

BIV 100 PRIVATE TOP 100 COMPANIES

Ranked by 2009 revenue

Rank '09/'08	Company	Phone Fax Internet	Principal(s)	Majority shareholder	Year founded	No. of locations	B.C. employees '10/'09	Assets '09/'08 (000s)	Primary business	Partial list of subsidiaries	Revenue '09/'08 (000s)/ % change
51/ 52	Central 1 Credit Union¹ 1441 Creekside Dr Vancouver V6J 4S7	604-734-2511 604-734-5055 www.central1.com	Jack Smit, chair, Don Rolfe, president and CEO	B.C. and Ontario credit unions	1944	2	382 380	\$11,056,676 \$8,557,784	Wholesale financial services to B.C. and Ontario credit unions	Central Financial Corp. (1989) Ltd., C.U. Financial Services, Central Data Systems, Central Risk and Insurance Mgmt Services, Inovera Solutions Inc.	\$226,700² \$117,358 ² 93%
52/ 48	Graham Construction & Engineering Inc 7216 Brown St Delta V4G 1G8	604-940-4500 604-940-4502 www.graham.ca	Bill Frost, general manager, B.C.	Employee owned	1926	12	120 140	NP NP	General contracting, construction management and design build	Gracom Masonry, Gracorp Development	\$220,000³ \$270,000 ³ -19%
53/ 63	Nature's Path Foods Inc 9100 Van Horne Way Richmond V6X 1W3	888-808-9505 604-248-8760 www.naturespath.com	Arran Stephens, founder and president, Ratana Stephens, COO, Neil Mandelman, CFO	Stephens family	1985	NP	NP 120	NP NP	Breakfast cereal manufacturer	NP	\$215,000⁴ \$210,000 ⁴ 2%
54/ 53	Raymond James Ltd 925 Georgia St W Suite 2200 Vancouver V6C 3L2	604-659-8000 604-659-8099 www.raymondjames.ca	Ken Shields, chair, Paul Allison, president and CEO	Raymond James Financial, Inc. (NYSE: RJF)	1929	NP	NP 389	NP NP	Full-service investment firm	NP	\$214,919 \$248,105 -13%
55/ 64	Ok Tire Stores Ltd 19082 - 21st Ave Surrey V3S 3M3	604-542-7999 604-542-7990 www.oktire.com	Greg Sims, president and CEO	Licensee owned	1953	NP	74 71	\$139,984 \$104,083	Tire and automotive services	None	\$213,760 \$187,702 14%
56/ 59	Sierra Systems⁵ 1177 Hastings St W Suite 2500 Vancouver V6E 2K3	604-688-1371 604-688-6482 www.sierrasystems.com	Joe Campbell, president and CEO, Joe O'Leary, COO, Warren Beach, CFO	Golden Gate Capital	1966	13	320 343	NP NP	Management consulting, systems integration and managed services	NP	\$209,000 \$225,000 -7%
57/ 55	Dueck Auto Group 400 Marine Dr SE Vancouver V5X 4X2	604-324-7222 604-324-4414 www.dueckgm.com	Stuart Haskins, general manager and vice-president	Moray Keith	1926	3	440 380	\$144,857 \$147,367	Auto dealership	Dueck Lansdowne Pontiac Buick Cadillac GMC Ltd., Dueck Downtown, Dueck on Marine	\$206,903 \$237,894 -13%
58/ 47	Fred Deeley Imports Ltd/Harley-Davidson Canada 13500 Verdun Pl Richmond V6V 1V4	604-273-5421 604-273-2029 www.harleycanada.com	Don James, chair and CEO, Malcolm Hunter, president and COO	NP	1917	NP	NP NP	NP NP	Motorcycle distribution	NP	\$200,946⁶ \$275,348 ⁶ -27%
59/ 68	Aritzia LP 611 Alexander St Suite 327 Vancouver V6A 1E1	604-251-3132 604-251-6575 www.aritzia.com	Brian Hill, CEO	Brian Hill, Berkshire Partners LLC	1984	NP	NP NP	NP NP	Women's apparel retailer	NP	\$200,000 \$170,000 18%
60/	Scott Construction Group 1818 Cornwall Ave Suite 100 Vancouver V6J 1C7	604-874-8228 604-874-0273 www.scottconstructiongroup.com	John Scott, CEO, Don Nishimura, president & COO	John Scott	1984	NP	120 160	NP NP	Industrial, institutional, commercial, residential and special projects	Scott Interiors & Renovations Ltd., Scott DesignBuild Ltd., Scott Construction Management Ltd., Scott Construction Ltd.	\$192,300 \$214,700 -10%
61/ 58	BC Bearing Group⁷ 8985 Fraserwood Crt Burnaby V7R 4L6	604-395-5740 604-433-5473 www.bearings.com	Wendy McDonald, chair, Dermot Strong, president and COO, Robert S MacPherson, vice-chair and CEO	Motion Industries ⁷	1944	NP	NP 186	NP NP	Industrial distribution	Norcan Fluid Power Ltd., U S Bearings & Drives, BC Bearing Chile SA, BC Bearing Peru SA	\$185,000 \$228,000 -19%
62/ 67	uniPHARM Wholesale Drugs Ltd 2051 Vandyke Pl Richmond V6V 1X6	604-270-9745 604-270-8537 www.unipharm.com	Ron Gracan, president, Derek Desrosiers, CEO, Stephen Mavety, CFO	NP	1980	2	78 85	NP NP	Wholesale distribution of pharmaceuticals	None	\$183,007 \$177,508 3%
63/ 65	Golden Boy Foods LP 7725 Lougheed Hwy Burnaby V5A 4V8	604-433-2200 604-433-0051 www.goldenboyfoods.com	Richard Harris, president and CEO	Tricor Pacific Capital Inc.	1973	5	300 300	\$105,500 NP	Private-label manufacturer and distributor of peanut butter, snacking nuts, trail mixes, raisins, dried fruits and raw baking nuts	None	\$166,000 \$180,000 -8%
64/ 44	Concert Properties Ltd 1190 Hornby St, 9th fl Vancouver V6Z 2K5	604-688-9460 604-688-6882 www.concertproperties.com	Brian McCauley, president, David Podmore, chairman and CEO, Dan Jarvis, vice-chair and CFO	Union and management pension funds	1989	NP	122 127	\$1,463,120 \$1,326,648	Commercial and industrial properties, rental housing, multi-family condominium housing, seniors living communities	None	\$165,890 \$239,266 -45%
65/ 70	Travelers Financial Corp. 4180 Lougheed Hwy Suite 500 Burnaby V5C 6A7	604-293-0202 604-473-3816 www.travelersfinancial.com	Gary Thompson, Dennis Holmes, Jim Case, Roberto Cortese, COO	NP	1986	7	45 75	NP NP	Automotive and equipment leasing	NP	\$161,000 \$157,000 3%
66/ 72	General Paint Corp 950 Raymur Ave Vancouver V6A 3L5	604-253-3131 604-253-1169 www.generalpaint.com	Elias Revah, CEO	Comex Group 100%	1911	76	800 NP	NP NP	Manufacturing and sales of paint	NP	\$154,000 \$150,000 3%
67/ 74	Sinclair Dental 900 Harbourside Dr North Vancouver V7P 3T8	604-986-1544 604-986-1543 www.sinclairdental.com	Arjang Nowtash, president	Nowtash family	1971	10	195 183	NP NP	Sales and distribution of dental supplies and equipment	None	\$144,000 \$135,500 6%
68/ 65	Olympic Industries Inc 221 Esplanade W Suite 402 North Vancouver V7M 3J8	604-985-2115 604-985-3884 www.olympicind.com	Gerry Pankratz, president	Forest City Trading Group	1972	NP	35 32	NP NP	Lumber wholesale and manufacturing	None	\$137,000 \$187,000 -27%
69/ 52	HRA Diamond International 1066 Hastings St W Suite 2160 Vancouver V6E 3X1	604-669-9562 604-669-5628 www.hrausa.com	Uri Ariel, CEO	Uri and Sara Ariel	1982	7	46 48	NP NP	Diamond manufacturing and distribution	Hyperion Resources, SGI International, HRAUSA, Crossworks Manufacturing	\$135,000 \$87,000 55%
70/ 84	Envision Financial⁸ 6470 201st St Langley V2Y 2X4	604-539-7300 604-539-7315 www.envisionfinancial.ca	Bev Brown, president	Member owned	1946	21 ⁹	839 815	\$3,204,964 \$3,079,661	Full-service credit union	Envision Insurance Services Ltd., Envision Investment Services Ltd., CU DealerLink, Envision Leasing Ltd., inUnion Technology Services Ltd.	\$131,234² \$115,348 ² 14%
71/ 76	BCAA 4567 Canada Way Burnaby V5G 4T1	604-268-5000 604-268-5585 www.bcaa.com	Tim Condon, president and CEO	Registered society	1906	29	1,132 1,190	\$225,294 \$202,183	Member services including automotive services, insurance and travel	B.C.A.A. Holdings Ltd., BCAA Insurance Corp., B.C.A.A. Associated Services Ltd., Pacific Sunspots Tours Inc.	\$129,783 \$131,129 -1%
72/ 78	Flight Centre North America¹⁰ 1133 Melville St Suite 600 Vancouver V6E 4E5	604-682-5202 604-687-3853 www.flightcentre.ca	Greg Dixon, president	Flight Centre Ltd.	1995	155	451 400	NP NP	Travel agency	None	\$125,000 \$125,000 0%
73/ 80	Coastal Pacific Xpress Inc 5355 152nd St Suite 105 Surrey V3S 5A5	604-575-0983 604-575-0973 www.cpx.ca	Jim Mickey, president and general manager, Glen Parsons, vice-president	Jim Mickey, Glen Parsons	1986	NP	NP 200	NP NP	Transportation/warehousing	NP	\$120,000¹¹ \$120,000 0%
74/ 88	Custom House Ltd¹² 517 Fort St Victoria V8W 1E7	250-220-1015 250-992-2445 www.customhouse.com	Peter Gustavson, founder, Peter Ciceri, president	Western Union ¹²	1992	NP	NP 150	NP NP	Global payments company	NP	\$120,000⁴ \$100,000 20%
75/ 83	Otter Farmer Co-operative Association 3600 248th St Aldergrove V4W 1Y8	604-856-2517 604-856-2674 www.otterscoop.com	Dean McKim, general manager	Member owned	1922	NP	NP 330	NP \$47,071	One-stop shopping service for all farm and home requirements (groceries, fuel, feed)	None	\$115,726¹¹ \$115,726 0%

Sources: Interviews with above companies and BIVresearch. NR Not ranked NP Not provided 1- Credit Union Central of B.C. merged with Credit Union Central of Ontario in mid-2008 2- Net interest income and other income 3- B.C. billings 4- BIVestimate 5- Acquired by Golden Gate Capital in January 2007 6- Converted from U.S. dollars 7- Acquired by Motion Industries in a deal that closed March 2010 8- Operating subsidiary of First West Credit Union created from the merger between Valley First and Envision Financial that closed January 1, 2010 9- Plus 20 insurance offices 10- In 2008, Flight Centre North America was divided into Flight Centre (Canada) and Flight Centre (USA) 11- 2008 figure 12- Purchased by Western Union for US\$370 million

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