

About Hoover's MasterList of U.S. Companies 2009

Hoover's MasterList of U.S. Companies is one of the most comprehensive, but still affordable, sources for information on the vast array of enterprises that power the U.S. economy. This fifteenth edition is packed with information, and we believe, represents a true value for the information seeker.

In this two-volume set, we continue to feature our capsule summaries for each company. Additionally, we have included lists of the Top 500 companies in this book, organized by sales, employees, five-year annualized sales growth, and market value.

Hoover's MasterList of U.S. Companies 2009 contains essential information on about 10,000 companies taken from our internal database. We supplemented and expanded that database by obtaining sales information on most public companies from EDGAR Online.

In our selection process, we have endeavored to cover all US companies traded on the major stock exchanges, the largest and most important private enterprises in the US, as well as many other organizations that contribute to our economy, including government-owned enterprises (the United States Postal Service), foundations (the Bill & Melinda Gates Foundation), and major subsidiaries of US and non-US corporations.

We selected companies using the following criteria:

Public Companies (5,697)

We've included all US companies that trade on the New York Stock Exchange (NYSE), the American Stock Exchange (AMEX), and the NASDAQ Global (NASDAQ GM) and Global Select Markets (NASDAQ GS), as well as many of the companies in Hoover's database that

trade on the NASDAQ Capital Market (NASDAQ CM), OTC, or Pink Sheets.

Private and Other Enterprises (4,303)

Our coverage of privately held businesses and other non-public entities includes:

- the largest privately held companies in the US;
- hundreds of the largest mutual insurance companies, agricultural co-ops, foundations, sports teams and leagues, universities, and not-for-profits;
- major subsidiaries of US and non-US corporations that have strong identities independent of the parent organizations;
- major government-owned enterprises.

INFORMATION PROVIDED ABOUT THE COMPANIES

Each entry contains a description of the company's products and operations, ownership, and market position if available, as well as the basic information that most people need to locate, communicate with, and evaluate a company. We have included each company's legal name at the top of the entry (or in the text if it is too long), and if available:

- The street address, phone number, fax number, and Web site address;
- The names of the chief executive officer (CEO), chief financial officer (CFO), and human resources (HR) contact;
- The company's status (privately held, public, subsidiary, etc.).

Headquarters for companies that are incorporated in Bermuda, but whose operational headquarters are in the US, are listed under their US address. The same applies

for companies with joint US and non-US headquarters (such as KPMG International).


For public companies, we have provided trading symbols and exchanges. Sales numbers are provided for all companies, if available, with generally two major exceptions: Corporate parents do not break out sales for many subsidiaries or business segments, and venture capital firms and investment bankers do not provide revenue numbers. Sales for private companies are the most recent available; some are estimated or approximate, as the companies would not divulge exact figures. (Estimated sales numbers are identified as such.)

Some companies have joint CEOs or even no one with the title CEO, although there is someone who functions as the chief executive. In these cases, we have listed after the CEO heading the name of the person who appears first in the company's materials. In smaller companies, sometimes no one individual has the official title of CFO. In those cases, we have listed after the CFO heading the name of the principal financial officer (i.e., the officer who signs off on the company's financial statements).

INDEXES

To help readers easily locate information, we have included three indexes: companies by headquarters location, by industry, and by stock exchange symbol. The indexes for the two volumes are combined and are located at the end of Volume 2.

OTHER HOOVER'S RESOURCES

Companies in *Hoover's MasterList of U.S. Companies* that have more in-depth coverage on Hoover's Online (www.hoovers.com) are indicated by this symbol: 

Many of these in-depth profiles are also available in the Hoover's Handbook series, including *Hoover's Handbook of American Business* and *Hoover's Handbook of Emerging Companies*. Information on non-US and private companies can be found in *Hoover's Handbook of World Business* and *Hoover's Handbook of Private Companies*. For more information about these or other Hoover's products, call us at 800-486-8666, e-mail us at orders@hoovers.com, or check out www.hooversbooks.com.

The best suggestions we receive come from our readers. If you would like to see any additional information included in future editions of this book, we invite your comments via telephone (512-374-4500), fax (512-374-4538), mail (5800 Airport Blvd., Austin, TX 78752), or e-mail (info@hoovers.com).

As always, we hope you find our books useful.

The Editors
Hoover's, Inc.
August 2008

EXAR CORPORATION

NASDAQ (GM): EXAR

48720 Kato Rd.
Fremont, CA 94538
Phone: 510-668-7000
Fax: 510-668-7001
Web: www.exar.com

CEO: Pedro (Pete) Rodriguez
CFO: J. Scott Kamsler
HR: Diane Hill
FYE: March 31
Type: Public

Exar seeks excellence in the exacting world of high-speed communications chips. The fabless semiconductor company's digital, analog, and mixed-signal integrated circuits are used in broadband networking equipment — especially telecommunications infrastructure gear — as well as in video and imaging devices, such as medical instrumentation, digital still cameras, and scanners. Exar outsources most of its manufacturing to Chartered Semiconductor; its customers include Alcatel-Lucent, Apple, Cisco Systems, Fujitsu, Hewlett-Packard, IBM, LG Electronics, Motorola, NEC, Nokia Siemens Networks, and Samsung Electronics. The company derives about two-thirds of its sales outside the US.

	Annual Growth	3/04	3/05	3/06	3/07	3/08
Sales (\$ mil.)	7.5%	67.2	57.4	67.0	68.5	89.7
Net income (\$ mil.)	—	4.6	5.3	7.8	8.0	(195.9)
Market value (\$ mil.)	(17.0%)	757.7	573.8	626.9	475.7	359.8
Employees	10.9%	267	268	255	234	404

EXCEL TECHNOLOGY, INC.

NASDAQ (GS): XLTC

41 Research Way
East Setauket, NY 11733
Phone: 631-784-6175
Fax: 631-784-6195
Web: www.exceltechinc.com

CEO: Antoine Dominic
CFO: Alice Varisano
HR: Alice Varisano
FYE: December 31
Type: Public

Excel Technology excels in photonics. Operating through a number of subsidiaries, the company makes electro-optical components and laser systems for the scientific, industrial, and medical markets. Excel's Baublys-Control Laser unit is a leading producer of lasers for marking and engraving industrial materials, while its Cambridge Technology subsidiary develops optical scanners for biomedical research. Other units produce photomask repair systems, precision photometers, diamond-cutting systems, and scientific and industrial lasers. Customers located in the US account for nearly 40% of sales.

	Annual Growth	12/03	12/04	12/05	12/06	12/07
Sales (\$ mil.)	6.9%	122.7	136.6	137.7	154.5	160.0
Net income (\$ mil.)	11.9%	11.3	14.8	15.2	14.0	17.7
Market value (\$ mil.)	(6.9%)	392.4	313.4	286.9	311.2	294.3
Employees	3.8%	619	684	721	704	719

EXCHANGE BANK

OTC: EXSR

545 4th St.
Santa Rosa, CA 95401
Phone: 707-524-3000
Fax: 707-579-4745
Web: www.exchangebank.com

CEO: J. Barrie Graham
CFO: Bruce E. DeCrona
HR: Diane Franzese
FYE: December 31
Type: Public

In Santa Rosa there may be no refunds, but there *are* exchanges. Exchange Banks, that is. Serving personal and business customers throughout Sonoma County, California, Exchange Bank offers standard deposit products such as checking and savings accounts; Visa credit cards; online banking; a variety of loans including home, auto, and boat; and trust and investment management services. Representing more than 60% of the total, the bank's loan portfolio is dominated by real estate (both commercial and residential); business loans represent about 20%. The bank has had just six presidents since its inception in 1890.

	Annual Growth	12/03	12/04	12/05	12/06	12/07
Est. sales (\$ mil.)	—	—	—	—	—	95.0
Employees	—	—	—	—	—	453

EXCLUSIVE RESORTS, LLC

1515 Arapahoe St., Tower 3, Ste. 300
Denver, CO 80202
Phone: 303-226-4900
Fax: 303-474-6990
Web: www.exclusiveresorts.com

CEO: Jeff S. Potter
CFO: Robert E. Parsons Jr.
HR: Trish Beck
FYE: December 31
Type: Private

Exclusive Resorts is time-share gone way way upscale. The 2,500-member company owns more than 300 luxury vacation homes in more than 30 locations worldwide divided into beach (Hawaii, Costa Rica, France), mountain (France, Canada, US), metropolitan (San Francisco, London, Paris), and leisure categories. Leisure locations include golf resorts in the US, an English castle, and a Tuscan villa. Members pay from \$225,000 to \$425,000 enrollment and between \$12,900 and \$29,000 per year to stay from 15 to 45 days in one of the \$3 million, on average, homes. Exclusive Resorts was founded by brothers Brad (vice chairman) and Brent (president) Handler and EVP Tom Filippini; AOL co-founder Steve Case is the majority owner.

	Annual Growth	12/03	12/04	12/05	12/06	12/07
Est. sales (\$ mil.)	—	—	—	—	—	7.4
Employees	—	—	—	—	—	275

EXCO RESOURCES, INC.

NYSE: XCO

12377 Merit Dr., Ste. 1700, LB 82
Dallas, TX 75251
Phone: 214-368-2084
Fax: 214-368-2087
Web: www.excoresources.com

CEO: Douglas H. Miller
CFO: J. Douglas Ramsey
HR: Joe D. Ford
FYE: December 31
Type: Public

EXCO Resources puts extra effort into oil and gas exploration and production operations in Colorado, Ohio, Oklahoma, Pennsylvania, Texas, and West Virginia. The company has pursued a strategy of growth through the drill bit coupled with selective acquisitions. In 2005 TXOK (a Boone Pickens-controlled affiliate) acquired ONEOK Energy. Following EXCO Resources' 2006 IPO, TXOK became a subsidiary of EXCO Resources in a move that added 223.3 billion cu. ft. of natural gas equivalent to the company's reserves. In 2007 the oil and gas explorer reported proved reserves of 1.9 trillion cu. ft. of natural gas equivalent. EXCO Resources holds stakes in 10,300 gross wells.

	Annual Growth	12/03	12/04	12/05	12/06	12/07
Sales (\$ mil.)	130.5%	32.1	92.8	34.8	559.5	906.5
Net income (\$ mil.)	75.8%	5.2	6.2	0.9	138.9	49.7
Market value (\$ mil.)	(8.2%)	—	—	—	1,762.7	1,618.9
Employees	51.2%	132	—	314	471	689

EXEL TRANSPORTATION SERVICES, INC.

17330 Preston Rd., Ste. 200C
Dallas, TX 75252
Phone: 972-447-0075
Fax: —
Web: www.ets.exel.com

CEO: James J. (Jim) Damman
CFO: Andrew Hadland
HR: —
FYE: December 31
Type: Subsidiary

For Exel Transportation Services, the goal is to excel at expediting freight transportation. The company arranges for its customers' freight to be hauled in truckload and less-than-truckload (LTL) quantities; in addition, it oversees intermodal freight transportation, which involves the use of both trucks and trains. Through its numerous affiliates, Exel Transportation Services provides services such as international freight forwarding, warehousing, and package delivery. The company is part of the US arm of the DHL Exel Supply Chain business unit of DHL, the global express delivery and logistics giant. DHL itself is a subsidiary of Germany's Deutsche Post.

	Annual Growth	12/03	12/04	12/05	12/06	12/07
Est. sales (\$ mil.)	—	—	—	—	—	714.8
Employees	—	—	—	—	—	320