barrington 60010	Dwight Stiehl President	\$156.0	\$149.5	4.3%	650 700	Pork processing
167 BELGRAVIA GROUP LTD. (312) 751-2777 www.belgraviagroup.com	833 N. Orleans St. Suite 400 Chicago 60610	David W. "Buzz" Ruttenberg Chairman	\$155.9	\$172.4	-9.6%	30 30	Builds townhouses, condos and single-family homes; residential sales
168 TERRAPIN PROPERTIES LLC (312) 466-1500 www.terrapingroup.com	217 N. Jefferson St. Chicago 60661	James "Jake" D. Geleerd Michael Ezgur Co-founders	\$155.0	\$135.0	14.8%	70 80	Real estate developer
169 JAM PRODUCTIONS LTD. (312) 266-6262 www.jamusa.com	207 W. Goethe St. Chicago 60610	Arny Granat President	\$154.9	\$85.2	81.8%	75 77	Concert promoter, live theatrical productions, corporate special events, exhibitions
170 GOLD STANDARD ENTERPRISES INC.; (847) 933-7600 www.binnys.com	5100 W. Dempster St. Skokie 60077	Michael Binstein CEO	\$152.0	\$140.0	8.6%	400 400	Operates 18 Binny's Beverage Depot stores
171 HOLLY HUNT ENTERPRISES INC.; (312) 329-5999 www.hollyhunt.com	801 W. Adams St. Suite 700 Chicago 60018	Holly A. Hunt CEO	\$149.4	\$125.4	19.1%	152 218	Designer, manufacturer and distributor of interior furnishings
172 TEMPERATURE EQUIPMENT CORP.; (708) 418-0900 www.tecmungo.com	17725 Volbrecht Road Lansing 60438	R. F. "Skip" Mungo President, CEO	\$149.2	\$142.0	5.1%	200 200	Wholesale distribution of heating, ventilation and air-conditioning products

OF NOTE: ACQUIRED BY MEGATHLON/ACQUA/INDIA/ATLANTA IN DECEMBER

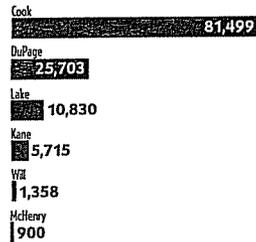
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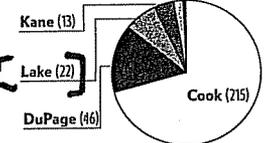
LARGEST COMPANY PER COUNTY



JOBS PER COUNTY



COMPANIES PER COUNTY



Company Phone Web site	Address	Top executive	Revenue 2006 (millions)	Revenue 2005 (millions)	% change	No. of full-time employees Chicago/ worldwide	Type of business
173 TENG AFFILIATED COS. ¹⁴ (312) 616-0000 www.teng.com	205 N. Michigan Ave. Chicago 60601	Ivan J. Dvorak President, CEO	\$144.2	\$133.6	7.9%	294 342	Integrated design, construction and development services
174 WEBER MARKING SYSTEMS INC.; (847) 364-8500 www.webermarking.com	711 W. Algonquin Road Arlington Heights 60005	Joseph Weber Jr. Chairman	\$143.6	\$89.0	61.3%	304 591	Labeling and coding solutions
175 BAIRD & WARNER (312) 368-1855 www.bairdwarner.com	120 S. LaSalle St. 20th floor Chicago 60603	Stephen W. Baird President, CEO	\$142.0	\$170.0	-16.5%	2,000 2,000	Real estate brokerage, mortgage, title and home services
176 UNITED SCRAP METAL INC. (708) 780-6800 www.unitedscrap.com	1545 S. Cicero Ave. Cicero 60804	Marsha Serlin CEO	\$141.8	\$75.3	88.3%	135 135	Metal buyer and recycler
177 MINER ENTERPRISES INC. ⁴ (630) 232-3000 www.minerent.com	1200 E. State St. Geneva 60134	David W. Withall Chairman, president, CEO	\$141.0	\$95.0	48.4%	160 280	Manufacturer of railcar, truck, automotive and materials-handling products
178 WOZNIAK INDUSTRIES INC. (630) 954-3400 www.wozniakindustries.com	2 Mid America Plaza Suite 706, Oakbrook Terrace 60181	Michael Wozniak President	\$135.0	\$135.0	NC	175 300	Manufacturer of forged, stamped, fabricated and machined metal components
179 POTBELLY SANDWICH WORKS LLC; (312) 951-0600 www.potbelly.com	222 Merchandise Mart Plaza, Chicago 60654	Bryant L. Keil Chairman, CEO	\$131.5	\$95.8	37.3%	345 3,478	Sandwich shop
180 KREHER STEEL CO. LLC (708) 345-8180 www.kreher.com	1550 N. 25th Ave. Melrose Park 60160	Joseph Druzak President, CEO	\$131.0	\$131.0	NC	55 110	Distributor of alloy, carbon and tool steel
181 BUTERA FINER FOODS INC. (847) 741-1010 www.buteramarket.com	1 Clock Tower Plaza Elgin 60120	Paul Butera Sr. CEO	\$130.0	\$125.0	4.0%	800 800	Retail grocery chain
181 FLORSTAR SALES INC. ⁴ (815) 836-2800 www.florstar.com	1075 Taylor Road Romeoville 60446	F. Wade Cassidy CEO	\$130.0	\$144.0	-9.7%	154 257	Wholesale distributor of floor coverings, provider of logistical services
181 WORLD'S FINEST CHOCOLATE INC.; (773) 847-4600 www.worldsfinestchocolate.com	4801 S. Lawndale Ave. Chicago 60632	Edmond F. Opler Chairman, CEO	\$130.0	\$100.0*	30.0%	NA	Candy manufacturer
184 LYNCH AUTO GROUP (773) 794-7100 www.golyinch.com	5133 W. Irving Park Road, Chicago 60641	Richard Lynch President	\$129.0	\$129.0	NC	250 250	Auto sales and leasing

Continued on Page 40

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Office Managing Partner

The law firm of Huck Bouma PC is pleased to announce their representation of certain shareholders of Peacock Engineering Company in the recent acquisition of Peacock by Behrman Capital for \$172.5 million. Huck Bouma, located in Wheaton, is the largest law firm in Chicago's western suburbs.

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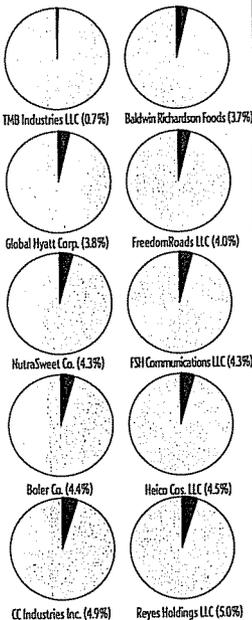
MOST LOCAL EMPLOYEES

Employco Group Ltd.	5,104
Lettuce Entertain You Enterprises Inc.	3,600
Alden Management Services Inc.	3,534
Portillo Restaurant Group	3,226
Global Hyatt Corp.	3,214
Solo Cup Co.	2,660
Marmon Group	2,500
Follett Corp.	2,100
Tandem Professional Employer Services Inc.	2,027
Baird & Warner	2,000

MOST WORLDWIDE EMPLOYEES

Global Hyatt Corp.	84,835
OSI Group	22,000
Marmon Group	21,500
Solo Cup Co.	11,512
Helco Cos. LLC	11,000
Addus Healthcare Inc.	9,972
Armsted Industries Inc.	9,700
Follett Corp.	8,600
Employco Group Ltd.	8,342
Reyes Holdings LLC	8,200

SMALLEST % LOCAL EMPLOYEES



Company Phone Web site	Address	Top executive	Revenue 2006 (millions)	Revenue 2005 (millions)	% change	No. of full-time employees Chicago/ worldwide	Type of business
185 EMPLOYCO GROUP LTD. (630) 920-0000 www.employco.com	350 E. Ogden Ave. Westmont 60559	Robert A. Wilson President, CEO	\$125.4	\$123.5	1.5%	5,104 8,342	Business process outsourcing
186 BERGLUND CONSTRUCTION CO.; (773) 374-1000 www.berglundco.com	8410 S. Chicago Ave. Chicago 60617	Fred Berglund President	\$125.0	\$105.0	19.0%	340 340	Construction manager, general contractor and facade restoration specialist
186 EXECUTIVE CONSTRUCTION INC. (708) 236-3300; www.ecbuild.com	235 Fend Lane Hillside 60162	John F. Blacketer President	\$125.0	\$105.0	19.0%	121 121	General construction and construction management
188 TURTLE WAX INC. (630) 455-3700 www.turtlewax.com	625 Willowbrook Centre Pkwy. Willowbrook 60527	Denis John Healy CEO	\$121.4	\$117.7	3.1%	250 NA	Manufacturer of automotive appearance and performance products, car wash operator
189 CHICAGO BULLS (312) 455-4000 www.bulls.com	1901 W. Madison St. Chicago 60612	Jerry M. Reinsdorf Chairman	\$120.0	\$117.0	2.6%	85 85	Professional basketball team
189 CPH HOLDING CORP. ¹ (312) 554-7400 www.cphall.com	120 S. Riverside Plaza Suite 1620 Chicago 60606	John J. Paro President, CEO	\$120.0	\$115.0	4.3%	75 120	Supplier of polymer additives and personal care ingredients
189 CUMMINS-ALLISON CORP. ¹⁹ (847) 299-9550 www.cumminsallison.com	852 Feehanville Drive Mount Prospect 60056	William Jones Chairman, CEO	\$120.0	\$168.5	-28.8%	400 900	Manufacturer of currency sorters, counters, scanners and dispensers
189 H2O PLUS INC. (312) 850-9283 www.h2oplus.com	845 W. Madison St. Chicago 60607	Cindy Melk Founder	\$120.0	\$115.0	4.3%	100 250	Skin care products and cosmetics
189 WILLIAM A. RANDOLPH INC. ⁴ (847) 856-0123 www.warandolph.com	820 Lakeside Drive Suite 3 Gurnee 60031	Anthony Riccardi Sr. Chairman, president, principal	\$120.0	\$95.0	26.3%	85 85	Construction, general contracting
194 ARTHUR J. ROGERS & CO. (847) 297-2200 www.arthurjrogers.com	3170 Des Plaines Ave. Des Plaines 60018	William G. Schmitz President, CEO	\$119.0	\$115.0	3.5%	125 125	Commercial real estate
195 GERBER PLUMBING FIXTURES LLC; (630) 754-0278 www.gerberonline.com	2500 Internationale Pkwy., Woodridge 60517	Michael Werner President, CEO	\$118.0	\$110.3	7.0%	50 250	Manufacturer of vitreous china and cast-iron plumbing fixtures, special-finish faucets and fittings
195 HENRICKSEN & CO. ¹⁷ (630) 250-9090 www.henricksen.com	1070 W. Ardmore Ave. Itasca 60143	Stephen E. McPartlin President	\$118.0	\$105.0	12.4%	105 185	Contract office furniture dealer
197 CRAMER-KRASSELT CO. (312) 616-9600 www.c-k.com	225 N. Michigan Ave. Chicago 60601	Peter G. Krivkovich President, CEO	\$117.9	\$93.1	26.7%	230 456	Advertising and public relations services
198 CONTINENTAL ELECTRICAL CONSTRUCTION CO. (847) 677-1600; www.cecco.com	5900 Howard Ave. Skokie 60077	David A. Witz President	\$117.0	\$105.0	11.4%	600 600	Electrical and network technology contracting
198 RAULAND-BORG CORP. ¹ (847) 679-0900 www.rauland.com	3450 W. Oakton St. Skokie 60076	Norman K. Kidder President, CEO	\$117.0	\$100.0	17.0%	280 475	Manufacturer of life-safety communications equipment for hospitals, schools and airports
200 ASSOCIATED MATERIAL HANDLING INDUSTRIES INC. (630) 588-8800; www.associated-allied.net	550 Kehoe Blvd. Carol Stream 60188	Michael B. Romano President, CEO	\$116.9	\$113.8	2.7%	168 346	Raymond Forklift distributor, forklift parts, service, rentals, storage, warehouse design
201 UNIVERSAL SCRAP METALS INC.; (312) 666-0011 www.universalscrap.com	2500 W. Fulton St. Chicago 60612	Philip L. Zeid President	\$116.8	\$76.9	51.9%	71 71	Scrap metal recycling
202 KENSINGTON HOMES INC.; (630) 579-9667 www.mykensingtonhome.com	2056 Westings Ave. Suite 140 Naperville 60563	Steven D. Pjesky President	\$115.3	\$51.2	125.4%	58 58	Residential developer, homebuilder
203 MACHINERY SYSTEMS INC.; (847) 882-8085 www.machsys.com	614 E. State Pkwy. Schaumburg 60173	Joseph Romanowski Chairman, CEO	\$115.0	\$98.0	17.3%	37 67	Distributor of machine tools, cutting tools and factory floor software
204 L&D GROUP INC. (630) 892-8941 www.lyonworkspace.com	420 N. Main St. Montgomery 60538	R. Peter Washington Chairman, CEO	\$113.6	\$128.9	-11.9%	150 628	Manufacturer and distributor of workplace equipment
205 BALDWIN RICHARDSON FOODS CO.; (815) 464-9994 www.brfoods.com	20201 S. La Grange Road, Suite 200 Frankfort 60423	Eric G. Johnson President, CEO	\$113.0	\$113.0	NC	8 215	Manufacturer of liquid products, including signature sauces and condiments
206 ILLINOIS AUTO ELECTRIC CO. (630) 862-3300 www.illinoisautoelectric.com	700 Enterprise St. Aurora 60504	H. Bruce Sirotek Chairman, CEO	\$112.7	\$109.8	2.6%	160 250	Sales and distribution of transportation, industrial and outdoor care products
207 TRAVELCLICK INC. (847) 969-0820 www.travelclick.net	300 N. Martingale Road Suite 500 Schaumburg 60173	Robert Post President, CEO	\$112.4	\$69.4	62.0%	147 413	Sells reservations and marketing software to hotels
208 KIRK CORP. (630) 830-8300 www.kirkhomes.com	201 Juniper Circle Streamwood 60107	John P. Carroll Jr. President, CEO	\$112.2	\$137.1	-18.2%	89 89	Homebuilder and developer

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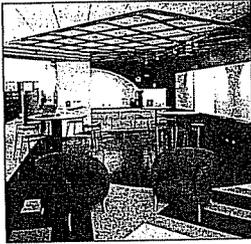
COMPANIES NO LONGER ON LIST (2005 revenue)

- ▶ **Airoom Architects & Builders Inc. (\$59.0 million):** Revenue fell below \$50-million requirement for inclusion on list.
 - ▶ **Amtec Precision Products Inc. (\$75.0 million):** Acquired by India-based Ucal Fuel Systems Ltd. in 2005.
 - ▶ **Bay Furniture (\$50.0 million):** Liquidated six-store chain in summer 2006.
 - ▶ **Cook County Cookers LLC (\$98.0 million*):** Acquired by Flint Hills Foods in July 2005.
 - ▶ **Environetx LLC (\$61.0 million*):** Acquired by Office Concepts Inc. in August 2006.
 - ▶ **Field Container Co. LP. (\$523.0 million):** Acquired by Alcity Packaging LLC in August 2006.
-
- La Petite Academy
- ▶ **La Petite Academy (\$394.0 million):** Acquired in January 2007 by Learning Care Group Inc., which was acquired a year earlier by A.B.C. Developmental Learning Centres Pty. Ltd. in Australia.
 - ▶ **Levy Restaurants (\$610.0 million):** Sold remaining interest to Compass Group in April 2006.
-
- Levy Restaurants, which owns Chicago restaurants Spiaggia, Bistro 110 and Fulton's on the River, also caters at U.S. Cellular Field and Wrigley Field (above).
- ▶ **Parkview Metal Products Inc. (\$77.0 million*):** Divested; revenue fell below \$50-million requirement for inclusion on list.
 - ▶ **Paul H. Schwendener Inc. (\$119.4 million):** Divested; revenue fell below \$50-million requirement for inclusion on list.
 - ▶ **Revell Group LLC (\$85.2 million):** Divested European division to management group in September 2006; revenue fell below \$50-million requirement for inclusion on list.
 - ▶ **Sleepeck Printing Co. (\$55.0 million*):** Sold Web-printing division in 2006; revenue fell below \$50-million requirement for inclusion on list.
 - ▶ **White International Inc. (\$85.2 million):** Sold a majority of operating assets in 2006.

*Crain's estimate

Company Phone Web site	Address	Top executive	Revenue 2006 (millions)	Revenue 2005 (millions)	% change	No. of full-time employees Chicago/ worldwide	Type of business
209 CAMPAGNA-TURANO BAKERY INC.; (708) 788-9220 www.turanobakery.com	6501 W. Roosevelt Road, Berwyn 60402	U. Anthony Turano President, CEO	\$111.0	\$91.0	22.0%	587 587	Bakery
209 GONNELLA BAKING CO. (312) 733-2020 www.gonnella.com	2006 W. Erie St. Chicago 60612	Nick Marucci President, CEO	\$111.0	\$100.0	11.0%	400 430	Manufacturer and distributor of fresh and frozen bakery products
211 COMPASS ENVIRONMENTAL INC.; (312) 492-6590 www.compassenvironmental.com	954 W. Washington Blvd., 5th floor Chicago 60607	Jonathon K. Markoff President, CEO	\$110.0	\$102.0	7.8%	376 480	Remediation, facilities decommissioning, demolition and water-resource management contractor
212 IHC CONSTRUCTION COS. LLC (847) 742-1516 www.ihcconstruction.com	1500 Executive Drive Elgin 60123	David J. Rock President	\$108.9	\$141.3	-22.9%	250 250	General contractor, construction manager, design-builder, underground utility constructor
213 ARIEL CAPITAL MANAGEMENT LLC; (312) 726-0140 www.arielmutualfunds.com	200 E. Randolph St. Suite 2900 Chicago 60601	John W. Rogers Jr. Chairman, CEO	\$106.2	\$125.6	-15.4%	105 105	Investment management
214 INTERIOR INVESTMENTS LLC; (847) 325-1000 www.interiorinvestments.com	625 Heathrow Drive Lincolnshire 60069	Michael Greenberg Donald Shannon Founders	\$105.6	\$81.3	29.9%	100 140	Contract office furniture distributor with 200 furniture lines
215 NELSEN STEEL CO. L.P. (847) 671-9700 www.nelsensteel.com	9400 Belmont Ave. Franklin Park 60131	C. Davis Nelsen III President, CEO	\$105.0	\$101.0	4.0%	90 110	Manufacturer of cold-finished bar steels
216 LANE INDUSTRIES INC. (847) 498-6789	1200 Shermer Road Northbrook 60062	Forrest M. Schneider President, CEO	\$101.0	\$495.0	-79.6%	209 1,601	Holding company with interests in office products, hotels, real estate development, agriculture
217 PADDOCK PUBLICATIONS INC. (847) 427-4300 www.dailyherald.com	155 E. Algonquin Road Arlington Heights 60005	Douglas K. Ray President, CEO	\$100.7	\$102.4	-1.7%	863 863	Publisher of the Daily Herald newspaper and Reflexes Bilingual Journal and Web site host of Beep
218 PEER FOODS INC. (773) 927-1440 www.peerfoods.com	1200 W. 35th St. Suite 5E Chicago 60609	Larry O'Connell President	\$100.0	\$100.0	NC	100 400	Processor of meats for the food-service industry
218 SCHULZE & BURCH BISCUIT CO.; (773) 927-6622 www.schulzeburch.com	1133 W. 35th St. Chicago 60609	Kevin M. Boyle President, CEO	\$100.0	\$88.0	13.6%	400 400	Manufacturer and marketer of snacks and related products
218 SIPI METALS CORP. (773) 276-0070 www.sipimetals.com	1720 N. Elston Ave. Chicago 60622	Leslie S. Pinsof President	\$100.0	\$100.0	NC	145 150	Refiner of precious-metal scraps
218 SUNRISE CHEVROLET INC. (708) 389-0600 www.sunrisechevrolet.com	14640 S. Cicero Ave. Midlothian 60445	Richard Garber President	\$100.0	\$100.0	NC	800 800	Auto sales and service
222 WALTER E. SMITHE FURNITURE INC. (630) 285-8000; www.smithe.com	1251 W. Thorndale Ave. Itasca 60143	Walter E. Smithe III President	\$99.8	\$99.3	0.5%	475 475	Furniture retailer
223 QUALITY SCREW & NUT CO. (630) 595-0000 www.qsn.com	1441 N. Wood Dale Road, Wood Dale 60191	Arthur W. Wondrasek Jr. President	\$99.0	\$92.3	7.3%	185 360	Manufacturer and distributor of fasteners and industrial hardware
224 VIENNA BEEF LTD. ¹ (773) 278-7800 www.viennabeef.com	2501 N. Damen Ave. Chicago 60647	James Bodman Chairman, CEO	\$98.9	\$99.2	-0.3%	330 400	Food processor
225 WRIGHTWOOD CAPITAL LLC; (312) 324-5900 www.wrightwoodcapital.com	2 N. LaSalle St. 9th floor Chicago 60602	Bruce R. Cohen CEO	\$98.0	\$50.0	96.0%	65 80	Real estate finance and investment
226 LOEBER MOTORS INC. (847) 675-1000 www.loebermotors.com	4255 W. Touhy Ave. Lincolnwood 60712	Michael Loeber President	\$97.8	\$97.3	0.5%	120 120	Auto dealership
227 SKENDER CONSTRUCTION CO. (708) 430-8488 www.skender.com	10101 Roberts Road Palos Hills 60465	Joseph Skender President	\$97.0	\$50.0	94.0%	79 79	General contractor
228 GEORGE S. MAY INT'L CO. (847) 825-8806 www.georgesmay.com	303 S. Northwest Hwy. Park Ridge 60068	Israel Kushnir President	\$94.0	\$94.0	NC	425 900	Management consulting
229 SUPERIOR GRAPHITE CO. (312) 559-2999 www.superiorgraphite.com	10 S. Riverside Plaza Suite 1470 Chicago 60606	Edward O. Carney President, CEO	\$93.1	\$96.5	-3.6%	85 310	Graphite and carbon manufacturer
230 DUNKIN' DONUTS MIDWEST DISTRIBUTION CENTER INC. ¹ (708) 478-1530; www.ddmwdc.com	9000 W. 192nd St. Mokena 60448	Thomas L. Jensen Vice-president, general manager	\$93.0	\$84.9	9.6%	84 84	Midwest food distributor to Dunkin' Donuts and Baskin Robbins
231 WORLD COMMERCE SERVICES LLC; (224) 653-2800 www.shipwcs.com	920 E. Algonquin Road Suite 120 Schaumburg 60173	Remo Picchiatti President, CEO	\$92.9	\$86.9	6.9%	40 60	International shipping, freight forwarding, logistics, customs brokerage
232 SCHUMACHER ELECTRIC CORP.; (847) 385-1600 www.batterychargers.com	801 Business Center Drive, Mount Prospect 60056	Donald A. Schumacher President, CEO	\$91.8	\$85.7	7.1%	55 1,000	Manufacturer of battery chargers, transformers and welders
233 CHICAGO HEIGHTS STEEL ¹ (708) 756-5619 www.chs.com	211 E. Main St. Chicago Heights 60411	Frank L. Corral President	\$91.0	\$88.0	3.4%	300 300	Steel manufacturer

¹OF NOTES AND WARRANTS IN GENERAL BONDING DISPLAY IN AUGUST 2005



Furnishing it all for the masses

When office furniture salesman Raymond Riha started his own Chicago dealership in 1955, America's pencil pushers required only basic file cabinets, desks and chairs to get the job done.

Since then, office furniture has become more complicated.

These days, 70% of workers toil in cubicles, which are more difficult to configure and install than free-standing furniture. And manufacturers provide seemingly limitless colors, ergonomic chairs, recyclable carpeting and custom-built pieces to companies that want to convey their corporate identity through office design.

The changes have been a boon to retailers. Last year, U.S. companies spent \$12.9 billion on new office furniture, according to the Business and Institutional Furniture Manufacturer's Assn., which expects sales to grow 8% for each of the next two years as new ideas for enhancing productivity, like shrinking private cubicle space and adding cozy meeting places, gain traction.

Mr. Riha's company, OEC Business Interiors Inc., which now sells other office fixtures like lighting and carpeting in addition to desks and chairs and operates a workshop that does repairs and manufactures custom pieces, has grown along with the market. Last year, sales were \$77.4 million, eclipsing the \$265,000 the company brought in 50 years ago.

But growth hasn't been a consistently upward climb. Revenue was higher in 2000, at \$93.4 million, but the economy stumbled after Sept. 11, and companies put their remodeling plans on hold.

OEC, which has sales offices in Chicago and Richmond, Va., got through the lean years by adding more mid-sized businesses to its customer list. OEC's brisk 30% growth for each of the past two years is mostly due to the economy rebounding, says Marketing Manager Jerry Schiro.

Riha family members have been OEC's sole owners since Mr. Riha and his wife, Frances, bought out the other two founding partners in the 1970s. Their son Raymond Riha Jr., 50, is executive vice-president and general manager, son-in-law George Deolitis is senior vice-president for sales, daughter-in-law Sherrie Riha is vice-president of sales and marketing and two granddaughters also recently joined the company.

Samantha Stainburn

Company Phone Web site	Address	Top executive	Revenue 2006 (millions)	Revenue 2005 (millions)	% change	No. of full-time employees Chicago/ worldwide	Type of business
246 CHARLES INDUSTRIES LTD. (847) 806-6300 www.charlesindustries.com	5600 Apollo Drive Rolling Meadows 60008	Joseph T. Charles Sr. President	\$83.0	\$80.0	3.8%	90 500	Manufacturer of telecommunications, marine and industrial electrical products
247 CONVERGINT TECHNOLOGIES LLC; (847) 620-5000; www.convergent.com	1651 Wilkening Road Schaumburg 60173	Daniel J. Mocerri CEO	\$82.0	\$65.2	25.8%	50 437	Integrator of security, fire alarm and life safety and building automation systems
247 GOLD EAGLE CO. ¹ (773) 376-4400 www.goldeagle.com	4400 S. Kildare Ave. Chicago 60632	Robert F. Hirsch CEO	\$82.0	\$86.3	-5.0%	159 160	Manufacturer and marketer of automotive chemicals and additives
249 LAKEWOOD ENGINEERING & MANUFACTURING CO. ¹⁵ ; (773) 722-4300; www.lakewoodeng.com	501 N. Sacramento Blvd., Chicago 60612	David E. Hirschfield President, CEO	\$81.0	\$74.9	8.1%	280 280	Manufacturer of portable electric fans and heaters
250 FSH COMMUNICATIONS LLC; (312) 269-9937 www.fshcommunications.com	100 W. Monroe St. Suite 2101 Chicago 60603	Don Goens President	\$80.9	\$82.2	-1.6%	8 186	Provides payphone and prepaid phone card services
251 NATIONAL VAN LINES INC. ¹⁷ (708) 450-2900 www.nationalvanlines.com	2800 W. Roosevelt Road, Broadview 60155	Maureen Beal Chairman, president, CEO	\$80.6	\$90.8	-11.2%	103 105	Household goods mover
252 SMITHBUCKLIN CORP. (800) 539-9740 www.smithbucklin.com	401 N. Michigan Ave. Chicago 60611	Henry S. Givray Chairman, CEO	\$80.3	\$71.0	13.1%	467 690	Association management company
253 CONTINENTAL WEB PRESS INC.; (630) 773-1903 www.continentalweb.com	1430 Industrial Drive Itasca 60143	Kenneth W. Field President, CEO	\$80.0	\$85.0	-5.9%	300 500	Commercial printer
253 RICHCO INC. (773) 539-4060 www.richco-inc.com	8145 River Drive Morton Grove 60053	Samantha Richardson Chairman, CEO	\$80.0	\$75.0	6.7%	150 500	Manufacturer of plastic fasteners and components
255 BELT RAILWAY CO. OF CHICAGO; (708) 496-4000 www.beltrailway.com	6900 S. Central Ave. Bedford Park 60638	Patrick J. O'Brien President	\$78.5	\$75.5	4.0%	520 520	Intermediate switching railroad
255 NELSON WESTERBERG INC. (847) 437-2080 www.nelsonwesterberg.com	1500 Arthur Ave. Elk Grove Village 60007	John R. Westerberg Chairman, CEO	\$78.5	\$76.6	2.5%	211 402	Corporate, office and industrial moving and storage services, records management
257 NEW WORLD VAN LINES INC. (800) 422-9300 www.newworldvanlines.com	5875 N. Rogers Ave. Chicago 60646	Shirley Marx Chairman	\$77.6	\$76.5	1.4%	150 580	Moving and storage of household goods worldwide
258 OEC BUSINESS INTERIORS INC.; (630) 589-5500 www.oecbusinessinteriors.com	900 N. Church Road Elmhurst 60126	Frances Riha Chairman, CEO	\$77.4	\$57.6	34.4%	132 135	Contract furniture business
258 OTTO ENGINEERING INC. (847) 428-7171 www.ottoeng.com	2 E. Main St. Carpentersville 60110	Thomas J. Roeser President	\$77.4	\$78.9	-1.9%	464 464	Manufacturer of audio accessories for two-way radios and controls for electrical switching
260 AL BASKIN CO. (630) 427-1100 www.markshale.com	10441 Beaudin Blvd. Suite 100 Woodridge 60517	Scott Baskin President	\$75.0	\$72.0	4.2%	180 310	Apparel retailer; parent of eight-store Mark Shale chain
260 CHICAGO MEAT AUTHORITY INC.; (800) 383-3811 www.chicagomeat.com	1120 W. 47th Place Chicago 60609	Jordan M. Dorfman President	\$75.0	\$75.0	NC	300 300	Meat processor
260 EVANS FOOD GROUP LTD. (773) 254-7400 www.evansfood.com	4118 S. Halsted St. Chicago 60609	James Speake President	\$75.0	\$80.0	-6.3%	95 392	Snack food manufacturer
260 HARBOUR CONTRACTORS INC. ¹⁴ ; (815) 254-5500 www.harbour-cm.com	215 W. Main St. Plainfield 60544	Patrick C. Harbour President	\$75.0	\$75.0	NC	75 75	Design builder, construction manager, general contractor, program manager, engineer
264 STS CONSULTANTS LTD. (847) 279-2500 www.stsconsultants.com	750 Corporate Woods Pkwy., Vernon Hills 60061	Thomas W. Wolf President, CEO	\$74.8	\$59.4	26.0%	139 580	Engineering consulting firm
265 CENTRAL CAN CO. (773) 254-8700 www.centralcancompany.com	3200 S. Kilbourn Ave. Chicago 60623	Terry Kline President, CEO	\$74.7	\$63.4	17.8%	208 208	Steel and plastic container manufacturer
266 MORGAN SERVICES INC. (312) 346-3181 www.morganservices.com	323 N. Michigan Ave. Chicago 60601	Richard J. L. Senior Chairman, CEO	\$73.7	\$69.7	5.7%	150 900	Linens and uniform rental, laundry services
267 WISS JANNEY ELSTNER ASSOCIATES INC. (847) 272-7400; www.wje.com	330 Pfingsten Road Northbrook 60062	William Nugent President, CEO	\$72.4	\$63.1	14.7%	183 439	Architecture, engineering, materials science
268 KELSO-BURNETT CO. (847) 259-0720 www.kelso-burnett.com	5200 Newport Drive Rolling Meadows 60008	James R. Kostek Chairman, CEO	\$72.0*	\$70.0	2.9%	370 370	Electrical and communications contractor
269 GATEWAY CHEVROLET INC. (773) 631-9000 www.gatewaycars.com	5373 N. Milwaukee Ave., Chicago 60630	Lee Drabek Craig Andrea Co-owners	\$71.1	\$85.3	-16.6%	128 128	Auto dealership
270 DAUBERT INDUSTRIES INC. (630) 203-6800 www.daubert.com	1333 Burr Ridge Lane Suite 200 Burr Ridge 60527	M. Lawrence Garman President, CEO	\$71.0	\$71.5	-0.7%	140 150	Manufacturer of corrosion-inhibiting products, adhesives and car care products

Comp Phone Web site
270 SAM (312) www
272 SOF (708) www
273 A. EI (312) www
274
275 O'H (864) www
276 REF (312) www
276 W. (847) www
278 GL (630) www
279 SEI (630) www
280

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FOCUS: PRIVATE COMPANIES

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Company Phone Web site	Address	Top executive	Revenue 2006 (millions)	Revenue 2005 (millions)	% change	No. of full-time employees Chicago/ worldwide	Type of business
234 AUSTIN CHEMICAL CO. (847) 520-9600 www.austinchemical.com	1565 Barclay Blvd. Buffalo Grove 60089	Patrick J. Corboy President, CEO	\$90.5	\$90.0	0.6%	14 25	Chemical sales and marketing
235 TANDEM PROFESSIONAL EMPLOYER SERVICES INC; (630) 928-0510 www.tandempes.com	915 Harger Road Suite 300 Oak Brook 60523	Bruce Leon President	\$90.0	\$72.6	24.0%	2,027 2,423	Outsourcer of human resource functions for companies
236 G. A. JOHNSON & SON (847) 869-5905 www.gajohnson.com	828 Foster St. Evanston 60201	Jack Galbraith President	\$88.0	\$83.0	6.0%	NA	General contractor
237  BLOCK & CO. (847) 537-7200 www.blockandcompany.com	1111 Wheeling Road Wheeling 60090	Kenneth Block Chairman, CEO	\$87.0	\$82.0	6.1%	360 400	Manufacturer and distributor of banking and cashing supplies, security products
238 WISEMAN-HUGHES ENTERPRISES INC. (630) 653-0500 www.wisemanhughes.com	975 E. 22nd St. Wheaton 60187	James P. Hughes Sr. CEO	\$86.0	\$141.5	-39.2%	73 73	General contractor
239  REMINGTON HOMES LLC (847) 289-6700 www.remington-homes.com	400 River Ridge Drive Elgin 60123	Jay Dulla President, CEO	\$85.1	\$70.2	21.2%	56 56	Homebuilder
240 INGEAR CORP. ¹⁴ (847) 821-9600 www.ingearsports.com	650 Lake-Cook Road Buffalo Grove 60089	Lawrence Gutkin CEO	\$85.0	\$85.0	NC	35 38	Manufacturer of luggage, backpacks, sport bags and soft coolers
240 TREASURE ISLAND FOODS INC. (773) 327-4265 www.tifoods.com	3460 N. Broadway St. Chicago 60657	Christ Kamberos President, CEO	\$85.0	\$82.0	3.7%	500 500	Retail grocery chain
240 WEEKENDERS USA INC. (847) 478-0077 www.weekendersusa.com	1011 Woodlands Pkwy. Vernon Hills 60061	Rosemary Redmond President	\$85.0	\$82.6	2.9%	NA	Direct sales of women's clothes, nutritional products and skin care products
243  GREAT KITCHENS INC. (630) 543-9828 www.gkitchens.com	50 W. Commercial Ave. Addison 60101	Dennis M. Malchow CEO	\$84.2	\$52.1	61.6%	300 300	Manufacturer of pizza and appetizers for retail and food service
For more on Great Kitchens, see Page 39							
244 ADVANCE MECHANICAL SYSTEMS INC. ¹⁴ (847) 593-2510 www.advmect.com	2080 S. Carboy Road Mount Prospect 60056	David M. Weiner President, CEO	\$84.0	\$71.7	17.2%	350 350	Heating, ventilation, air-conditioning, plumbing and service contractor
244 SAYERS 40 INC. (847) 391-4040 www.sayers.com	1150 Feehanville Drive Mount Prospect 60056	Gale E. Sayers President, CEO	\$84.0	\$100.0	-16.0%	55 69	Information technology products and services

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Company Phone Web site	Address	Top executive	Revenue 2006 (millions)	Revenue 2005 (millions)	% change	No. of full-time employees Chicago/ worldwide	Type of business
270 SAM'S WINES & SPIRITS INC. ^{1A} (312) 664-4394 www.samswine.com	1720 N. Marcey St. Chicago 60614	Brian Rosen President, CEO	\$71.0	\$65.0	9.2%	240 240	National retailer of beer, wine and spirits
272 SOFTWARE ARCHITECTS INC. (708) 876-8200 www.sark.com	5 Westbrook Corporate Center Suite 800 Westchester 60154	Gene G. Petrie President, CEO	\$70.0	\$65.5	6.8%	500 500	Information technology consulting
273 A. EPSTEIN & SONS INTERNATIONAL INC. (312) 454-9100 www.epstein-isi.com	600 W. Fulton St. Chicago 60661	John Patelski, James Jirsa, Michael Damore Executive managing directors	\$67.6	\$107.0	-36.8%	186 361	Architecture, engineering, construction, interior design, graphic design
274 MCL COS. (312) 321-8900 www.mclcompanies.com	455 E. Illinois St. Suite 565 Chicago 60611	Daniel E. McLean President, CEO	\$67.0	\$185.4	-63.9%	60 60	Residential and retail developer
275 O'HARE AUTO GROUP (866) 441-0885 www.ohareautogroup.com	1533 S. River Road Des Plaines 60018	Kevin Mize President, CEO	\$66.8	\$69.7	-4.2%	125 125	Sales and service of Honda and Hyundai vehicles
276 REPUBLIC WINDOWS & DOORS LLC ¹⁷ (312) 932-8000 www.republicwindows.com	930 W. Evergreen Ave. Chicago 60622	Richard B. Gillman President, CEO	\$65.0	\$78.0	-16.7%	700 700	Manufacturer of vinyl windows and doors
276 W. B. OLSON INC. ⁵ (847) 498-3800 www.wbo.com	3235 Arnold Lane Northbrook 60062	David L. Olson Steve C. Olson Co-presidents	\$65.0	\$56.0	16.1%	50 50	Construction manager, general contractor, design builder
278 GLADSTONE BUILDERS & DEVELOPERS INC. (630) 428-4000 www.gladstonehome.com	236 Sycamore Lane North Aurora 60542	David Bolger President	\$64.5	\$66.7	-3.3%	37 37	Homebuilder
279 SEI-CCS LLC (630) 413-5050 www.seics.com	1520 Kensington Road Suite 310 Oak Brook 60523	Carolyn Faehling President	\$63.9	\$59.0	8.3%	100 600	Help desk and sales support services
280 FCL GRAPHICS INC. (708) 867-5500 www.fclgraphics.com	4600 N. Olcott Ave. Harwood Heights 60706	Thomas C. Spielberger Chairman, CEO	\$63.0	\$51.6	22.1%	162 162	Commercial printer for the direct mail industry

Continued on Page 46

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How do you say 'profit' in Chinese?

Weapons factories aren't the only businesses that profit from troubled times. Take W. S. Darley & Co., which makes fire trucks, pumps and firefighting equipment.

Since Sept. 11, the federal government has given \$4 billion to municipal fire departments to increase emergency preparedness, which they're doing in part by purchasing new equipment from Darley. U.S. soldiers in Iraq and Afghanistan also need firefighting gear. Last year, a single order from the coalition of forces in Iraq brought in \$3 million.

All this adds up to higher sales. Last year, revenue was \$57.5 million, up 11% from the previous year, according to Darley. It's not the first time conflict has given the company a boost. During World War II, Darley supplied the U.S. military with thousands of pumps, many of which were left behind in Europe, Asia and Australia when the troops returned. That jump-started Darley's international business, unusual for a company of its size. Today, 25% to 30% of its revenue comes from sales overseas.

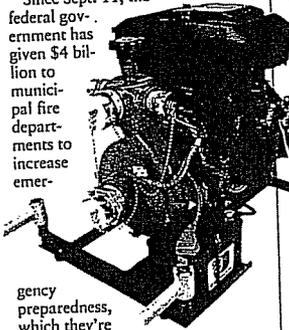
When Chicago inventor William Stewart Darley started the company in 1925, he cur manufacturing costs by attaching a firetruck cabin to a Ford chassis rather than to a custom-built frame, allowing him to sell a truck for \$695. New towns that couldn't afford the \$5,000 vehicles offered by other manufacturers lined up at Darley's door.

When competitors tried to squelch his success by getting pump manufacturers to stop selling to him, Mr. Darley hired the chief engineer away from one of those companies and started his own pump factory in Chippewa Falls, Wis., in 1932. Darley still runs that plant, plus another in Toledo, Ore. Pumps are its core business, accounting for 45% of revenue.

The company, now run by three of Mr. Darley's grandsons, Paul, Peter and Jeff, plans to expand by starting a new division to build custom pumps for other firetruck companies and finding new uses for its pumps, like purifying water.

More overseas business is in the offing, too, particularly from China, which buys more than \$10 million worth of pumps from Darley a year. Yankee ingenuity is not the only appeal for these customers.

"As luck would have it, the word 'Darley' sounds like 'Da-li,' which means 'strength' in Chinese," Paul Darley says.



Company Phone Web site	Address	Top executive	Revenue 2006 (millions)	Revenue 2005 (millions)	% change	No. of full-time employees Chicago/ worldwide	Type of business
280 KRUSINSKI CONSTRUCTION CO.; (630) 573-7700 www.krusinski.com	2107 Swift Drive Oak Brook 60523	Joseph R. Krusinski CEO	\$63.0	\$55.0	14.5%	43 43	General contractor
282 DURACO PRODUCTS INC. ¹¹ (630) 837-6615 www.duraco.com	1109 E. Lake St. Streamwood 60107	John M. Licht Chairman, president, CEO	\$62.6	\$71.5	-12.4%	179 201	Manufacturer of garden accessories and bird feeders
283 HINDA INC. ² (773) 890-5900 www.hinda.com	2440 W. 34th St. Chicago 60608	Michael Arkes President, CEO	\$62.0	\$42.7	45.2%	88 98	Developer of incentive programs for companies
284 CAPSONIC GROUP LLC (847) 888-7300 www.capsonic.com	460 S. 2nd St. Elgin 60123	Gregory G. Liautaud President, CEO	\$61.0	\$62.0	-1.6%	220 670	Manufacturer of plastic products and electromechanical switches
285 BROOK FURNITURE RENTAL INC.; (847) 810-4000 www.bfr.com	100 Field Drive Suite 220 Lake Forest 60045	Robert W. Crawford Jr. Chairman, CEO	\$60.8	\$54.4	11.8%	102 397	Residential and office furniture rental and leasing
286 SEMBLEX CORP. (630) 833-2880 www.semblex.com	199 W. Diversey Ave. Elmhurst 60126	Daniel P. Haerther Chairman	\$60.5	\$61.6	-1.8%	204 219	Manufacturer of industrial fasteners
287 CORPORATE CONCEPTS INC.; (630) 691-8800 www.corpcon.com	500 Waters Edge Lombard 60148	Victoria Hansel President, CEO	\$60.0	\$46.0	30.4%	56 56	Office furniture dealer
287 INTEC GROUP INC. ² (847) 358-0088 www.intecgrp.com	666 S. Vermont St. Palatine 60067	Steven M. Perlman President, co-CEO	\$60.0	\$54.0	11.1%	125 900	Designer and manufacturer of electromechanical components and assemblies
287 OBERWEIS GROUP INC. (630) 801-6100 www.oberweis.com	951 Ice Cream Drive Suite 1 North Aurora 60542	Robert Renaut President, CEO	\$60.0	\$58.0	3.4%	250 250	Dairy processor and retailer
287 REVIEW VIDEO LLC (630) 355-8200 www.reviewvideo.com	575 Exchange Court Aurora 60504	Timothy Gelman President, CEO	\$60.0	\$56.0	7.1%	40 43	Audio and video conferencing
291 W. S. DARLEY & CO. (708) 345-8050 www.darley.com	200 Anson Drive Melrose Park 60160	Paul C. Darley President	\$57.5	\$51.8	11.0%	60 181	Manufacturer and distributor of firefighting equipment
292 PARAMOUNT STAFFING INC. (847) 559-0676 www.paramountstaffing.com	1200 Shermer Road Suite 300 Northbrook 60062	Matthew Schubert President, partner	\$57.0	\$77.0	-26.0%	45 70	Temporary employment
292 SPECTRA MERCHANDISING INT'L INC.; (773) 202-8408 www.spectrainl.com	4230 Normandy Ave. Chicago 60634	Patricia Schoenberg President	\$57.0	\$50.0	14.0%	65 95	Manufacturer of consumer electronics
294 LOREN AUTO GROUP INC. (847) 729-8900 www.lorenautogroup.com	1620 Waukegan Road Glenview 60025	Irving N. Segal CEO	\$56.2	\$57.1	-1.6%	57 57	Auto dealership
295 MARILYN MIGLIN L.P. (800) 662-1120 www.marilynmiglin.com	1230 W. Washington Blvd., Chicago 60607	Marilyn J. Miglin President, CEO	\$56.0	\$54.0	3.7%	50 70	Fragrance, cosmetics, skin care products
296 GLOBALCOM INC. (312) 895-8818 www.callglobalcom.com	200 E. Randolph St. 23rd floor Chicago 60601	John T. Shave President, CEO	\$55.0	\$53.0	3.8%	135 135	Sells local, long-distance and Internet communication products and services
297 GUARANTEED RATE INC. (773) 290-0505 www.guaranteedrate.com	3940 N. Ravenswood Ave., Chicago 60613	Victor F. Ciardelli III President, CEO	\$54.9	\$43.2	27.1%	390 450	Mortgage lending and financial services
298 E&D WEB INC. (708) 656-6600 www.eanddweb.com	4633 W. 16th St. Cicero 60804	Christopher Love CEO	\$52.5	\$58.0	-9.5%	150 150	Commercial printer
299 ABELSON TAYLOR INC. (312) 894-5500 www.abelson-taylor.com	35 E. Wacker Drive Suite 900 Chicago 60601	Dale Taylor President, CEO	\$52.0	\$45.0	15.6%	315 320	Advertising agency
299 HOFFER PLASTICS CORP. (847) 741-5740 www.hofferplastics.com	500 Collins St. South Elgin 60177	William A. Hoffer President	\$52.0	\$56.9	-8.6%	310 310	Custom plastic injection molding
299 MTC PERFORMANCE (847) 303-0022 www.mtcperformance.com	1827 Walden Office Square, Suite 200 Schaumburg 60173	George Kriza Chairman, president, CEO	\$52.0	\$43.9	18.5%	26 26	Develops incentive marketing programs for salespeople
302 WHITTMANHART INC. (312) 981-6000 www.whittmanhart.com	550 W. Adams St. Suite 500 Chicago 60661	Paul O. Wimmer President, CEO	\$51.2	\$42.8	19.6%	82 330	Internet consultancy
303 CARE OF TREES ¹¹ (847) 459-8400 www.thecareoftrees.com	275C 12th St. Wheeling 60090	Scott Jamieson President, CEO	\$51.0	\$45.9	11.1%	240 478	Ornamental shrub and tree care
304 NIGHTINGALE-CONANT CORP. (847) 647-0300 www.nightingale.com	6245 W. Howard St. Niles 60714	Victor Conant Jr. Chairman, president, CEO	\$50.0	\$50.0	NC	120 130	Publisher of self-improvement books and audio programs

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Crain's list of privately held companies, while the most comprehensive available, makes no pretense of being a complete list of private companies in the Chicago area, because of the right of privately held companies to withhold information. Information for this list is provided by the companies, and Crain's takes their word for sales and employee figures, except where noted. Cooperatives are included in the definition of privately held companies. Included in this list are companies headquartered in the six-county region: Cook, DuPage, Kane, Lake and Will counties. Revenue figures are for calendar year, and employee totals are as of 12/31/06, unless otherwise noted. Crain's estimates shown in grey. NA: Not available. NC: No change. 1. Acquired BrainTree Sourcing LLC, 2/06. 2. Fiscal year ends in September. 3. Private-equity firm Texas Pacific Group purchased the former consumer packaging segment of Smurfit-Stone Container Corp., 6/06. The segment acquired Field Container Co., 8/06. 4. Fiscal year ends in March. 5. Fiscal year ends in August. 6. Fiscal year ends in January. 7. Sold Scranton, Pa., division of Chamberlain Manufacturing Corp., a wholly owned subsidiary, to General Dynamics Corp. 8. Fiscal year ends in July. 9. Figures include only U.S. operations and not international member firms. 10. Acquired Stout Ritus Ross Inc.'s restructuring division, 10/06. 11. Fiscal year ends in June. 12. Figure as of 6/30/06. 13. Fiscal year ends in October. 14. Fiscal year ends in February. 15. Fiscal year ends in May. 16. Previously listed as Holly Hunt Ltd. 17. Fiscal year ends in April. 18. Fiscal year ends in November. 19. Previously listed as Cummins-American Corp.; split manufacturing company and Glenview State Bank into separate holding companies.

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