

FASTEST GROWING PRIVATE COMPANIES

San Fernando Valley based, ranked by growth in revenue from 2001 to 2003

EXECUTIVE SUMMARY

HIGH growth rates for many San Fernando Valley companies changed the ranking for last year's No. 1 fastest growing private company considerably. Micro Solutions Enterprises, which topped the Business Journal's list last year, fell to the No. 10 slot, even though it still had a growth rate of 79.4 percent.

The company with the highest growth rate this year was DSL Extreme, new to the list with a revenue growth of 484 percent from 2001 to 2003.

Financial consulting firm David Lewis Co. of Woodland Hills took the No. 2 spot, with a revenue growth of 395 percent from \$1.9 mil-

lion in 2001 to \$9.3 million in 2003.

Also new to the list is Paradigm Shift Worldwide, a Northridge-based production company that came in at No. 3 on this year's list. Paradigm Shift Worldwide had a growth rate of 247 percent.

The largest company to make the top ten is Bernards Bros. Inc., who fell from the No. 3 spot last year to make No. 8 on this year's list. The contractor, located in San Fernando, saw revenues grow by 133 percent from \$58.6 million in 2001 to \$136.7 million in 2003.

— Shannon Sindorf

THE PACESETTER

DSL EXTREME

NO. 1 on this year's list of fastest growing private companies in the San Fernando Valley area is DSL Extreme, an Internet service provider based in Canoga Park.

DSL Extreme earned the No. 1 spot with a revenue growth rate of 484 percent. The company's revenues increased to \$11.1 million in 2003 from \$1.9 million in 2001.

Founded in May 1999, DSL Extreme employs 85 workers at its Canoga Park location. The company provides both DSL and standard and accelerated dial-up services, as well as

Web hosting and data circuits, to 21 metropolitan areas of the U.S.

DSL Extreme offers low-cost Internet access in an attempt to break into an Internet service provider market dominated by local giants such as SBC and Verizon.

As many Internet service providers are moving technical support and customer services overseas to cut costs, DSL Extreme maintains a policy of trying to keep as many jobs in-house as possible. The company has done some outsourcing, however, particularly for night-time customer service calls.

— Shannon Sindorf

Rank	Company • name • address	Revenue (in millions) • 2003/2002 • 2001 • 2004 ¹	Revenue Growth • 2001-2003	Employees	Description	Profile • year founded • end of fiscal year	Top Local Executive • name • title • phone
1	DSL Extreme 10847 Sherman Way Canoga Park 91306	\$11.1/\$7 \$1.9 \$7.2	484.2%	85	internet service provider	1999 1 Dec. 31	Ari Ramezani ceo (800) 774-3379
2	David Lewis Co. 6303 Owensmouth Ave., Tenth Floor Woodland Hills 91367	9.3/6.1 1.9 8.4	395.5%	120	financial planning and analysis, accounting and financial reporting, financial system, process design/re-engineering	1991 2 Dec. 31	David M. Lewis ceo (818) 595-3200
3	Paradigm Shift Worldwide 17326 Devonshire St. Northridge 91325	5.2/1.7 1.5 NA	246.7%	45	production company	1997 1 Feb. 28	Wendy Moodie president (818) 831-5326
4	Red Peacock International 1945 Gardena Ave. Glendale 91204	10.6/5.1 3.2 9.8	231.3%	11	distributor of electronics and photographic equipment	1997 1 Dec. 31	Ruby Mansukhani president (818) 265-7722
5	Overbreak LLC 9420 Chivers Ave. Sun Valley 91352	31/12 10 31	210%	43	product development, marketing for toys, electronics and beauty products	1999 3 NA	D. Sieling/A. Aharon/R. Shorer president/ceo/treasurer (818) 252-3425
6	United Pacific Mortgage 18425 Burbank Road, Suite 622 Tarzana 91356	49.7/28.7 18.9 37	162.2%	165	mortgage banking and brokerage	1990 7 Dec. 31	R. Levine/D. Wizelman ceo/president (818) 343-3599
7	Schechter Guitar Research 1840 Valpreda St. Burbank 91504	8.2/7.3 3.5 5.1	134.3%	24	guitar manufacturer	1976 1 Sept. 30	Michael Ciravolo president (818) 846-2700
8	Bernards Bros. Inc. 610 Ilex St. San Fernando 91340	136.7/79.8 58.6 91	133.3%	213	commercial general contractor, construction management	1974 5 Dec. 31	Douglass D. Bernards president (818) 898-1521
9	One Stop Shop 9400 Topanga Canyon Blvd., Suite 210 Chatsworth 91311	5.8/4.5 2.9 2.9	104.7%	19	office supplies distributor	1998 1 Dec. 31	Marx Acosta-Rubio ceo (800) 365-9545
10	Micro Solutions Enterprises 9111 Mason Ave. Chatsworth 91311	36.8/28.3 20.5 24.8	79.4%	397	manufacturer and distributor of imaging supplies	1994 2 Dec. 31	Avi Wazana/Yoel Wazana ceo/president (818) 407-7500
11	Larwin Co. 16633 Ventura Blvd., Suite 1300 Encino 91436	171/81 98 26	74.5%	37	homebuilding, land development	1948 1 Dec. 31	Denis Cullumber president (818) 986-8890
12	Tri-Signal 2313 Valley St. Burbank 91505	23.0/18.0 14.0 14.6	64.3%	230	design, service and installation of low voltage systems	1998 7 Dec. 31	Robert McKibben ceo (818) 566-8558
13	Wexler Video Inc. 1111 S. Victory Blvd. Burbank 91105	30.8/22.5 18.8 15.9	64%	103	integrated production and postproduction service provider	1984 1 Dec. 31	Chris Thompson president (818) 846-9381
14	Kendall Frozen Foods Inc. 16133 Ventura Blvd., Suite 585 Encino 91436	20.6/17.1 13.1 NA	56.8%	6	frozen fruit, juice concentrate and dried fruit broker	1978 2 Dec. 31	Susan Kendall president (818) 380-0433
15	H & H Drug Stores Inc. 3604 San Fernando Road Glendale 91204	30.6/23.8 20 18.8	52.8%	119	drug stores	1977 5 Dec. 31	Jack Youredjian ceo, president (818) 956-6691
16	NewMark Merrill Co. 5850 Canoga Ave., Suite 650 Woodland Hills 91367	12.3/10.3 8.7 14.4	42.4%	35	buyer, developer, manager and re-positioning services for shopping centers	1997 5 Dec. 31	S. Sigal/D. Frank ceo/president (818) 710-6100
17	Pathnet Esoteric Laboratory Institute 7247 Hayvenhurst Ave., Suite A3 Van Nuys 91406	10.3/9.7 7.3 6.2	40.6%	80	medical laboratory	1996 2 Dec. 31	Alan Kaye president (818) 780-6300
18	L.A. Gym Equipment Inc. 9243 Cranford Ave. Arleta 91331	22/19 16.5 13	33.3%	75	retail and institutional sales of fitness equipment	1988 13 Dec. 31	Ran Radzewsky president (818) 759-4800
19	Pacific Coast Cabling 9340 Eton Ave. Chatsworth 91311	19/17.5 14.3 10.8	32.2%	170	communications networking contractor	1985 3 Dec. 31	Dave Burr ceo, president (818) 407-1911
20	Classic Cruise & Travel 19720 Ventura Blvd. Woodland Hills 91364	21/20 16 15	31.3%	100	travel agency specializing in luxury cruises and tours	1989 15 Feb. 28	Penny Entin ceo (818) 346-8747

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NA: Not Available WND: Would not disclose

¹ Through June 30, 2004.

² Rankings for companies that tied based on percentage growth were determined by 2003 revenues.

³ National employees number excludes those in Asia-Pacific.

Information for this list was obtained from Dunn & Bradstreet, the Business Journal

and from information provided by the companies themselves. Companies are ranked by their percentage growth in revenues from 2001 to 2003. To qualify for this list, a company must be privately held, for-profit, headquartered in the greater San Fernando Valley area and not a division or subsidiary of another company. Companies must also have been in business as of Jan. 1, 2001 and must have had at least \$5 million in 2003 revenues. Advertising agencies, law firms and banks are

not included because they do not report revenues in a conventional manner.

Researched by David Nusbaum, Los Angeles Business Journal, and Shannon Sindorf

Dierking to Lead Efforts at Children's Museum

THE Children's Museum of Los Angeles, which is set to begin construction of the San Fernando Valley's first city museum, has appointed Mark Dierking as its executive director.

The appointment is effective January 1, 2005. Dierking, who is currently chief planning deputy to Los Angeles City Council President Alex Padilla, has been involved with the museum since it began looking for a new home.

In his new post, he will be responsible for managing construction, overseeing the development of exhibits and fundraising for the museum, which will be located in the Hansen Dam area.

"I have three children, but I also think I have first hand experience on what it takes to do a good children's museum," said Dierking, a Valley resident whose own children are eight, five and two years old. "The museum will offer a space where parents and kids can go and be together and relax. It can also turn into a space where people can go and talk

about children's issues, so it can be something bigger, not just for the San Fernando Valley, but for all of Los Angeles."

Museum officials have been seeking funding for the facility since the decision to locate the facility in the Valley was made about two years ago. Although they are close to the sum needed for the groundbreaking, they still need about \$20 million to complete the project. Recently, they decided to scale back their initial plans and build a 58,000-square-foot facility instead of the 72,000-square-foot building first envisioned because of the difficulty of raising funds.

Several reasons have been cited for the fundraising difficulties. Museum officials and others who have been involved with the facility point out that philanthropic giving of all kinds is down, both from private and public donors, and the Children's Museum has had the added burden of a location that is not familiar to the downtown philanthropic community.



Director: Mark Dierking's role includes fundraising.

Dierking said he is hopeful that donors will be more generous once the groundbreaking, expected to begin this summer, is underway.

— Shelly Garcia

CALENDAR

Thursday, December 9

Counting Down to 2005

Professionals in Human Resources Association
7:30 a.m.-9:30 a.m.
Woodland Hills Marriott, 21850 Oxnard St., Woodland Hills.
\$25 members, \$29 guest, \$31 members at door, \$35 guests at door.
Contact (800) 734-5410

VICA 55th Annual Meeting and Luncheon

Valley Industry and Commerce Association
12:00 p.m.
Airtel Plaza Hotel and Conference Center, 7277 Valjean Ave., Van Nuys.
\$55 members, \$65 non-members
Contact (818) 817-0545

Mixer and Open House

North Valley Regional Chamber of Commerce
5:30 p.m.-7:30 p.m.
9401 Reseda Blvd., Northridge.
Free Admission
Contact (818) 349-5676

Friday, December 10

Vision 2020 Education Dialogue

Economic Alliance of the San Fernando Valley
8:00 a.m.-10:30 a.m.
Cal-State Northridge, 'Grand Salon', 18111 Nordhoff St., Northridge.
Free admission
Contact (818) 379-7000

Tuesday, December 14

Change Management

Professionals in Human Resources Association
11:30 a.m.-1:30 p.m.
The Castaways Restaurant, 1250 E. Harvard Road, Burbank.
\$22 members with reservations, \$30 members without reservations, \$40 prospective members with reservations, \$45 prospective members without reservations.
Contact (818) 843-5013

Please send Calendar items to Jeff Weiss at jweiss@sfvbj.com or fax them to (818) 676-1747. Items should be sent at least four weeks in advance of the date of the event.

Newsmakers

Entertainment

Disney Online announced the promotion of **Emily Smith** to vice president of its website, FamilyFun.com. Smith will lead all aspects of the FamilyFun.com business including site strategy, content and creative direction, business development, and marketing. Smith was promoted from director of product development at FamilyFun.com.

The Walt Disney Company Board of Directors has elected **Fred H. Langhammer**, chairman of global affairs of The Estee Lauder Companies Inc., as a new independent director, effective January 2005.

Langhammer helped take Estee Lauder public and presided over its growth over the past decade,

including a nearly three-fold increase in its stock price. In 1985, he became chief operating officer of Estee Lauder and was named CEO in 2000. In July 2004, he assumed his present title.

Finance

Steven Smith has been named chief information officer at Camarillo-based Electronic Clearing House. Smith has 22 years of IT and Business Transformation experience. Prior to joining ECHO, Smith had served as Digital Insight's vice-president of engineering.

Marketing

Brien Scott has been named head of casting at Encino's SGI Marketing. Scott will oversee all aspects of feature film casting, pro-

duction coordination and marketing. Formerly creative director for Culver City-based Kent and Spiegel Direct, Inc., he worked on such accounts as Avanti Magazine, Paramount Pictures and MCA Home Video.

Real Estate

Steven Spielman has joined NAI Capital Commercial as senior associate specializing in investment sales. Spielman is a 20-year brokerage veteran who was most recently with Marcus & Millichap. He will be based in the company's Encino office.

Dale Phillips joined Hopkins Real Estate Group as a financial analyst.

Phillips was most recently at American Realty Advisors and Imperial Capital Bank in Glendale. He will be based at Hopkins' Newport Beach offices.

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21	Mobile Storage Group Inc. ³ 7590 N. Glen Oaks Blvd. Burbank 91504	157/149 120 81	30.8%	725	rental and sale of on-site storage containers, trailers and portable offices	1988 75 Dec. 31	Douglas A. Waugaman ceo, president (818) 253-3291
22	VPA Inc. ² 24025 Park Sorrento, Suite 200 Calabasas 91302	19.1/16.9 14.7 9.7	29.9%	232	employee benefits administration for group disability and leave of absence plans	1979 2 Dec. 31	John Gernert ceo (800) 473-9761
23	Exact Staff Inc. 21031 Ventura Blvd., Suite 501 Woodland Hills 91364	12.6/10.7 9.7 NA	29.9%	26	staffing solutions provider	1996 5 NA	Karenjo Goodwin ceo (818) 348-1100
24	Allen Lund Co. Inc. 4529 Angeles Crest Highway La Canada Flintridge 91011	171.4/136.3 132.5 91.3	29.4%	221	transportation brokerage and logistics	1976 25.0 Oct. 31	D. Allen Lund president (800) 475-5863
25	ValleyCrest Companies 24121 Ventura Blvd. Calabasas 91302	670/620 520 WND	28.8%	8,000	landscape, site development, horticultural services contracting	1949 80 Apr. 30	Burton S. Sperber ceo (818) 223-8500
26	Regency Lighting 16665 Arminta St. Van Nuys 91406	44.8/39.5 36.6 23.0	22.4%	200	commercial and industrial lighting distributor	1983 5 Dec. 31	Ron Regenstreif ceo (818) 901-0255
27	Software Management Consultants Inc. 500 N. Brand Blvd., Suite 1090 Glendale 91203	32.2/28.6 26.5 16.1	21.6%	300	information technology consulting services	1983 5 Jan. 2	Spencer L. Karpf ceo, president (818) 240-3177
28	C & H Electric Co. 10319 Norris Ave. Pacoima 91331	28.5/14.7 23.5 NA	21.3%	92	electrical contractor	1983 1 Mar. 31	Charlotte Seitz president (818) 896-2228
29	S2K Graphics 9255 Deering Ave. Chatsworth 91311	7.6/7.0 6.4 4.0	18.8%	56	commercial printer	1989 2 Dec. 31	Dan Pulos ceo (818) 885-3900
30	Galpin Motors Inc. 15505 Roscoe Blvd. North Hills 91343	774.0/723.6 665.6 NA	16.3%	NA	new and used car dealership	1946 NA NA	H. F. Boeckmann II president (818) 787-3800
31	Line 6 Inc. 29901 Agoura Road Agoura Hills 91301	44.2/37.2 38.9 24.7	13.6%	181	music gear manufacturer	1995 4 Dec. 31	Mike Muench ceo (818) 575-3600
32	J.D. Power and Assoc. ³ 2625 Townsgate Road Westlake Village 91361	144.8/132.0 127.9 61.3	13.2%	642	marketing research, customer satisfaction and product quality research, training and consulting services	1968 12 Dec. 31	Stephen C. Goodall ceo, president (805) 418-8000
33	Symark Corp. 30401 Agoura Road, Suite 200 Agoura Hills 91301	9.8/9.7 8.7 NA	12.6%	61	develops, markets and supports security solutions for UNIX and Linux-based enterprise systems	1985 5 Dec. 31	Robert H. Sommers chairman, ceo (818) 575-4000
34	Team Services 1023 N. Hollywood Way Burbank 91505	392.1/392.0 349.0 NA	12.3%	NA	employer of record payroll service for entertainment industry	1992 4 Dec. 31	Gerry Schwartz president (818) 558-3261