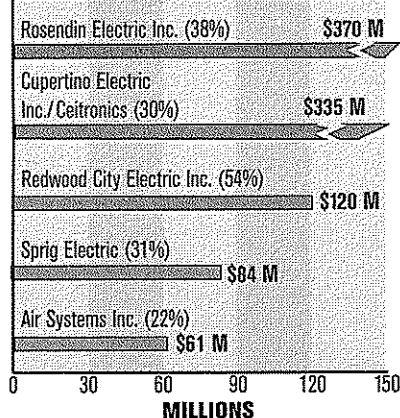


A closer look

Revenue jumps

All of the top five electrical contractors, by revenue, showed big jumps from year to year.

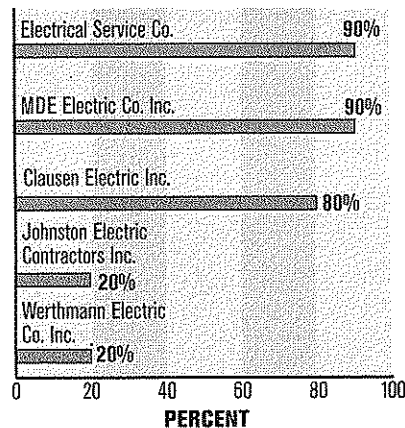
Ranked by revenue*



*Not all contractors reported revenue.

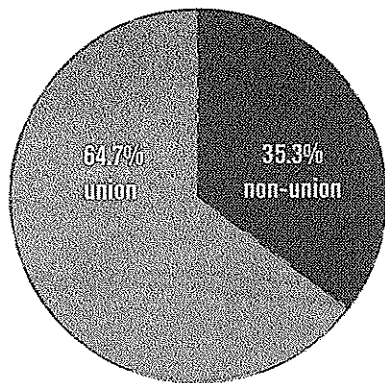
Biggest in residential

Electrical contractors ranked by percentage of their business that is residential.



Mostly union shops*

Almost two-thirds of the electrical contractors on the list are union shops:



*17 of 19 companies reported status.

Electrical Contractors

Ranked by number of electricians employed in Silicon Valley*

Rank 2006	Company Address	Number of electricians in Silicon Valley*/union or non-union shop	Most recently completed fiscal-year revenue/year-end date/year established ¹	Notable projects, city	Top local executive(s)
1	Rosendin Electric Inc. 880 N. Mabury Road, San Jose 95133 408-286-2800, www.rosendin.com	850 1400 Union	\$370 million 12/31/06 1919	El Camino Hospital replacement, Mountain View California Academy of Sciences, San Francisco International Airport - North Concourse, San Jose	Tom Sorley Jim Hawk Larry Beltramo
2	Cupertino Electric Inc./Ceitronics 1132 N. Seventh St., San Jose 95112 408-808-8000, www.cei.com	773 1017 Union	\$335 million 12/31/06 1954	Kaiser Hospital, Santa Clara Cannery Row Hotel, Monterey Cambrian School District, San Jose	James Ryley
3	Redwood City Electric Inc. 114 Hazel Ave., Redwood City 94061 408-453-0800	420 600 Union	\$120 million 09/30/06 1974	Google Inc., Mountain View Sun Microsystems Inc., Santa Clara Stanford University stadium, Palo Alto	Dennis Harker, Victor Castello Gordon Armstrong Bruce Kelly
4	Sprig Electric 1860 S. 10th St., San Jose 95112 408-298-3134, www.sprigelectric.com	195 290 Union	\$84 million 3/31/06 1970	Devcon Construction, Milpitas DPR Construction, San Jose McLarney Construction, San Jose	Pepper Snyder Rick Clinton Mike Glogovac ²
5	Electrical Service Co. 3550 Charter Park, San Jose 95136 408-265-2850, www.electricalservco.com	102 † Union	† NA 1980	KB Homes/Tuscany/Del Monte, San Jose Pulte Homes/Altura/Danbury, San Jose Shea Homes/Boulevard, Santa Clara	Doug Aumack
6	MDE Electric Co. Inc. 152 Commercial St., Sunnyvale 94086 408-738-8600 www.mde-electric.com	100 140 Union	† NA 1973	Douglas Ross/Sycamores-North Park, San Jose ROEM Corp./Corde Terra Apartments, San Jose Michael Roberts Const./S. City Lights, South SF	Marshall Goldman
7	Howell Electric Inc. 519 Aldo Ave., Santa Clara 95054 408-980-8800 www.howellelectric.com	78 78 Non-union	† NA 1984	Tellabs, Santa Clara Xoma, Berkeley Astra Zeneca, Hayward	Ken Howell
8	Elcor Electric Inc. 3310 Bassett St., Santa Clara 95054 408-986-1320	75 75 Union	† NA 1989	Qualcomm, Campbell Google Inc., Mountain View	George Woodley
9	New Age Electric Inc. 1085 N. 11th St., San Jose 95112 408-279-8787, www.newageelectric.com	65 65 †	\$6.68 million 12/31/06 1989	South Bay Construction, Campbell Hallmark Construction, Santa Clara Wal-mart, American Canyon	Kurt Rocklage
10	Wong Electric Inc. 4067 Transport St., Palo Alto 94303 650-813-9999 www.wongelectric.com	61 61 Non-union	† 12/31/06 1978	San Ysidro Center/Pacific General, Gilroy Toyota Fremont/Valley Construction, Fremont The Plant/Turner Construction, San Jose	Steven Wong
11	The Best Electrical Co. Inc. 442 Park Ave., San Jose 95110 408-287-2040 www.besteleco.com	40 † Union	† NA †	†	Vic Giacalone
12	Pfeiffer Electric Co. Inc. 448 Queens Lane, San Jose 95112 408-436-8523 www.pfeifferelectric.com	35 35 †	\$10.6 million 9/30/06 1926	†	Bill Pfeiffer
13	Air Systems Inc. 940 Remillard Court, San Jose 95122 408-280-1666 www.airsystemsinc.com	30 30 Union	\$61 million 12/31/06 1974	Tico/FormFactor, Livermore Novellus, San Jose CS Construction/Sony, San Jose	Art Williams Don Billups Marty Cull
13	Johnston Electric Contractors Inc. 1302 Lincoln Ave., Suite 204, San Jose 95125 408-266-0236, www.johnstonelectrical.com	30 † Non-union	\$4 million 12/31/06 1980	Neiman Marcus/Great Mall, Milpitas Office Depot, San Jose Wells Fargo corporate, San Jose	Brian Johnston
15	Clausen Electric Inc. 19970 McKean Road, San Jose 95120 408-927-7332	28 30 Non-union	\$2.8 million 9/30/06 1992	Owens residence, Atherton TMI Industries, Santa Clara Offices of Lexmar, Los Gatos	Mark Clausen
16	Mid-State Electric Inc. 1855 Kirkmont Drive, San Jose 95124 408-374-9077 www.midstateelectricinc.com	18 18 Union	† NA 2000	Magnussen Lexus/San Jose Const., Fremont Kyphon/McLarney Construction, Sunnyvale Daystar/San Jose Construction, Santa Clara	Daniel Cimino Rick Davis Jeanine Goeken
17	Werthmann Electric Co. Inc. 1711 Little Orchard St., Suite A, San Jose 95125 408-279-1433	10 10 Non-union	† N/A 1982	†	Paul Werthmann Pierre Andre
18	Clark Electric Corp. 3469 Victor St., Santa Clara 95054 408-988-4358 www.buildtright.net	8 8 Union	\$1.6 million 12/31/06 1993	Hewlett-Packard Co., Palo Alto California Water Service, San Jose Cherry Chase Elementary School, Sunnyvale	Sue Clark Virgil Clark
19	Da Rosa Electric Co. 1410 Norman Drive, Sunnyvale 94087 408-245-7677	1 1 Non-union	† NA 1984	Lockeed Martin, San Jose Aeroflex, Cupertino Expedite, San Jose	Alberto Da Rosa

*Silicon Valley includes: Santa Clara County; Fremont, Newark and Union City in Alameda County; Atherton, Belmont, East Palo Alto, Foster City, Menlo Park, Portola Valley, Redwood City, Redwood Shores, San Carlos, San Mateo and Woodside in San Mateo County; San Benito, Santa Cruz and Monterey counties. Although every attempt is made to ensure the accuracy and thoroughness of Business Journal lists, omissions sometimes occur.

NOTES: † - Did not disclose. NR - Not ranked. NA - Not applicable.
1. Year established in Silicon Valley.
2. Other top executives are Mike Jurewicz, Hussein Tofangasazan and Tim Martin.
Information was obtained from company representatives.
In case of ties, firms are listed alphabetically.

If your company would like to be considered for next year's list, or if there are any corrections or additions, write to: Research, Business Journal, 96 N. Third St., Suite 100, San Jose, CA 95112; fax 408-295-5028; or e-mail shayden@bizjournals.com.

Research by Sara R. Hayden and Lisa D. Bell

BOOK OF **LISTS** FACTOID **2006**

Star One Credit Union of Sunnyvale garnered the top spot on our Credit Unions list with more than \$3 billion in assets.

SILICON VALLEY / SAN JOSE
Business Journal

408.295.3800