

# T H E L I S T

Compiled by Jerry Rott  
716-541-1619, @BfloBizBOL  
jrott@bizjournals.com

## TOP PRIVATE COMPANIES

RANKED BY 2013 REVENUES

	Name/ Prior (*new or not ranked)/ URL	Address	Revenue 2013	Revenue 2012	WNY employees	General business description	Top local executive(s)/ Year founded
1	<b>Rich Products Corp.</b> ① richs.com	One Robert Rich Way Buffalo, NY 14213 716-878-8000	\$3.3 billion	\$3.1 billion	1,400	Global food supplier and manufacturing company	William Gisel Jr. 1945
2	<b>Delaware North</b> ② delawarenorth.com	40 Fountain Plaza Buffalo, NY 14202 716-858-5000	\$2.92 billion	\$2.7 billion	1,785	Global hospitality and food service	Jeremy Jacobs 1915
3	<b>Northtown Automotive Cos. Inc.</b> ③ northtownauto.com	1135 Millersport Highway Amherst, NY 14226 716-836-4600	\$395.19 million	\$381.45 million	590	Automotive sales	Norman Schreiber 1969
4	<b>Jack Hunt Coin Broker</b> ④ jackhunt.com	2746 Delaware Ave. Kenmore, NY 14217 716-874-7777	\$287.89 million	\$333.95 million	14	Precious metals broker	Scott Hunt 1968
5	<b>Employer Services Corp.</b> ⑤ myesc.com	20 Pineview Drive Amherst, NY 14228 716-691-4455	\$260.3 million	\$237.51 million	6,509	HR outsourcing company	Greg Bauer 1995
6	<b>Cannon Design</b> ⑥ cannondesign.com	2170 Whitehaven Road Grand Island, NY 14072 716-773-6800	\$214.06 million	\$202.48 million	191	Design for health, education, corporate and government clients	Gary Miller 1945
7	<b>Curbell Inc.</b> ⑦ curbellmedical.com	7 Cobham Drive Orchard Park, NY 14127 716-667-2520	\$176.18 million	\$169.3 million	253	Plastics shapes distribution and manufacturer of signaling devices for healthcare facilities	Shuhartha Ghose 1942
8	<b>Stampede Presentation Products Inc.</b> ⑧ stampedeglobal.com	55 Woodridge Drive Amherst, NY 14228 716-635-9474	\$138.08 million	\$115.64 million	50	Wholesale distributor of audio visual equipment	Mark Wilkins Kevin Kelly 1997
9	<b>Realty USA</b> ⑨ realtyusa.com	910 Maple Road Williamsville, NY 14221 716-662-2000	\$117.56 million	\$111.24 million	72	Residential and commercial real estate	Merle Whitehead 1959
10	<b>Dunn Tire LLC</b> ⑩ dunntire.com	475 Cayuga Road Buffalo, NY 14227 716-683-3910	\$101.86 million	\$94.82 million	451	Retail and wholesale automobile tire distributor	Randall Clark 1973
11	<b>Buffalo Hospital Supply Co. Inc.</b> ⑪ buffalohospital.com	4039 Genesee St. Buffalo, NY 14225 716-626-9400	\$101.09 million	\$105.28 million	116	Medical/surgical supply distribution	Ryan Burke 1977
12	<b>Rosina Food Products Inc.</b> ⑫ rosina.com	170 French Road Buffalo, NY 14227 716-668-0123	\$99.5 million	\$96 million	379	Frozen specialties	Russell Corigliano 1963
13	<b>Perry's Ice Cream Co. Inc.</b> ⑬ perrysicecream.com	One Ice Cream Plaza Akron, NY 14001 716-542-5492	\$89.66 million	\$85.52 million	335	Ice cream manufacturer, co-pack/private label manufacturer and distributor	Robert Denning 1918
14	<b>Ronco Communications</b> ⑭ ronco.net	595 Sheridan Drive Tonawanda, NY 14150 888-847-6626	\$84.58 million	\$79.12 million	120	Communication specialists	Patricia Wasp 1965
15	<b>Ferguson Electric</b> ⑮ fergusionelectric.com	333 Ellicott St. Buffalo, NY 14203 716-852-2010	\$75.49 million	\$82.56 million	301	Electrical contractor, electrical service company	Paul Reilly Angelo Veanes 1935
16	<b>M.J. Peterson Corp.</b> ⑯ mjpeterson.com	501 John James Audubon Parkway Amherst, NY 14228 716-688-1234	\$57.81 million	\$57.05 million	130	Real estate broker, builder, developer, property manager	Victor Peterson III 1930
17	<b>Erie and Niagara Insurance Association</b> ⑰ enia.com	8800 Sheridan Drive Williamsville, NY 14221 716-632-5433	\$57.29 million	\$56.83 million	66	Property and casualty insurance company	Norman Orlovski Jr. 1875
18	<b>Calamar</b> ⑱ calamar.com	3949 Forest Parkway Wheatfield, NY 14120 716-693-0006	\$56.88 million	\$41.62 million	63	Real estate organization, construction, development, property management	Kenneth Franasiak 1990
19	<b>Intertech Digital Entertainment Inc.</b> ⑲ intertechdigital.com	6523 S. Transit Road Lockport, NY 14094 716-625-8555	\$56.14 million	\$50.49 million	254	Satellite sales, real estate development	James Stephen Paul Stephen 1984
20	<b>Jiffy-tite Co.</b> ⑳ jiffy-tite.com	4437 Walden Ave. Lancaster, NY 14086 716-681-7200	\$56.03 million	\$43.19 million	184	Manufacturer of quick connect fluid couplers for the auto industry	Steve Zillig 1963

### ► CLOSER LOOK

## \$9.87B

Total revenue for these 74 companies in 2013

## \$9.29B

Total revenue for these 74 companies in 2012

**ABOUT THE LIST**  
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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# TOP PRIVATE COMPANIES

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## Talent always welcome here

CURBELL'S ART GHOSE SAYS KEY TO SUCCESS IS RIGHT PEOPLE AT THE READY

BY DAVID BERTOLA

dbertola@bizjournals.com

716-541-1621, @BfloBizDBertola

CEO Art Ghose said he is always on the lookout for talented engineers, sales and marketing people to work at Curbell Inc.

The company is a combination of Curbell Medical and Curbell Plastics, two entities that serve different markets. One is a plastics distribution company with 16 U.S. sales and distribution facilities.

### ► CURBELL INC.

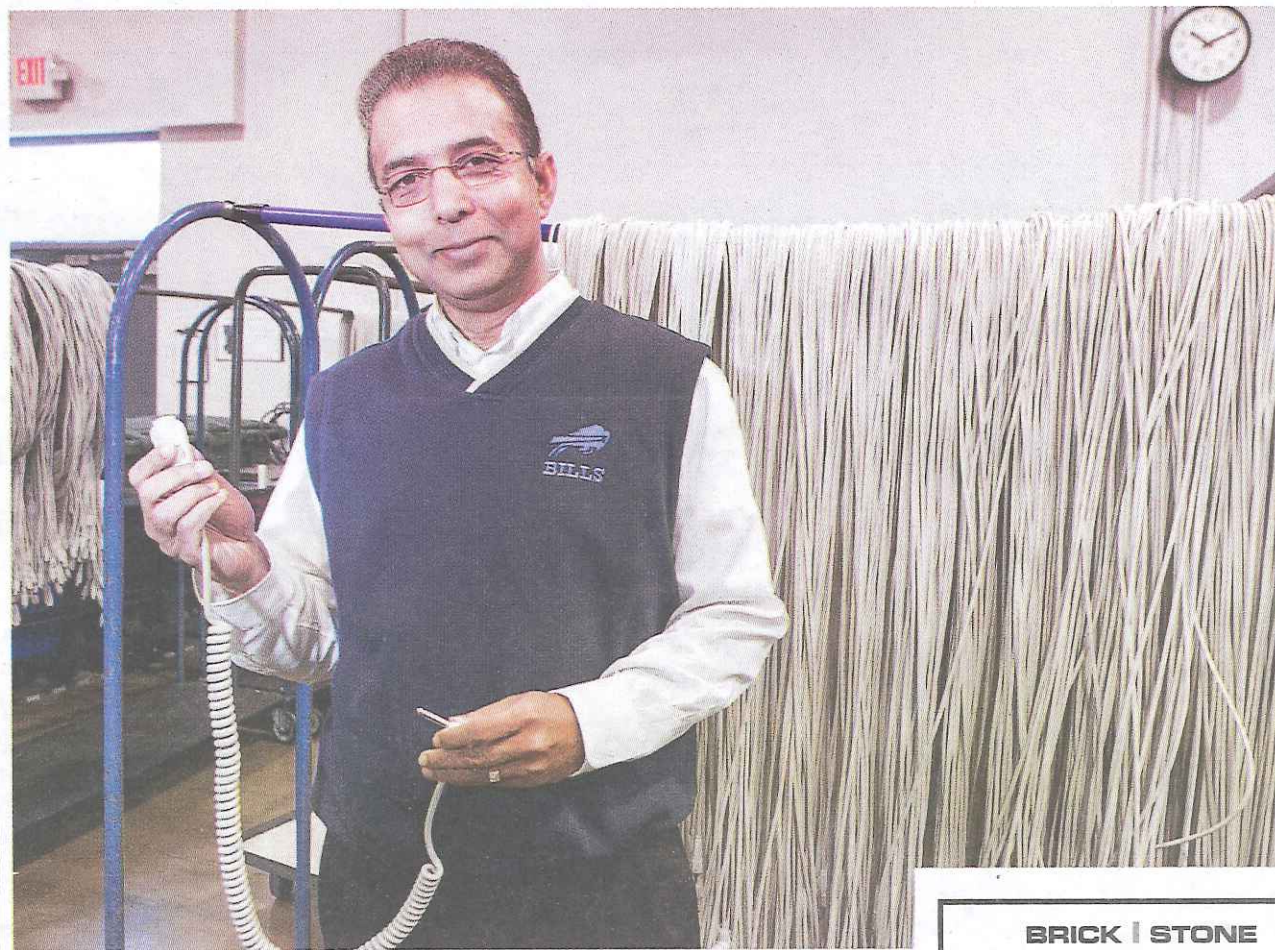
- **Rank:** 7
- **CEO:** Art Ghose
- **Address:** 7 Cobham Drive, Orchard Park 14127
- **Contact:** 716-667-2520  
curbellmedical.com
- **Established:** 1942
- **2013 sales:** \$176.18 million

The medical side manufactures units used in hospital beds for patients to communicate with a nurse or to listen to TV.

Ghose said that the company has 70 percent market share for these kinds of products.

"There's a manufacturing facility here and we're always hiring," said Ghose of the company, which employs about 450 nationwide. "One rule of thumb is that if we find an outstanding individual, we just hire them. We don't worry about whether or not we have an opening."

He said the Orchard Park company also doesn't worry about financial performance from quarter to



JIM COURTNEY

**No. 7:** Curbell Inc. CEO Art Ghose, holding a cable for a Curbell product, said the company has a 70 percent market share of medical devices used in hospital beds to communicate with nurse's stations. In November, Curbell Plastics acquired Gurnee, Ill.-based O & P Plastics to support its orthotics and prosthetics business. The plastics company supplies plastic sheet, rod, tube, film, adhesives, sealants and prototyping materials. The medical side of the business makes products used in hospital rooms.

quarter.

The approach, he said, is to stick to a long-term plan. That allows the company to remain on target and achieve its goals.

"During the recession a few years

ago, we took smaller profits but we never changed our goals, it's a great advantage of not being publicly traded," he said. "We'll never sacrifice the short term for long-term growth or profit."

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