

PITTSBURGH BUSINESSTIMES

MARCH 30, 2012

LARGEST PITTSBURGH-AREA PRIVATE COMPANIES – PART I (Ranked by 2011 revenue)

Name Address Phone / website	2011 revenue/ Percent change	Local/total employees	Top local executive(s)	Business description
1 Giant Eagle Inc.¹ RDC Industrial Park O'Hara, 101 Kappa Drive, Pittsburgh, PA 15238 (412) 963-6200 / www.gianteagle.com	\$9,900,000,000 6.5%	11,214 39,791	Laura Karet	Multi-format food and fuel retailer, wholesaler and distributor
2 Guttman Group of Cos. 200 Speers St., Belle Vernon, PA 15012 (724) 483-3533 / www.guttmanngroup.com	\$3,300,000,000 37.6%	160 293	Alan Guttman, James Guttman, Richard Guttman	Marketer of petroleum products, fuel transportation services, bulk terminal operations
3 GENCO ATC 100 Papercraft Park, Pittsburgh, PA 15238 (412) 820-3922 / www.gencoatc.com	\$1,560,000,000 41.4%	365 9,408	Herb Shear	Third-party logistics provider of: inbound logistics, warehousing/distribution, fulfillment, packaging/kitting, transportation mgmt., returns processing/disposition, test/repair/refurbishment, product liquidation, recycling
4 Gateway Health Plan U.S. Steel Tower, 600 Grant St., Pittsburgh, PA 15219 (412) 255-4640 / www.gatewayhealthplan.com	\$1,466,357,926 3.4%	508 508	Michael Blackwood, mblackwood@gatewayhealthplan.com	Managed care organization for members eligible for Medical Assistance and dually eligible for Medicare in Pennsylvania
5 84 Lumber Co. 1019 Route 519, Eighty Four, PA 15330 (800) 664-1984 / www.84lumber.com	\$1,430,000,000 -1.4%	515 3,500	Joseph Hardy Sr., Maggie Hardy Magerko	Building materials and service provider to residential and commercial construction industries, including component manufacturing/installation residential and commercial sectors
6 Armada Supply Chain Solutions 641 Alpha Drive, Pittsburgh, PA 15238 (412) 406-5700 / www.armada-scs.com	\$1,332,000,000 0.2%	172 300	John Burke	Warehousing, distribution, freight management and other supply chain services
7 K&L Gates LLP K&L Gates Center, 210 Sixth Ave., Pittsburgh, PA 15222 (412) 355-6500 / www.klgates.com	\$1,061,657,000 0.6%	664 3,865	Peter J. Kalis, peter.kalis@klgates.com; Carolyn M. Branthoover, carolyn.branthoover@klgates.com; Gary A. Sokulski, gsokulski@klgates.com	Full-service law firm with offices in 41 cities on four continents
8 Reed Smith LLP 225 Fifth Ave., Pittsburgh, PA 15222 (412) 288-3131 / www.reedsmith.com	\$993,191,000 3.7%	661 3,217	Gregory B. Jordan, gjordan@reedsmith.com; George L. Stewart, gstewart@reedsmith.com; Gary A. Sokulski, gsokulski@reedsmith.com	General practice corporate law firm
9 PJ Dick/Trumbull/Lindy Paving P.O. Box 6774, 225 North Shore Drive, Pittsburgh, PA 15212 (412) 807-2000 / pjdic.com, trumbullcorp.com, lindypaving.com	\$716,000,000 16.4%	809 974	Clifford R. Rowe Jr., George E. Mezey, Stephen M. Clark	General construction, construction management, design-build contractor for buildings, heavy and highway projects, and paving
10 StarKist 225 North Shore Drive, Suite 400, Pittsburgh, PA 15212 (412) 323-7400 / www.starkist.com	\$630,000,000 -1.6%	100 4,000	Sam Hwi Lee (interim)	Producer, distributor and marketer of shelf-stable and frozen seafood products
11 Hunter Truck Sales & Service Inc. 519 Pittsburgh Road, Butler, PA 16002 (724) 586-7744 / www.huntertrucksales.com	\$534,587,000 73.1%	600 750	Jeffrey Hunter, Bill Hunter, David Hunter, Nancy Mycka	Retail sales of heavy- and medium-duty trucks, parts and services, Peterbilt, International and Dragon Trailers brands
12 CentiMark Corp.¹ 12 Grandview Circle, Canonsburg, PA 15317 (724) 514-8572 / www.centimark.com	\$474,200,000 17.3%	250 3,000	Edward Dunlap, Timothy M. Dunlap	Commercial roofing and flooring contractor, reroofing, repairs, emergency service, sustainability/energy savings solutions, DiamondQuest concrete floor polishing
13 #1 Cochran 4520 William Penn Highway, Monroeville, PA 15146 (412) 373-3333 / www.cochran.com	\$460,423,011 11%	580 580	Robert E. Cochran, rob@cochran.com; Dennis Patton, dpatton@cochran.com	Group of automotive dealerships in three geographic areas with 15 franchises
14 Polyconcept North America/Leed's 400 Hunt Valley Road, New Kensington, PA 15068 (800) 860-1555 / www.leedsworld.com	\$421,600,000 31.7%	800 1,500	David C. Nicholson, Martin J. Vuono, James Epstein	Promotional/advertising products supplier
15 American Bridge Co. 1000 American Bridge Way, Coraopolis, PA 15108 (412) 631-1000 / www.americanbridge.net	\$411,054,662 -30.8	250 1,000	Michael Flowers	Construction, manufacturing, and engineering for complex bridge structures and marine works
16 Sauer Holdings Inc. 30 51st St., Pittsburgh, PA 15201 (412) 687-4100 / www.sauer-inc.com	\$382,116,000 4.6%	320 844	William N. Steitz Jr.	Mechanical and general contractor
17 Kenny Ross Automotive Group 11250 Route 30, North Huntingdon, PA 15642 (724) 863-9000 / www.kennyross.com	\$364,399,792 7.2%	421 421	James L. Ross, jross@kennyross.com	Automotive sales, service and collision
18 Eat'n Park Hospitality Group Inc. 285 E. Waterfront Drive, Pittsburgh, PA 15120 (412) 461-2000 / www.eatnpark.com	\$355,000,000 9.6%	4,425 8,000	Jeff Broadhurst	Family-style restaurants and contract dining services for colleges, corporations and health care
19 Pitt Ohio 15 27th St., Pittsburgh, PA 15222 (412) 232-3015 / www.pittohio.com	\$349,900,000 11.1%	488 2,613	Charles L. Hammel III	Supply chain, ground, less-than-truckload, and truckload services
20 Day Automotive Group 1600 Golden Mile Highway, Monroeville, PA 15146 (724) 327-0900 / www.dayauto.com	\$341,600,000 7.8%	405 405	Deborah Flaherty, flahertyd@dayauto.com	New and used vehicle franchise
21 Baierl Automotive 10430 Perry Highway, Wexford, PA 15090 (724) 935-8100 / www.baierl.com	\$332,291,100 NA	476 476	Lee Baierl	Auto dealership
22 PLS Logistics Services 3120 Unionville Road, Building 110, Cranberry, PA 16066 (724) 709-9000 / www.pgllogistics.com	\$325,000,000 NA	300 350	Greg Burns	Nonasset-based third-party transportation logistics provider
23 dck worldwide LLC One PPG Place, 27th Floor, Pittsburgh, PA 15222 (412) 384-1000 / www.dckww.com	\$314,000,000 -4.3%	125 800	Stephen D'Angelo, John O'Reilly, Gerry Majkut	Construction, construction management and design-build services
24 Limbach Facility Services LLC 31-35th St., Pittsburgh, PA 15201 (412) 359-2100 / www.limbachinc.com	\$296,501,000 22.2%	95 858	Mike Balistreri, mike.balistreri@limbachinc.com; Rich Johnston, rich.johnston@limbachinc.com; Padraic D. McGrath, padraic.mcgrath@limbachinc.com	National mechanical contractor and service firm
25 ABARTA Inc. 1000 Gamma Drive, Suite 500, Pittsburgh, PA 15238 (412) 963-6226 / www.abarta.com	\$294,000,000 13.1%	77 1,138	John Bitzer III	Private holding company with four main subsidiaries: soft drink beverages, ethnic frozen foods, newspaper publishing, and oil & gas exploration and development

A SECOND LOOK

Ranked by number of local employees

1	Giant Eagle Inc.	11,214
2	Eat'n Park	4,425
3	Hanna Holdings Inc.	1,700
4	PJ Dick/Trumbull/Lindy Paving	809
5	Polyconcept North America	800
5	Management Science Associates Inc.	800
7	K&L Gates LLP	664
8	Reed Smith LLP	661
9	Development Dimensions International	600
9	Hunter Truck Sales & Service Inc.	600



Laura Karet,
CEO of No. 1
Giant Eagle Inc.



Herb Shear,
CEO of No. 3
GENCO ATC

FOOTNOTES

Source: Individual firms, firm websites, other PBT lists

Notes: Subsidiaries and foreign-owned firms are not eligible for this list. Cleveland Brothers Equipment, AMG Resources Corp., Gurrentz International, The Hillman Co., Pittsburgh Steelers Sports Inc., Pittsburgh Pirates, Pittsburgh Penguins, PG Publishing Co., Trib Total Media, Washington Penn Plastics, Penn United, MED3000 Inc., MAXIM Crane Works, Chromalox, and others are believed to be among the largest private companies in the region but have not provided recent financial information.

¹ Giant Eagle operates on a fiscal year ending June 30, 2012. Centimark operates on a FY ending March 30, 2012.

DND: Did not disclose

NA: Not available/not applicable

* Did not provide updated financial data by deadline. Information is from prior year's list.

Counties surveyed for this list: Allegheny, Armstrong, Beaver, Butler, Fayette, Washington and Westmoreland

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