

CRAIN'S DETROIT BUSINESS

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2007

BOOK

of lists

and Detroit yearbook



Making news

What we talked about in '06, and what to watch for in '07



The big picture

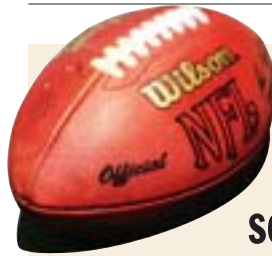
Who's the biggest? The fastest growing? Who's climbing the lists?



Making it happen

40 under 40, the Most Powerful People and the 20 in their 20s





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By the numbers

611,746

Total Michigan manufacturing employees, 2005

647,153

Total Michigan manufacturing employees, 2004

4,428,941

Population of Detroit statistical area, 2005

2,220,549

Number of people in labor force, Detroit area, 2005

\$50,787

Median local household income

26%

Percentage of local residents with a bachelor's degree or higher

20%

Percentage of workers employed in manufacturing

20%

Percentage of workers employed in educational services, health care and social assistance

Source: U.S. Census Bureau 2005 American Community Survey estimates

THE BIG PICTURE

Holding its breath. That's one way to describe what the Michigan economy has been doing throughout 2006.

And 2007 might be the year of the big exhale.

In 2006, though not shrinking, Michigan's economy was fairly stagnant even as the national economy grew.

The effects of automaker buyouts, big supplier bankruptcies and the housing slowdown are likely to become clearer as the year goes on. And when it comes to an economy, clarity is generally better than uncertainty.

Speaking of uncertainty, the bankruptcies of some of the region's largest companies — including **Delphi Corp.**, **Federal-Mogul Corp.** and **Collins & Aikman Corp.** — left massive amounts of uncertainty in their wake for many of their employees. Federal-Mogul appears poised to exit bankruptcy, and its CEO is even making rumblings about acquisitions after that happens.

Highlights from some of our lists:

■ Among local privately held companies, total revenue on the *Crain's* Private 200 list (Page 13) rose from about \$77 billion on last year's list to about \$83 billion this year.

■ The list of publicly held companies (Page 31) shrank from 83 companies to 78, because of acquisitions and closures. That list has one addition this year: Southfield-based insurance broker **First Mercury Financial Corp.**

■ Through all of the economic uncertainty, the numbers in this book tell many tales of growth. A look at our list of fastest-growing companies (Page 27) isn't a bad place to start. Though higher energy prices helped drive revenue increases at a couple of companies, and acquisitions spurred some others. New business and rapid expansions pushed several of the companies, including wireless franchisor **Wireless Toyz** and laser-hair-removal chain **American Laser Centers**, to new heights.

■ On the list of largest black-owned companies (Page 37), **Prestige Automotive** topped \$1 billion in revenue for the second year in a row, and **Bridgewater Interiors** headed closer to that mark with an increase in revenue to more than \$800 million in 2005.

■ The dominance of the Big Three is still evident on our list of largest Southeast Michigan employers (Page 29). The smallest of them (**DaimlerChrysler**) still employs more than twice the number of people locally as the next-largest employer.

And those are just some of the highlights of the big picture of business in Southeast Michigan. You'll find many more in this section and throughout the rest of this book.



80%
Percentage increase in total revenue among *Crain's* Private 200 companies.



The effects of buyouts and production cuts among automakers and their suppliers will likely be felt strongly in Michigan in 2007.

Top 5

For larger versions of these lists, see www.crainsdetroit.com.

Largest employers

By number of employees, 2006

Livingston County

Howell Public Schools	1,070
Citizens Insurance Co.	1,000
Brighton Area Schools	700
Hartland Cons. Schools	700
TRW Automotive	588

Macomb County

General Motors	15,631
Chrysler Group	13,557
Ford Motor Co.	7,608
U.S. government	5,157
St. John Health	3,672



Beaumont Hospitals

Oakland County

General Motors Corp.	17,468
Beaumont Hospitals	12,227
Chrysler Group	10,382
EDS Corp.	4,450
St. John Health	4,027

Washtenaw County

University of Michigan	15,877
UM Health System	12,267
Trinity Health	4,610
General Motors	4,500
Ford Motor Co.	4,439

Wayne County

Excluding Detroit, Hamtramck and Highland Park

Ford Motor Co.	45,283
Oakwood Healthcare	7,947
Visteon Corp.	4,000
Johnson Controls	3,100
Henry Ford Health	3,094

City of Detroit

Including Hamtramck and Highland Park

Detroit Public Schools	14,913
City of Detroit	13,554
Detroit Medical Center	10,141
Chrysler Group	9,835
Henry Ford Health	7,801

TJE BIG PICTURE

CRAIN'S LIST: PRIVATE 200

Ranked by 2005 revenue

From Page 23

	Company Address Phone, Web site	Top executive	Revenue (\$000,000) 2005	Revenue (\$000,000) 2004	Percent change	Employees in Detroit area Jan. 2006	Worldwide employees Jan. 2006	Type of business
174.	Tom Holzer Ford Inc. 39300 W. 10 Mile Road, Farmington Hills 48335 (248) 474-1234; www.holzerford.com	Thomas B. Holzer vice president	\$68.5	\$77.3	-11.4%	90	90	Automobile dealership
175.	HTC Global Services Inc. 3270 W. Big Beaver Road, Troy 48084 (248) 786-2500; www.htcinc.com	Madhava Reddy CEO and president	66.2	80.0	-17.3	210	2,400	Software design, development, implementation and maintenance
176.	Sachse Construction & Development Corp. 260 E. Brown St., Suite 200, Birmingham 48009 (248) 647-4200; www.sachseconstruction.com	Todd Sachse CEO, COO and president	65.4	37.0	76.8	57	NA	Construction
177.	Harley Ellis Devereaux Corp. 26913 Northwestern Highway, Suite 200, Southfield 48033 (248) 262-1500; www.harleyellisdevereaux.com	Dennis King CEO and chairman	64.9	59.5	9.1	238	464	Architecture, engineering, interior architecture, landscape architecture, strategic planning, program management, real estate, sustainable design, quality reviews and construction services
178.	The Crown Group Inc. 2111 Walter Reuther Drive, Warren 48091 (586) 575-9800; www.thecrowngroup.com	William Baer chairman and CEO	63.0	60.0	5.0	306	500	Applies coatings to metal and plastic products; module-assembly work; sequencing
178.	Oliver/Hatcher Construction & Development Inc. 49668 Martin Drive, Wixom 48393 (248) 669-4500; www.oliverhatcher.com	Paul Hatcher, president Paul Oliver, principal	63.0	44.4 ①	41.8	23	23	General contractor
180.	Big Boy Restaurants International L.L.C. 1 Big Boy Drive, Warren 48091 (586) 759-6000; www.bigboy.com	Tony Michaels CEO	61.4	55.5	10.7	357	1,375	Restaurants
181.	Urban Science Applications Inc. 200 Renaissance Center, Detroit 48243 (313) 259-9900; www.urbanscience.com	James Anderson CEO and president	60.6	56.0	8.2	174	414	Software development and consulting
182.	Wade Trim Group Inc. 500 Griswold Avenue, Suite 2500, Detroit 48226 (313) 961-3650; www.wadetrimgroup.com	Douglas Watson chairman, president and CEO	58.5	58.6	-0.2	191	431	Consulting engineering and planning services
183.	Ansara Restaurant Group Inc. 23925 Industrial Park Drive, Farmington Hills 48335 (248) 848-9099	Victor Ansara president	57.3	49.7	15.3	1,695	1,950	Restaurant
184.	Arrow Uniform Rental 6400 Monroe Blvd., Taylor 48180 (313) 299-5555; www.arrowuniform.com	Thomas Adams CEO and president	56.7	55.6	2.1	250	750	Uniform rental and sales
185.	Flexible Products 2600 Auburn Court, Auburn Hills 48326 (248) 852-5500; www.flexible-products.com	Doug Reid president	56.0	52.0	7.7	250	250	Molded rubber products for chassis and underbody
186.	Campbell/Manix Inc. 21520 Bridge St., Southfield 48034 (248) 354-5100; www.campbell-manix.com	Douglas Manix president	55.0	60.0	-8.3	30	NA	Design and build, construction management
186.	BD's Mongolian Grill 642 E. Nine Mile Road, Ferndale 48220 (248) 398-2560; www.gomongo.com	Billy Downs CEO and president	55.0	50.0	10.0	200	NA	Restaurant chain
188.	Systrand Manufacturing Corp. 19050 Allen Road, Brownstown Township 48183 (734) 479-8100; www.systrand.com	Sharon Cannarsa CEO and president	54.2	51.6	5.0	160	NA	Production and prototype machining of ferrous and nonferrous automotive components
189.	Wolverine Truck Sales Inc. 3550 Wyoming Ave., Dearborn 48120 (313) 849-0800; www.wolverinetruck.com	Lynn Terry president	53.2	40.1	32.6	NA	NA	Truck sales, parts and service
190.	Motor City Stamping Inc. 47783 N. Gratiot Ave., Chesterfield Township 48051 (586) 949-8420; www.mcstamp.com	Judith Kucway CEO	53.0	52.0	1.9	340	350	Stamping plant, automotive welding, assembly, dies and prototypes
191.	Van Pelt Corp. 13700 Sherwood, Detroit 48212 (313) 365-3600; www.servicesteel.com	Thomas Van Pelt CEO and president	52.0	50.0	4.0	30	90	Steel distributor
191.	American Laser Centers 24555 Hallwood Court, Farmington Hills 48335 (877) 252-8922; www.americanlasercenters.com	Rich Morgan CEO and president	52.0	26.9	93.3	NA	NA	Laser hair removal and skin rejuvenation
			<p>American Laser Centers expects 2006 sales to continue their sharp growth curve. After starting in 2002 with a single clinic, the company now has about 150 clinics in 34 states. It expects to record 2006 sales of around \$100 million.</p> <p>In 2005 American Laser acquired Lynwood, Wash.-based Advanced Laser Clinics Inc., which helped expand its presence in the western U.S.</p>					
193.	Northwestern Dodge Inc. 10500 W. Eight Mile Road, Ferndale 48220 (248) 399-6700; www.northwesterndodge.com	Theresa Jones president	51.9	49.7	4.4	61	NA	Automobile dealership
194.	Bob Jeannotte Pontiac Buick GMC Truck Inc. 14949 Sheldon Road, Plymouth 48170 (734) 453-2500; www.jeannotte.com	Robert Jeannotte CEO and president	51.0	58.0	-12.1	50	50	Automobile dealership
195.	Hometowne Building Co. L.L.C. 37000 12 Mile Road, Suite 110, Farmington Hills 48331 (248) 324-2060; www.hometownebuilding.com	Patrick O'Leary owner	50.4	71.5	-29.6	50	50	Real estate developer and construction
196.	Navigating Business Space Inc. ② 2595 Bellingham, Troy 48083 (248) 823-5400; www.navbus.com	Richard Schwabauer owner and president	50.0	50.5	-1.0	104	NA	Furniture dealership
196.	H.B. Stubbs Cos. 27027 Mound Road, Warren 48092 (586) 574-9700; www.hbstubbs.com	Scott Stubbs CEO and president	50.0	49.0	2.0	185	225	Exhibit and event marketing
198.	Hubert Distributors Inc. 1200 Auburn, Pontiac 48342 (248) 858-2340; www.hubertd.com	Robert Gustafson chairman and CEO	49.9	51.3	-2.8	112	112	Wholesale beverage distribution
199.	Domestic Linen Supply & Laundry Co. 30555 Northwestern Highway, Farmington Hills 48334 (248) 737-2000; www.domesticuniform.com	Bruce Colton president	49.0	48.0	2.1	110	625	Rental and laundering of uniforms, dust-control products, restroom products, and other reusable textiles
199.	Helm Inc. 14310 Hamilton Ave., Highland Park 48203 (313) 865-5000; www.helm.com	Dennis Gusick CEO and president	49.0	46.0	6.5	185	188	Fulfillment and distribution, brand merchandising, warehousing and digital document management

① Crain's estimate.

② Acquired Workplace Integrators L.L.C. in February 2006.

LIST RESEARCHED BY ANNE MARKS

Last run: 5/29/06

Next run: 5/21/07

CRAIN'S LIST: FASTEST-GROWING COMPANIES

By % change in revenue, 2004-05

	Company Address Phone; Web site	Top executive	% change in revenue	2005 revenue (\$000,000)	2004 revenue (\$000,000)	Type of business	Reason for increase
1.	TAG Holdings L.L.C. 2075 W. Big Beaver Road, Suite 500, Troy 48084 (248) 822-8056; www.taghold.com	Joe Anderson Jr., chairman and CEO	230.1%	\$340.0	\$103.0	Automotive supplier	Joint venture Great Lakes Assemblies L.L.C. launched in January 2005.
2.	Energy Conversion Devices Inc. 2956 Waterview Drive, Rochester Hills 48309 (248) 293-0440; ovonic.com	Robert Stempel, CEO	136.1%	\$156.6	\$66.3	Developer of production technology	\$79.5 million in revenue from a license agreement.
3.	Wireless Toyz 23399 Commerce Drive, Suite B-1, Farmington Hills 48335 (248) 426-8200; www.wirelesstoyz.com	Joe Barbat, chairman, president and CEO	97.6%	\$81.0	\$41.0	Electronics retail franchisor	Opened 62 stores in 2005.
4.	American Laser Centers 24555 Hallwood Court, Farmington Hills 48335 (877) 252-8922; www.americanlasercenters.com	Rich Morgan, CEO and president	93.3%	\$52.0	\$26.9	Laser hair removal and skin rejuvenation	National expansion.
5.	Flint Group Inc. 4600 Arrowhead Drive, Ann Arbor 48105 (734) 622-6000; www.flintgrp.com	Dave Frescoln, CEO	83.5%	\$2,700.0	\$1,471.0	Manufacturer of printing inks, plates and colorants	Merger with XSYS Print Solutions.
■ Largest company on this list.							
6.	RKA Petroleum Cos. Inc. 28340 Wick Road, Romulus 48174 (734) 946-2199; www.rkapetroleum.com	Brian Donnelly, COO	76.9%	\$245.9	\$139.0	Petroleum wholesaler, biodiesel, ethanol, E-85, jet fuel	Now supplying biodiesel and alternative fuels; also expansion into other Midwestern and Southern states.
7.	Sachse Construction & Development Corp. 260 E. Brown St., Suite 200, Birmingham 48009 (248) 647-4200; www.sachseconstruction.com	Todd Sachse, CEO, COO and president	76.8%	\$65.4	\$37.0	Construction, construction management, design-built	N/A
8.	Ronnisch Construction Group 4327 Delemere Court, Royal Oak 48073 (248) 549-1800; www.ronnisch.com	Bernd Ronnisch, CEO and president	72.3%	\$45.0	\$26.1	Construction, construction management, design-build	Repeat and referral business.
9.	Somanetics Corp. 1653 E. Maple Road, Troy 48083 (248) 689-3050; www.somanetics.com	Bruce Barrett, CEO and president	62.7%	\$20.5	\$12.6	Medical device development and marketing	Primarily increased sales of disposable SomaSensor for Invos blood-oxygen monitoring system.
10.	ITC Holdings Corp. 39500 Orchard Hill Place, Suite 200, Novi 48375 (248) 374-7100; www.itctransco.com	Joseph Welch, CEO and president	62.2%	\$205.3	\$126.5	Electricity transmission	Increased power demand, prices.
11.	Advanced Photonix Inc. 2925 Boardwalk, Ann Arbor 48104 (734) 864-5600; www.advancedphotonix.com	Richard Kurtz, chairman and CEO	59.3%	\$23.6	\$14.8	Optoelectronics and photodiodes	Primarily May 2005 acquisition of Picometric L.L.C.
12.	National Logistics Management 14320 Joy Road, Detroit 48228 (313) 272-6009; www.nlm.com	Scott Taylor, CEO, founder and president	58.7%	\$175.0	\$110.3	Logistics management	N/A
13.	Tepel Printing Co. 1725 John R, Troy 48083 (248) 743-2903; www.tepelbrothers.com	Jim Tepel, president	58.0%	\$16.6	\$10.5	Commercial printing	Expansion into the 40" printing market; adding new accounts.
14.	ePrize L.L.C. 1 ePrize Drive, Pleasant Ridge 48069 (248) 543-6800; www.eprize.com	Josh Linkner, CEO and founder	54.6%	\$28.6	\$18.5	Online promotions	Increased business in customer-loyalty programs.
15.	Rockwell Medical Technologies Inc. 30142 Wixom Road, Wixom 48393 (248) 960-9009; www.rockwellmed.com	Robert Chioini, chairman, president and CEO	54.3%	\$27.7	\$17.9	Manufacturer of dialysis concentrates and supplies	Increased orders from key national and regional chain customers.
16.	Southfield Chrysler Jeep 28100 Telegraph Road, Southfield 48034 (248) 354-2950; southfieldchrysler.com	Dan Frost, president and Gary Wood, CFO	50.2%	\$305.7	\$203.6	Auto dealership	N/A
17.	Ilitch Holdings Inc. 2211 Woodward Ave., Detroit 48201 (313) 983-6600; www.ilitchholdings.com	Michael Ilitch, chairman Marian Ilitch, vice chairwoman	50.0%	\$1,500.0	\$1,000.0	Provides technical and professional services for Little Caesar Enterprises Inc., Detroit Red Wings, Detroit Tigers, BlueLine Foodservice Distribution, Olympia Entertainment and other Ilitch-owned businesses	Acquisition of MotorCity Casino by vice chairwoman Marian Ilitch.
18.	FH Martin Constructors 28740 Mound Road, Warren 48092 (586) 558-2100; www.fhmartin.com	R. Andrew Martin Jr., president	49.6%	\$71.5	\$47.8	General contractor	Repeat business and geographic expansion in the Midwest.
19.	Renosol Corp. 1512 Woodland Drive, Saline 48176 (734) 429-5418; www.renosol.com	Douglas Peck, chairman and CEO	46.8%	\$82.6 ①	\$56.2	Molded foam automotive seating, polyurethane systems, molded foam custom products and rotocast products	N/A
20.	Universal Truckload Services Inc. 11355 Stephens Road, Warren 48089 (586) 920-0100; www.gouts.com	Donald Cochran, CEO and president	46.8%	\$531.3	\$362.0	Trucking	Organic growth, acquisitions of Great American Lines Inc. and CrossRoad Carriers Inc.

This list of fastest-growing companies in Wayne, Oakland, Macomb, Washtenaw and Livingston counties is based on a minimum 2004 revenue of \$10 million. This is not a complete listing but the most comprehensive available. Information is from the companies and from public filings. NA = not available.

① Crain's estimate.

LIST RESEARCHED BY ANNE MARKS, JOANNE SCHARICH AND MICHAEL LEE