

Largest Indiana Private Companies

(Ranked by 2016 revenue)

RANK 2016 rank	COMPANY ADDRESS TELEPHONE / WEBSITE	REVENUE: 2016 2015	FTE EMPLOYEES: TOTAL INDIANA	PRODUCTS AND SERVICES	MAJORITY OWNER(S)	GEOGRAPHIC AREAS OF OPERATION	HEAD(S) OF LOCAL OPERATIONS, TITLE(S)	FOUNDED IN INDIANA
1 1	Do it Best Corp. 6502 Nelson Road, Fort Wayne 46803 (260) 748-5300/ doitbestcorp.com	\$3.0 billion \$3.0 billion	1,477 425	hardware, lumber, building materials and home improvement cooperative	member-owned	worldwide	Dan Starr, president, CEO	1945
2 3	Cook Group Inc. 750 Daniels Way, Bloomington 47404 (812) 339-2235/ cookmedical.com	\$2.2 billion \$2.0 billion	12,000 7,390	manufacture and distribute medical products and interventional devices, travel services, real estate development, resort management	Gayle Cook, Carl Cook	worldwide	Pete Yonkman, president	1963
3 4	OneAmerica Financial Partners Inc. One American Square, 46206 (317) 285-1877/ oneamerica.com	\$2.1 billion \$2.0 billion	1,963 1,441	retirement plan products and services, life insurance and annuities, long-term-care products, employee benefits and disability	American United Mutual Insurance Holding Co.	United States	J. Scott Davison, chairman, president, CEO	1877
4 5	LDI Ltd. LLC 54 Monument Circle, Suite 800, 46204 (317) 237-5400/ ldiltd.com	\$1.7 billion \$1.8 billion	3,018 122	investments in logistics, distribution and light manufacturing	Lacy family	worldwide	J.A. Lacy, president, CEO	1912
4 2	Petroleum Traders Corp. 7120 Pointe Inverness Way, Fort Wayne 46804 (260) 432-6622/ petroleumtraders.com	\$1.7 billion \$2.8 billion	139 139	wholesale petroleum product sales	Michael B. Himes	United States	Michael B. Himes, CEO	1979
6 6	White Lodging Services Corp. 701 E. 83rd Ave., Merrillville 46410 (219) 472-2900/ whitelodging.com	\$1.6 billion \$1.4 billion	8,201 2,012	hotel ownership, development and management	DND	19 states	Bruce W. White, chairman, founder; Ken Barrett, president, hospitality management; Deno Yankes, president, investments and development	1985
7 8	The Bob Rohrman Auto Group 3900 South St., Lafayette 47905 (765) 448-1000/ rohrman.com	\$1.0 billion \$1.1 billion	1,452 702	automobile sales and service	Robert V. Rohrman	Illinois, Indiana, Wisconsin	Robert V. Rohrman, president	1963
7 8	Steel Warehouse Co. LLC 2722 W. Tucker Drive, South Bend 46619 (574) 236-5100/ steelwarehouse.com	\$1.0 billion \$1.1 billion	2,020 813	flat-rolled carbon steel products, pickling, temper passing cut to length, slitting, leveling, burning, plate products, specialty cold rolling, annealing	Lerman Enterprises	Midwest, south central U.S., Mexico, Brazil	Ted Lerman, CEO	1947
9 10	Koch Enterprises Inc. 14 S. 11th Ave., Evansville 47712 (812) 465-9800/ kochenterprises.com	\$950.0 million \$1.0 billion	2,600 525	distribution, manufacturing	Koch family	worldwide	Kevin R. Koch, president, CEO	1873
10 16	Elwood Staffing 4111 Central Ave., Columbus 47203 (812) 372-6200/ elwoodstaffing.com	\$852.2 million \$804.3 million	1,060 263	workforce solutions	DND	31 states	Mark S. Elwood, CEO	1980
11 14	Indiana Farm Bureau Insurance—Property/Casualty & Life 225 S. East St., 46202 (317) 692-7200/ infarmbureau.com	\$850.0 million \$839.4 million	1,200 1,200	property, casualty and life insurance	Indiana Farm Bureau Inc.	Indiana	Joseph A. Martin, CEO; Randall C. Kron, president	1934/1937
12 10	CountryMark 225 S. East St., Suite 144, 46202 (317) 238-8200/ countrymark.com	\$844.4 million \$1.0 billion	520 362	oil exploration, production, refining and marketing	23 member cooperatives	Midwest	Charles E. Smith, president, CEO	1919
13 18	USIC LLC 9045 N. River Road, Suite 300, 46240 (317) 575-7800/ usicllc.com	\$810.3 million \$703.6 million	8,682 575	utility damage prevention services, gas leak detection, pipeline inspections, storm services	Leonard Green & Partners LP	42 states; Alberta, Canada	Robert M. Tullman, president, CEO	2008
14 17	Ray Skillman Auto Centers 8424 U.S. 31 South, 46227 (317) 888-9500/ rayskillman.com	\$805.0 million \$750.4 million	1,144 DND	automotive sales and service	R. Skillman, B. Skillman, B. Morgan, J. Bunte, C. Delp, J. Skillman, (1)	central Indiana	Ray Skillman, president	1979
15 13	Atlas World Group Inc. 1212 St. George Road, Evansville 47711 (800) 638-9797/ atlasvanlines.com	\$795.2 million \$845.1 million	644 358	transportation and related services for relocation, benefits, recruiting, logistics and travel	agent-owned	worldwide	Jack Griffin, CEO, vice chairman; Glen Dunkerson, chairman	1948
16 15	Telamon Corp. 1000 E. 116th St., Carmel 46032 (317) 818-6888/ telamon.com	\$783.0 million \$805.0 million	630 316	supply chain management, network integration, equipment assembly, kitting, transaction outsourcing, telehealth services, solar farm development	Chen family	nine states, China, Mexico	Stanley E. Chen, CEO	1985
17 12	Co-Alliance LLP 5250 E. U.S. 36, Building 1000, Avon 46123 (317) 745-4491/ co-alliance.com	\$713.0 million \$864.0 million	502 448	energy and agribusiness supply and service	farmer cooperatives	Indiana, Ohio, Michigan	Kevin A. Still, CEO	1927
18 24	Federal Home Loan Bank of Indianapolis 8250 Woodfield Crossing Blvd., 46240 (317) 465-0200/ fhlibi.com	\$694.9 million \$543.7 million	225 223	wholesale credit, mortgage purchase and banking services for member financial institutions	member financial institutions	Indiana, Michigan	Cindy L. Konich, president, CEO	1932
19 19	Hoosier Energy Rural Electric Cooperative Inc. P.O. Box 908, Bloomington 47402 (812) 876-0324/ hepn.com	\$687.5 million \$673.1 million	453 453	generation and transmission of electricity	18 rural electric distribution cooperatives in Indiana and Illinois	central and southern Indiana, southeastern Illinois	J. Steven Smith, CEO	1949
20 22	Jasper Engines & Transmissions 815 Wernsing Road, Jasper 47546 (812) 482-1041/ jasperengines.com	\$577.7 million \$576.9 million	2,191 1,638	remanufactured gas and diesel engines, transmissions, differentials, diesel fuel and air components, marine stern drives, outboard powerheads	ESOP	United States	Doug Bawel, chairman, CEO; Zach Bawel, president	1942
21 25	F.A. Wilhelm Construction Co. Inc. 3914 Prospect St., 46203 (317) 359-5411/ fawilhelm.com	\$574.0 million \$515.0 million	1,700 1,580	construction management, design/build, general contracting, preconstruction, self-perform trades	management-owned	nine states	Philip G. Kenney, president	1923
22 20	Vertellus (2) 201 N. Illinois St., Suite 1800, 46204 (317) 247-8141/ vertellus.com	\$523.0 million \$657.0 million	873 221	fine and specialty chemicals	Valencio Bidco LLC	United States, China, United Kingdom, India	Richard V. Preziotti, president, CEO	1896
23 21	Rea Magnet Wire Co. Inc. 3400 E. Coliseum Blvd., Suite 200, Fort Wayne 46805 (260) 421-7321/ reawire.com	\$514.5 million \$638.2 million	846 420	magnet wire	James M. Vann	North America, China	Scott Harrison, president, CEO	1933
24 NR	Sweetwater Sound Inc. 5501 U.S. 30W, Fort Wayne 46818 (260) 432-8176/ sweetwater.com	\$508.0 million \$432.0 million	1,070 1,070	musical instrument and equipment retailer	Chuck and Lisa Surack	United States	Chuck Surack, founder, president	1979
25 29	Defenders Inc. 3750 Priority Way S. Drive, 46240 (317) 810-4720/ homedefenders.com	\$480.3 million \$437.7 million	2,281 747	home security and home automation	David P. Lindsey	Indiana, Kentucky; security installation offices nationwide	James Boyce, president, CEO	1998

CFO=chief financial officer
COO=chief operating officer
d/b/a=doing business as
DND=did not disclose
ESOP=employee stock ownership plan
EVP=executive vice president
FTE=full-time equivalent
LLC=limited liability company
LLP=limited liability partnership
NR=not ranked

Some companies may have been omitted due to lack of information or deadline restrictions.

The Indianapolis Business Journal list of largest Indiana private companies is the most comprehensive available. For copies of this list, go to www.IBJ.com and click on the "lists" link.

Research by Terry Sowka
(current as of May 24, 2017)
Email: tsowka@ibj.com

Information was provided by the individual companies and has not been independently verified.

Top 25 lists are compiled each December in the Book of Lists.

(1) A. Skillman, T. Cornwell, C. DeWitt, A. Haltom
(2) Acquired by Delaware-based Valencio Bidco LLC Nov. 1, 2016.

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26 28	Indiana Municipal Power Agency 11610 N. College Ave., Carmel 46032 (317) 573-9955/ impa.com	\$452.7 million \$448.8 million	DND DND	wholesale electric generation and transmission provider	DND	Indiana	Rajeshwar G. Rao, president, CEO	1980
27 27	JBS United Inc. 322 S. Main St., Sheridan 46069 (317) 758-4495/ jbsunited.com	\$391.1 million \$454.1 million	DND DND	livestock nutrition and animal health, grain merchandising	John Swisher and family	United States, Asia, Eastern Europe, Central and South America	John B. Swisher, founder, chairman emeritus; Douglas M. Webel, president, CEO	1956
28 35	Knowledge Services 5875 Castle Creek Parkway, Suite 400, 46250 (317) 578-1700/ knowledgeservices.com	\$374.3 million \$273.8 million	2,126 1,200	technology, workforce management, staffing and recruiting	Julie Bielawski, Joe Bielawski	DND	Julie Bielawski, CEO	1995
29 36	Shiel Sexton Co. Inc. 902 N. Capitol Ave., 46204 (317) 423-6000/ shiels Sexton.com	\$365.0 million \$271.0 million	353 319	construction management, design/build, general contracting, program management, real estate services	ESOP	Midwest, Southeast	Michael T. Dilts, CEO; Brian J. Sullivan, managing partner	1962
30 31	Monarch Beverage Co. 9347 E. Pendleton Pike, 46236 (317) 612-1310/ monarch-beverage.com	\$341.0 million \$333.0 million	705 705	beer and wine distributor	Ann French, Edward French III, Gail Pheffer	Indiana	Phil Terry, CEO; John Xenos, general manager	1947
31 46	Mainstreet 14390 Clay Terrace Blvd., Suite 205, Carmel 46032 (317) 582-6200/ mainstreetinvestment.com	\$332.4 million \$179.0 million	75 75	real estate development, health care operations, value investments, student housing	Zeke Turner	United States	Zeke Turner, founder, CEO	2002
32 32	Traylor Bros. Inc. 835 N. Congress Ave., Evansville 47715 (812) 477-1542/ traylor.com	\$330.6 million \$323.2 million	257 78	civil construction including bridges, marine, tunnels, highway, seismic retrofit and design/build	Traylor Construction Group Inc.	Unites States, Canada	Christopher S. Traylor, Michael T. Traylor, co-presidents	1946
33 40	Bowen Engineering Corp. 8802 N. Meridian St., 46260 (317) 842-2616/ bowenengineering.com	\$304.0 million \$221.8 million	260 200	general contracting, power, industrial, utility, water/wastewater, performance contracting, alternative energy	employee-owned	United States	A. Douglas Bowen, president, CEO	1967
34 34	Independent Stationers Inc. 250 E. 96th St., Suite 510, 46240 (317) 579-1116/ independentstationers.coop	\$291.0 million \$304.0 million	25 19	office products cooperative	members of cooperative	United States	Mike Gentile, president, CEO	1977
35 33	Kokomo Grain Co. Inc. P.O. Box 745, Kokomo 46903 (765) 457-7536/ kokomograin.com	\$280.0 million \$315.0 million	80 71	grain merchandising and storage	Ortman family	Indiana, Tennessee	Scot A. Ortman, CEO	1950
36 38	BMWC Constructors Inc. 1740 W. Michigan St., 46222 (317) 267-0400/ bmwc.com	\$267.0 million \$240.0 million	1,400 1,000	pipng, pipe fabrication, boilermaker, sheet metal, millwright, electrical, steel erection, virtual design	BMWC Constructors Inc.	United States	Brian Acton, president, CEO	1955
37 37	Best Chairs Inc. d/b/a Best Home Furnishings 1 Best Drive, Ferdinand 47532 (812) 367-1761/ besthf.com	\$250.3 million \$260.1 million	960 960	manufacturer of upholstered residential furniture	Lange family	Indiana	Glenn A. Lange, CEO; Brian L. Lange, president	1962
38 30	Palmer Trucks Inc. 2929 S. Holt Road, 46241 (317) 247-8421/ palmertrucks.com	\$244.1 million \$357.9 million	460 350	medium- and heavy-duty truck sales, parts, service, body shop, fabricating	DND	Indiana, Ohio	John A. Nichols, CEO; Tom Kapitan, president; Jeffrey Curry, CFO	1965
39 41	Indiana Farmers Mutual Insurance Co. 10 W. 106th St., Carmel 46290 (317) 846-4211/ indianafarmers.com	\$212.5 million \$202.4 million	175 175	private passenger auto, homeowners, farm, commercial	policyholders	Indiana	Kim O. Smith, president, CEO	1877
40 42	Wheaton Van Lines Inc. 8010 Castleton Road, 46250 (317) 849-7900/ wheatonworldwide.com	\$209.2 million \$196.2 million	149 149	relocation services for residential, corporate, military and office moves	ESOP	worldwide	Stephen F. Burns, chairman; Mark Kirschner, CEO; A.J. Schneider, EVP	1945
41 NR	Gaylor Electric Inc. 5750 Castle Creek Parkway N. Drive, Suite 400, 46250 (317) 843-0577/ gaylor.com	\$200.2 million \$172.5 million	1,100 525	commercial and industrial design/build; switch-yard, line and power distribution; alternative energy; industrial turnarounds	John Gaylor	Indiana, Ohio, Tennessee, Georgia, North Carolina, South Carolina, Arizona	Chuck D. Goodrich, president	1984
42 44	Gene B. Glick Co. Inc. 8801 River Crossing Blvd., Suite 200, 46240 (317) 469-0400/ genebglick.com	\$194.0 million \$194.0 million	662 517	property management and development	family-owned	Midwest, East Coast	David O. Barrett, president, CEO	1947
43 48	Maple Leaf Farms Inc. P.O. Box 167, Leesburg 46538 (574) 453-4500/ mapleleafarms.com	\$174.3 million \$170.3 million	1,027 737	duck and chicken processing, slaughter	Terry Tucker, Sandra Tucker, Scott Tucker, John Tucker, Patricia Rice	California, Indiana, Wisconsin, Michigan, China, Mexico, Bulgaria	Terry L. Tucker, CEO; John A. Tucker, Scott M. Tucker, co-presidents; Scott D. Reinhold, COO, CFO	1958
44 50	Winkler Inc. P.O. Box 68, Dale 47523 (812) 937-4421/ winklerinc.com	\$167.0 million \$156.0 million	275 270	wholesale grocer and grocery retailer	Lloyd T. Winkler	300-mile radius of Dale	Joshua R. Winkler, president	1911
45 47	The Hagerman Group 10315 Allisonville Road, Fishers 46038 (317) 577-6836/ thehagermangroup.com	\$160.0 million \$174.0 million	121 110	construction management, design/build, general contracting, concrete, carpentry, masonry, economic development	Hagerman family	Midwest	Jeffrey M. Hagerman, chairman	1908
46 NR	Servus Inc. 4201 Mannheim Road, Suite A, Jasper 47546 (812) 482-3212/ greatservus.com	\$131.2 million \$134.0 million	1,917 1,240	restaurant franchisee	Bob Ruckriegel, Lovella Ruckriegel	Indiana, Illinois, Kentucky, Michigan	DND	1964
47 45	Thompson Thrift 901 Wabash Ave., Suite 300, Terre Haute 47807 (812) 235-5959/ thompsonthrift.com	\$127.2 million \$189.6 million	181 DND	full-service construction and development company	John Thompson, Paul Thrift	United States	John Thompson, president, Thompson Thrift Construction; Paul Thrift, president, Thompson Thrift Development	1986
48 NR	Stratosphere Quality LLC 12024 Exit Five Parkway, Fishers 46037 (317) 578-1455/ stratospherequality.com	\$121.8 million \$102.3 million	2,158 DND	sorting, inspecting, containment and quality-assurance services to manufacturers	Steven J. Cage	U.S., Canada and parts of Mexico	Tom Gray, CEO	2009
49 NR	Prime Care Properties LLC 10401 N. Meridian St., Suite 122, 46290 (317) 630-3156/ pcproperties.com	\$109.5 million \$109.9 million	5 3	elder-care facilities provider	Jay L. Hicks, Arnold M. Whitman, Robert N. Davies	United States	Jay L. Hicks, president	1997
50 NR	Materials Processing Inc. 3500 DePauw Blvd., Suite 1090, 46268 (317) 803-3010/ mpicorp.com	\$104.4 million \$109.8 million	550 380	metal stamping and assembly, metal slitting service centers and distribution, austemper heat treating, deburring, industrial cases	John E. Barnes, Clay T. Barnes	Indiana, Texas, Mexico	Clay T. Barnes, president, CEO	1958

CFO=chief financial officer
COO=chief operating officer
d/b/a=doing business as
DND=did not disclose
ESOP=employee stock ownership plan
EVP=executive vice president
FTE=full-time equivalent
LLC=limited liability company
NR=not ranked

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Research by Terry Sowka
(current as of May 24, 2017)
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Information was provided by the individual companies and has not been independently verified.

Top 25 lists are compiled each December in the Book of Lists.