



LARGEST PRIVATE COMPANIES

TOP 100 BUSINESSES RANKED BY REVENUE 16-22

THE LIST

Compiled by Melissa Crowe
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LARGEST PRIVATE COMPANIES IN WASHINGTON STATE

PART I – RANKED BY 2017 REVENUE

Rank	Business name (prior rank) Website	Address Phone	Revenue	Washington state employment	Companywide employment	Top local executive(s)
1	Saltchuk Resources Inc. ① saltchuk.com	1111 Fairview Ave. N Seattle, WA 98109 206-652-1111	\$2.64 billion	919	5,700	Mark Tabbutt, Chairman Tim Engle, President
2	Recreational Equipment Inc. dba REI ② rei.com	6750 S. 228th St. Kent, WA 98032 800-426-4840	\$2.62 billion	3,000	12,000	Jerry Stritzke, CEO and President
3	Darigold Inc. ③ darigold.com	5601 6th Ave. S, #300 Seattle, WA 98108 206-284-7220	\$2.13 billion	1,095	1,652	Stan Ryan, CEO and President
4	Zones Inc. ④ zones.com	1102 15th St. SW, #102 Auburn, WA 98001 253-205-3000	\$2 billion	600	2,000	Firoz Lalji, CEO, President and Chairman
5	SanMar Corp. * sanmar.com	22833 SE Black Nugget Rd. Issaquah, WA 98029 206-727-3200	\$1.21 billion ¹	NA	3,500 ¹	Jeremy Lott, President
6	Savers LLC ⑤ savers.com, valuevillage.com	11400 SE 6th St., #220 Bellevue, WA 98004 425-462-1515	\$1.2 billion	1,582	22,000	Duane Woods, CEO and Chairman
7	Tri Marine International Inc. ⑥ trimarinegroup.com	10500 NE 8th St., #1888 Bellevue, WA 98004 425-688-1288	\$1.19 billion ¹	NA	NA	Renato Curto, Chairman Joe Hamby, COO Steve Farno, CFO
8	Car Toys Inc. * cartoys.com	400 Fairview Ave. N, #900 Seattle, WA 98109 206-626-8701	\$1.09 billion	677	3,572	Dan Brettler, CEO and Chairman
9	URM Stores Inc. * urmstores.com	7511 N. Freya St. Spokane, WA 99217 509-467-2620	\$1.07 billion	1,720	2,900	Ray Sprinkle, CEO and President
10	Slalom LLC ⑨ slalom.com	821 2nd Ave., #1900 Seattle, WA 98104 206-438-5700	\$974.4 million	1,024	4,926	Kyle Kruse, General Manager Jila Javdani, General Manager, Delivery Excellence
11	Milliman Inc. ⑧ milliman.com	1301 5th Ave., #3800 Seattle, WA 98101 206-624-7940	\$937.62 million ¹	NA	3,000 ¹	Stephen White, CEO and President
12	Sellen Construction Co. Inc. ⑦ sellen.com	227 Westlake Ave. N Seattle, WA 98109 206-682-7770	\$864.67 million	1,052	1,052	Scott Redman, President
13	Perkins Coie LLP ⑩ perkinscoie.com	1201 3rd Ave. ² Seattle, WA 98101 206-359-8000	\$786 million	852	2,165	Kristine Wilson, Bellevue Office Managing Partner James Williams, Seattle Office Managing Partner
14	Lease Crutcher Lewis ⑬ lewisbuilds.com	2200 Western Ave., #500 Seattle, WA 98121 206-622-0500	\$658 million	500	700	Jeff Cleator, President
15	Harbor Wholesale Grocery Inc. dba Harbor Wholesale Foods ⑭ harborwholesale.com	3901 Hogum Bay Rd. NE Lacey, WA 98516 360-754-4484	\$625 million	332	429	Justin Erickson, CEO
16	Continental Mills Inc. ⑪ continentalmills.com	18100 Andover Park W Tukwila, WA 98188 800-426-0955	\$600 million	425	800	John Heily, CEO and Chairman
17	Moss Adams ⑯ mossadams.com	999 3rd Ave., #2800 Seattle, WA 98104 206-302-6500	\$577.02 million	876	2,883	David Schilling, Regional Managing Partner
18	McKinstry Co. LLC ⑫ mckinstry.com	5005 3rd Ave. S Seattle, WA 98134 206-762-3311	\$550 million	1,730	2,082	Dean Allen, CEO
19	GLY Construction Inc. ⑮ gly.com	200 112th Ave. NE, #300 Bellevue, WA 98004 425-451-8877	\$514.25 million	573	573	Jim Karambelas, CEO Ted Herb, President
20	North Coast Electric Co. ⑰ northcoastelectric.com	2450 8th Ave. S, #200 Seattle, WA 98134 206-442-9898	\$509.81 million	421	686	Peter Lemman, CEO
21	Titus-Will Automotive Group ⑱ tituswillcars.com	3606 S. Sprague Ave. Tacoma, WA 98409 253-475-4151	\$450 million	500	500	James Will Graham Tash, Partners
22	Exxel Pacific Inc. ⑳ exxelpacific.com	323 Telegraph Rd. Bellingham, WA 98226 360-734-2872	\$445 million	230	240	Kevin DeVries, CEO Geoff Stodola, President
23	Apollo Sheet Metal Inc. dba Apollo Mechanical Contractors ㉑ apollomech.com	1133 W. Columbia Dr. Kennewick, WA 99336 509-586-1104	\$437 million	854	1,727	Bruce Ratchford, CEO and President
24	The Bartell Drug Co. ㉒ bartelldrugs.com	4025 Delridge Way SW, #400 Seattle, WA 98106 877-227-8355	\$436.15 million ¹	1,700	1,700	Kathi Lentzsch, CEO
25	Christensen Inc. ㉓ repowell.com	1060 Jadwin Ave., #125 Richland, WA 99352 509-882-2115	\$431.75 million	350	375	Gary Christensen, CEO and President

¹ - Hoovers estimate

² Perkins Coie also has a location at 10885 NE 4th St. in Bellevue, 425-635-1400.

NOTES: NA – Not applicable, not available or not approved; * – Not ranked on prior year's list

► CLOSER LOOK

\$38.4B

The 100 private companies ranked on the list collectively reported revenue of \$38.4 billion, up from \$34.4 billion in last year's list. Part of the increase is the inclusion of SanMar Corp., Car Toys Inc. and URM stores Inc. The 100 companies employ more than 124,400 people globally and more than 46,000 people in Washington state.

MOST EMPLOYEES IN WASHINGTON STATE

Recreational Equipment Inc. dba REI	3,000
McKinstry Co. LLC	1,730
URM Stores Inc.	1,720
The Bartell Drug Co.	1,700
Savers LLC	1,582

ABOUT THE LIST

Information was obtained from firm representatives, company websites and Hoovers, a third-party business database. Information on The List was supplied by individual companies through questionnaires and could not be independently verified by the Puget Sound Business Journal. Only those that responded to our inquiries or had reliable information available elsewhere were listed. In case of ties, companies are listed alphabetically.

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LARGEST PRIVATE COMPANIES IN WASHINGTON STATE

PART II – RANKED BY 2017 REVENUE

Rank	Business name (prior rank) Website	Address Phone	Revenue	Washington state employment	Companywide employment	Top local executive(s)
26	Mutual of Enumclaw Insurance Co. ② mutualofenumclaw.com	1460 Wells St. Enumclaw, WA 98022 360-825-2591	\$418.76 million	373	409	Eric Nelson, CEO and President
27	Keller Supply Co. ② kellersupply.com	3209 17th Ave. W Seattle, WA 98119 206-285-3300	\$415 million	NA	318 ¹	Nick Keller, CEO
27	Pyrotek Inc. ② pyrotek.com	705 W. 1st Ave. Spokane, WA 99201 509-926-6212	\$415 million	150	3,000	Allan Roy, CEO and Chairman Don Ting, President
29	Tree Top Inc. ② treetop.com	P.O. Box 248 Selah, WA 98942 509-697-7251	\$399.93 million ²	NA	1,100	Tom Hurson, CEO and President
30	Sound Car & Truck Stores ② soundford.com	101 SW Grady Way Renton, WA 98057 425-235-1000	\$358.25 million	489	489	Richard Snyder, President
31	Davis Wright Tremaine LLP ③ dwt.com	1201 3rd Ave., #2200 Seattle, WA 98101 206-622-3150	\$356.48 million	593	1,200	Robert Blackstone, Seattle Partner-in-Charge David Ubaldi, Partner-in- Charge, Bellevue Office
32	Matheus Lumber Co. Inc. ④ matheuslumber.com	15800 Woodinville- Redmond Rd. NE Woodinville, WA 98072 425-489-3000	\$330 million	65	110	Gary Powell, CEO
33	BNBuilders Inc. ③ bnbuilders.com	2601 4th Ave. NE, #350 Seattle, WA 98121 206-382-3443	\$317 million	218	337	Brad Bastian, Principal, President and Co-founder
34	Pacific Market International LLC ⑤ pmi-worldwide.com	2401 Elliott Ave., 4th Fl. Seattle, WA 98121 206-441-1400	\$291.38 million	88	900	Robert Harris, CEO, President and Founder
35	PCC Community Markets ⑤ pccmarkets.com	3131 Elliott Ave., #500 Seattle, WA 98121 206-547-1222	\$283 million	1,450	1,450	Cate Hardy, CEO
36	Denali Advanced Integration ⑥ denalial.com	17735 NE 65th St., #130 Redmond, WA 98052 425-885-4000	\$279.82 million	395	470	Majdi Daher, CEO and Founder
37	Bargreen Ellingson ④ bargreen.com	6626 Tacoma Mall Blvd. Tacoma, WA 98409 866-722-2665	\$271 million	338	623	David Ellingson, President Eric Ellingson, EVP
38	MacDonald-Miller Facility Solutions Inc. ⑦ macmiller.com	P.O. Box 47983 Seattle, WA 98146 206-763-9400	\$262 million	922	1,000	Derrick "Gus" Simonds, President
39	Washington Trust Bank ④ watrust.com	717 W. Sprague Ave. Spokane, WA 99201 800-788-4578	\$260.22 million	812	973	Kevin Blair, Regional President
40	Town & Country Markets Inc. ④ townandcountrymarkets.com	19302 Powder Hill Pl. NE, #103 Poulsbo, WA 98370 360-598-1480	\$251.2 million	1,050	1,050	Bill Weymer, CEO and President Larry Nakata, Chairman
41	Aviation Technical Services ② atmro.com	3121 109th St. SW Everett, WA 98204 425-347-3030	\$250 million	1,300	1,800	Matt Yerbic, CEO and President
42	Redapt Inc. ② redapt.com	12226 134th Ct. NE, Bldg. D Redmond, WA 98052 425-882-0400	\$246 million	98	154	Rick Cantu, CEO, President and Co-founder David Cantu, COO and Co- founder
43	Absher Construction Co. ④ absherco.com	1001 Shaw Rd. Puyallup, WA 98372 253-845-9544	\$235.68 million	243	260	Dan Absher, CEO and President
44	Fisher Construction Group ⑥ fishercgi.com	625 Fisher Ln. Burlington, WA 98233 360-757-4094	\$234.23 million	189	218	Troy McOmber, Vice President
45	Venture General Contracting LLC ⑤ venturesattle.com	1518 1st Ave. S, #400 Seattle, WA 98134 206-582-4500	\$233.48 million	165	165	Matt Parent, Principal Jack Beaudoin, Principal Danielle Oster, Marketing Manager
46	National Frozen Foods Corp. ⑤ nffc.com	1600 Fairview Ave. E, #200 Seattle, WA 98102 206-322-8900	\$228.87 million ²	NA	1,009 ²	Dick Grader, CEO and President Robert Ashmun, VP of Sales
47	Cochran Inc. ③ cochraninc.com	12500 Aurora Ave. N Seattle, WA 98133 206-367-1900	\$223.2 million	700	850	LeeAnn Cochran, CEO
48	VECA Electric & Technologies ⑥ veca.com	5614 7th Ave. S Seattle, WA 98108 206-436-5200	\$220 million	900	900	Thomas Fairbanks, CEO
49	MOD Superfast Pizza Holdings LLC dba MOD Pizza ③ modpizza.com	2035 158th Ct. NE, #200 Bellevue, WA 98008 888-770-6637	\$219.49 million	1,302	5,287	Scott Svenson, CEO
50	Prime Electric Inc. ⑥ primeelectric.com	13301 SE 26th St. Bellevue, WA 98005 425-747-5200	\$216.6 million	467	702	Eric Reichenadter, CEO, President and Managing Principal

► CLOSER LOOK

51%

Family-owned companies make up 51 percent of this year's Largest Private Companies List. Those companies collectively reported revenue of \$20.4 billion in 2017.

LARGEST FAMILY-OWNED COMPANIES

Saltchuk Resources Inc.	\$2.6B
Darigold Inc.	\$2.1B
Zones Inc.	\$2B
SanMar Corp.	\$1.2B
Car Toys Inc.	\$1.1B

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¹ LinkedIn

² Hoovers estimate

T H E L I S T

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LARGEST PRIVATE COMPANIES IN WASHINGTON STATE

PART III - RANKED BY 2017 REVENUE

	Business name (prior rank) Website	Address Phone	Revenue	Washington state employment	Companywide employment	Top local executive(s)
51	W.G. Clark Construction Co. ⑥ wgclark.com	1945 Yale Place E Seattle, WA 98102 206-624-5244	\$213.2 million	203	203	Mike Ducey, Chairman Scott Smith, President
52	Oak Harbor Freight Lines Inc. ⑤ oakh.com	1339 W. Valley Hwy. Auburn, WA 98001 253-288-8300	\$208.13 million	419	1,576	Edward Vander Pol David Vander Pol, Co-presidents
53	Electroimpact ⑥ electroimpact.com	4413 Chennault Beach Rd. Mukilteo, WA 98275 425-348-8090	\$200 million ¹	NA	600 ¹	Peter Zieve, President
53	Lakeside Industries Inc. ④ lakesideindustries.com	P.O. Box 7016 Issaquah, WA 98027 425-313-2600	\$200 million	603	688	Tim Lee, CEO
53	Sabey Corp. ④ sabey.com	12201 Tukwila International Blvd., 4th Fl. Seattle, WA 98168 206-281-8700	\$200 million ²	NA	NA	Dave Sabey, President and Chairman John Sabey, CEO
56	Lydig Construction Inc. ③ lydig.com	3180 139th Ave. SE, #110 Bellevue, WA 98005 425-885-3314	\$195.42 million ¹	NA	130	Andy Johnson, President, Western Region
57	Aegis Living LLC ④ aegisliving.com	415 118th Ave. SE Bellevue, WA 98005 425-861-9993	\$187 million	1,050	243	Judy Melellat, President Dwayne Clark, CEO and Founder
58	Bayley Construction ④ bayley.net	8005 SE 28th St. Mercer Island, WA 98040 206-621-8884	\$183 million	157	236	Ronald Bayley, CEO and Chairman
59	J.R. Abbott Construction Inc. dba Abbott Construction ⑤ abbottconstruction.com	3408 1st Ave. S Seattle, WA 98134 206-467-8500	\$181.59 million	182	257	Troy Stedman, CEO and President
60	Merrill Gardens ⑥ merrillgardens.com	1938 Fairview Ave. E, #300 Seattle, WA 98102 206-676-5600	\$174.78 million	585	1,836	David Eskenazy, President
61	Laird Norton Co. ④ lairdnorton.com; lairdnortoncompany.com	801 2nd Ave., #1700 Seattle, WA 98104 206-464-5245	\$169 million	18	18	Jeff Vincent, CEO and President
62	MediaAlpha LLC ⑦ mediaalpha.com	2563 152 Ave. NE, Ste. E Redmond, WA 98052 818-394-0514	\$163 million	11	54	Steve Yi, CEO and Co-founder Ambrose Wang, CMO and Co-founder
63	FORMA Construction Co. ⑥ formacc.com	2823 29th Ave. SW Tumwater, WA 98512 360-754-5788	\$162 million	200	200	Jim Phillips, CEO Ned Owens, CFO
64	Kidder Mathews ④ kiddermathews.com	601 Union St., #4720 Seattle, WA 98101 206-296-9600	\$160.56 million	329	669	Jeff Lyon, CEO and Chairman
65	Hermanson Co. ⑥ hermanson.com	1221 2nd Ave. N Kent, WA 98032 206-575-9700	\$153.94 million	500	500	Rick Hermanson, President Knut Nicolaisen, EVP Troy Lowery, VP of Operations Paul Robinett, VP
66	Columbia Hospitality Inc. ⑥ columbiahospitality.com	2200 Alaskan Way, #200 Seattle, WA 98121 206-239-1800	\$151.52 million	1,483	1,773	John Oppenheimer, CEO Jolene DiSalvo, SVP Brian Flaherty, EVP
67	Metropolitan Market LLC ⑦ metropolitan-market.com	4025 Delridge Way SW, #100 Seattle, WA 98106 206-923-0740	\$145.53 million ¹	1,010	1,010	Ron Megahan, CEO Terry Halverson, Chairman
68	JTM Construction Inc. ⑤ jtm-construction.com	800 Maynard Ave. S, #101 Seattle, WA 98134 206-587-4000	\$141.65 million	150	150	John Hayduk, President and Co- founder
69	Precept Brands LLC dba Precept Wine ⑦ preceptwine.com	1910 Fairview Ave. E, #400 Seattle, WA 98102 206-267-5252	\$140.6 million	250	400	Andrew Browne, CEO and President
70	Uwajimaya Inc. ⑦ uwajimaya.com	4601 6th Ave. S Seattle, WA 98108 206-624-3215	\$140 million	425	500	Denise Moriguchi, CEO and President
71	GM Nameplate Inc. ⑥ gmnameplate.com	2040 15th Ave. W Seattle, WA 98119 206-284-2200	\$137 million	NA	1,200	Bruce Cleckley, CEO Donald Root, Chairman Brad Root, President, Seattle Division
72	Alliance Packaging LLC/SP Holdings Inc. ⑦ alliancepackaging.net	1000 SW 43rd St. Renton, WA 98057 425-291-3500	\$123.13 million	302	400	Scott Younger, President
73	Ammex Corp. ⑦ ammex.com	1019 W. James St., #200 Kent, WA 98032 425-251-4000	\$122.37 million	43	698	Fred Crosetto, CEO
74	OpenSquare ⑧ open-sq.com	5601 6th Ave. S, #470 Seattle, WA 98108 206-768-8000	\$120.71 million	287	291	Jeff Rospond, CEO and President
75	Car Wash Enterprises Inc. dba Brown Bear Car Wash ⑦ brownbear.com	3977 Leary Way NW Seattle, WA 98107 206-789-3700	\$120 million	250	250	Victor Odermat, President

¹ Hoovers estimate

² PSBJ estimate

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► CLOSER LOOK

\$31.6B

Companies headquartered in King County accounted for \$31.6 billion of the \$38.4 billion represented on The List.

REVENUE BY COUNTY

King	\$31.6B
Spokane	\$1.9B
Pierce	\$1.2B
Benton	\$868.7M
Thurston	\$787M
Snohomish	\$628.3M
Whatcom	\$445M
Yakima	\$339.9M
Kitsap	\$251.2M
Skagit	\$234.2M
Clark	\$91.8M

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