

THE LIST

continued

Top Private companies

Ranked by 2012 revenues

RANK/ PRIOR RANK	PHONE WEBSITE	REVENUE: 2012/ 2011	EMPLOYEES WNY	BUSINESS DESCRIPTION	CEO/ YEAR FOUNDED IN WNY	
39 NR	Flexo Transparent Inc. 28 Wasson St. Buffalo, NY 14210	716-825-7710 flexotransparent.com	\$24.52 million/ \$22.95 million	117	Printer/converter of packaging materials	Brian Mabry bmabry@flexotransparent.com 1954
40 44	Millington Lockwood Business Interiors 3901 Genesee St. Buffalo, NY 14225	716-633-5600 millingtonlockwood.com	\$23.1 million/ \$21.73 million	54	Office, educational and healthcare furniture sales and installation	Michael Bonitatibus mbonitatibus@millingtonlockwood.com 1884
41 45	G & G Fitness Equipment Inc. 7350 Transit Road Williamsville, NY 14221	716-633-2527 livefit.com	\$23.1 million/ \$21.51 million	0	Specialty retail and commercial fitness equipment supplier	Gordon Gronkowski 1990
42 46	VoIP Supply LLC 454 Sonwil Drive Buffalo, NY 14225	716-250-3400 voipsupply.com	\$23.01 million/ \$20.25 million	34	VoIP hardware sales and distribution	Benjamin Sayers 2004
43 41	Forbes Capretto Homes 470 Cayuga Road Cheektowaga, NY 14225	716-688-5597 forbescapretto.com	\$20.6 million/ \$24.3 million	21	Custom home builder and land developer	David Capretto 1980
44 49	Safespan Platform Systems Inc. 252 Fillmore Ave. Tonawanda, NY 14150	716-694-1100 safespan.com	\$20.38 million/ \$19.08 million	82	Sale and rental of bridge platforms and scaffolding	Lambros Apostolopoulos 1996
45 52	Integrity Distribution Inc. 55 Amherst Villa Road Buffalo, NY 14225	716-853-0400 integrityofficesupply.com	\$19.91 million/ \$20.9 million	61	Distributor of office supplies, furniture and team apparel	Ronald Raccuia ronr@adprosports.com 1990
46 51	Aero Instruments & Avionics Inc. 7290 Nash Road North Tonawanda, NY 14120	716-694-7060 aeroinst.com	\$19.29 million/ \$18.33 million	107	Repair and certification of avionics components	Timothy Williams 1968
47 NR	BCB International Inc. 1010 Niagara St. Buffalo, NY 14213	716-694-1554 bcbinternational.com	\$18.22 million/ \$16.54 million	48	Logistics	Peter Vaccaro petervaccaro@bcbinternational.com 1981
48 47	DiVita Group of Cos. 2402 N. Forest Road Getzville, NY 14068	716-636-7500 tamagohotelamherst.com	\$17.45 million/ \$19.44 million	180	Diversified holding company	Richard DiVita srad33@aol.com 1964
49 54	R.E. Kelley Inc. 33 Main St. Bowmansville, NY 14026	716-684-3550 rekelley.com	\$16.66 million/ \$15.5 million	17	Masonry restoration	Ronald Schlegel 1934
50 53	Durham Cos. Inc. 6300 Transit Road Depew, NY 14043	716-684-3333 durham.com	\$16.52 million/ \$15.72 million	550	Staffing service	Peter Durham 1967
51 105	Tapecon Inc. 701 Seneca St. Buffalo, NY 14210	716-854-1322 tapecon.com	\$15.1 million/ \$14.15 million	105	Manufacturer of labels, decals, membrane keypads, product identification	Alan Davis 1919
52 55	Volland Electric Equipment Corp. 75 Innsbruck Drive Buffalo, NY 14225	716-656-9900 volland.com	\$14.7 million/ \$14.69 million	72	Electrical apparatus sales, repair and service	Earl Graham rgraham@volland.com 1943
53 NR	Glauber Equipment Corp. 1600 Commerce Parkway Lancaster, NY 14086	716-681-1234 glauber.com	\$14.6 million/ \$14.6 million	45	Wholesale distributor	Peter Glauber pwg@glauber.com 1960
54 NR	Pella Windows and Doors 2580 Walden Ave. Buffalo, NY 14225	716-681-2000 pella.com	\$13.87 million/ \$14.2 million	60	Distributor of Pella windows and doors	Michael Schuler 1956
55 61	Mazza Mechanical Services Inc 430 N. 7th St. Olean, NY 14760	716-372-0091 mazza-hvac.com	\$13.85 million/ \$11.65 million	60	Construction services, industrial ventilation and process installation	Daniel DeRose dderose@mazza-hvac.com 1932
56 NR	SKM Group 6350 Transit Road Depew, NY 14043	716-989-3200 skmgroup.com	\$13.62 million/ \$16.17 million	38	Full service marketing communications agency	Larry Robb lrobb@skmgroup.com 1986
57 59	Buffalo Filter 5900 Genesee St. Lancaster, NY 14086	716-835-7000 buffalofilter.com	\$12.82 million/ \$12.82 million	67	Medical device manufacturer	Samantha Bonano 1991
58 NR	Appliance Associates of Buffalo Inc. d/b/a Artisan Kitchens and Baths 200 Amherst St. Buffalo, NY 14207	716-873-4100 artisankitchensandbaths.com	\$11.56 million/ \$10.03 million	21	Kitchen remodeling, design and distribution	Kevin Telaak 1985
59 48	Picone Construction Corp. 10995 Main St. Clarence, NY 14031	716-634-9994 piconeconstruction.com	\$11.2 million/ \$19.19 million	24	General construction, construction management, design build services provider	Christopher Picone cpicone@piconeconstruction.com 1931
60 60	SIB/Empire Geo Services Inc. 5167 South Park Ave. Hamburg, NY 14075	716-649-8110 sjbegs.com	\$11.19 million/ \$11.88 million	130	Subsurface drilling, construction testing and special inspection, geotechnical and environmental engineering	Stanley Blas 1992

NEW THIS YEAR

Top 10 companies ranked by revenue not on the list last year.

- | Rank/Company | Revenue |
|---|---------------|
| 1. Cannon Design | \$202 million |
| 2. Stampede Presentation Products Inc. | \$126 million |
| 3. Wendel Cos. | \$50 million |
| 4. Logistic Dynamics Inc. | \$39 million |
| 5. Flexo Transparent Inc. | \$24 million |
| 6. BCB International Inc. | \$18 million |
| 7. Glauber Equipment | \$14 million |
| 8. SKM Group | \$13 million |
| 9. Appliance Associates of Buffalo Artisan Kitchens and Baths | \$11 million |
| 10. GenTech Scientific Inc. | \$8 million |

NOTES

Revenue verified by the Buffalo office of Dopkins & Co. LLP.

It is not the intention of this list to endorse the participants or to imply that a firm's size or numerical rank indicates its quality of service. We reserve the right to edit entries or delete categories for space considerations.

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