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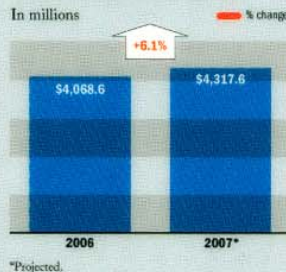
MINORITY FIRMS TAKE ANOTHER STEP FORWARD

FORECAST The city's largest minority-owned firms keep growing. As a whole, *Crain's* Top 25 are projecting a 6.1% revenue increase in 2007, compared with a 5% rise last year.

VETERAN ACuPowder International, which has been making nonferrous powders for 91 years, is the oldest business on the list.

STAKES Thirty-eight percent of the firms are wholly or majority-owned by Hispanics, 34% by Asians and 28% by African-Americans.

Total Revenues at Top 25



Biggest Gainers

Projected % change in revenues, 2006-2007



Top Five in NYC Employees



REBEKA LINDSTROM

NY Area's Largest Minority-Owned Companies

Ranked by projected 2007 revenues

Rank	Company	Phone/Web site	Top executive	Projected 2007 revenues (in millions)	2006 revenues (in millions)	2006 NYC employees ¹	2006 total employees ²	Year founded	% minority ownership, by race/ethnicity of owner(s)	Nature of business
5	Beneath Your Sole Inc. 20 Beechwood Ave. Mount Vernon, NY 10553	(914) 663-7790 www.beneathyoursole.com	Ramel Sherman, Pamela Sherman Chief executives, owners	\$300.0	\$300.0	10	20	1992	Black/African-American: 100.0%	Building maintenance and floor care
6	Tecna Corp. ³ 1 International Blvd. Mahwah, NJ 07495	(201) 529-0410 www.tecnacorp.com	Sikander A. Durrani Chairman, chief executive	\$227.0	\$215.3	0	447	1972	Asian: 100.0%	Manufacturing and exporting of industrial and aerospace products; power generation
7	By Design ⁶ 2400 83rd St. North Bergen, NJ 07047	(201) 649-9300 www.bydesignllc.com	Jay Lee President, chief executive	\$158.4	\$122.2	76	114	1994	Asian: 100.0%	Women's apparel wholesaler
8	Bartlett Dairy Inc. 105-03 150th St. Jamaica, NY 11435	(718) 658-2299 www.bartlettny.com	Thomas Malave President	\$130.0	\$110.0	196	196	1990	Hispanic/ Latino: 80.0%	Dairy and food distribution
9	Dial-A-Mattress Operating Corp. ² 31-10 48th Ave. Long Island City, NY 11101	(718) 472-1200 www.mattress.com	Napoleon Barragan Chairman, chief executive	\$120.0	\$120.0	250	320	1976	Hispanic/ Latino: 100.0%	Retail sale of mattresses and related bedding items
10	ACuPowder International 901 Lehigh Ave. Union, NJ 07083	(908) 851-4500 www.acupowder.com	Edul Daver President	\$110.0	\$97.0	0	72	1916	Asian: 52.0%	Manufacturer of nonferrous powders
11	Waitex Group of Companies ⁷ 135 W. 36th St. New York, NY 10018	(212) 967-8100 www.waitex.com	Howard H. Li Chairman, chief executive	\$110.0	\$100.1	80	700	1981	Asian: 100.0%	Warehouse distribution and apparel manufacturer and wholesaler
12	ASI System Integration Inc. 48 W. 37th St. New York, NY 10018	(212) 736-0111 www.asisystem.com	Sonny Chabra Chairman, chief executive	\$105.0	\$65.0	n/d	n/d	2005	Asian: 100.0%	Technology sourcing, consulting and services
13	Condat Distributors Inc. 531 Dupont St. Bronx, NY 10474	(718) 589-1100 www.condatfoods.com	Carmen Fernandez President	\$99.0	\$99.0	225	250	1968	Hispanic/ Latino: 100.0%	Specialty wholesale food distribution
14	Tri-Line Contracting 321 W. 44th St. New York, NY 10036	(212) 245-7402 www.trilinecontracting.com	José Velazquez President	\$93.0	\$70.0	80	80	2000	Hispanic/ Latino: 100.0%	General contracting and construction management
15	Lafayette 148 New York 148 Lafayette St. New York, NY 10013	(212) 965-9606 www.lafayette148.com	Shun Yen Sui Chief executive	\$75.0	\$58.0	100	105	1995	Asian: 75.0%	Women's apparel wholesaler

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. *Crain's New York Business* uses staff research, extensive surveys and the most current references available to produce its lists, but given the confidential nature of the information for many privately held minority-owned companies, it is not possible to identify and include every company that would qualify for the list. To qualify, a company must be a privately owned business headquartered in the New York area, and 51% or more of the firm must be owned by minorities. Minority race/ethnicities as defined and classified by the U.S. Census Bureau and Empire State Development are as follows: black/African-American (having origins in any of the black African racial groups); Hispanic/Latino (Mexican, Puerto Rican, Dominican, Cuban, Central or South American of either Indian or Hispanic/Latino origin, regardless of race); Asian (having origins in any of the Far East countries, Southeast Asia or Indian subcontinent); American Indian/Alaskan Native (having origins in any of the original peoples of North, South or Central America and maintaining tribal affiliation or community attachment); and native Hawaiian/other Pacific Islander (having origins in any of the original peoples of Hawaii, Guam, Samoa or other Pacific Islands). Information was supplied by the companies unless otherwise noted. In case of tied figures, companies are listed alphabetically. Revenue figures are for calendar year except where noted. 2007 revenue figures are estimates for companies with fiscal years ending in July through December of this year and are actual for companies with fiscal years ending in January through June, unless otherwise noted. n/a Not available. n/d Not disclosed. 1-Full-time and full-time-equivalent, as of Dec. 31. 2-Company did not respond to this year's survey. Some information/figures are *Crain's* estimates based on other published information. 3-Company declined to provide figure to this year's survey. Revenue figure is a *Crain's* estimate based on data provided by the company in 2006. 4-Company declined to respond to this year's survey. Some information/figures are *Crain's* estimates based on other published information. 5-Fiscal year ends June 30. 6-Fiscal year ends March 31. 7-Fiscal year ends Sept. 30. 8-Fiscal year ends April 30. Research: Denise Southwood, Adrienne Pasquarrell and Kathleen Morgenier

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