

WHOLESALE



With revenue of around \$2.7 billion, Brightstar Corp. is in a league of its own in the wholesale sector. Even so, 2009 was not a great year for the Miami-based company, which provides sales and distribution services to the wireless and IT industries.

The telecommunications giant saw revenue slide almost 23 percent from last year's \$3.5 billion – the largest percentage drop among the leading 10 companies in this sector.

Meanwhile, the entire wholesale industry saw revenues plunge by 16.7 percent in 2009. That comes after an 11 percent drop in 2008.

The contraction is intricately linked to the fortunes of Brightstar, whose annual revenues make up nearly half of the sector's total revenues, which in 2009 amounted to \$5.9 billion. The combined revenues of 61 companies make up the other half.

Six of the sector's top 10 firms are based in Florida.

Wholesale					
Rank	2009 Revenue	2008 Revenue	Company	Primary Products and Services	% Change
1	\$2,757,000,000.00	\$3,574,000,000.00	Brightstar Corp.,	A leader in value added distribution and supply chain services to global wireless ersystem	-22.86%
2	\$500,000,000.00	\$522,000,000.00	Quirch Foods Co.,	Frozen food distribution	-4.21%
3	\$438,600,000.00	\$430,900,000.00	Group O Inc.,	Packaging dist., supplt chain & mktg. svcs., managed svcs.	1.79%
4	\$257,954,000.00	\$273,619,000.00	Blackstone Calling Card Inc.,	Prepaid products, POS solutions & merchant svcs.	-5.73%
5	\$245,000,000.00	\$287,318,000.00	OneSource Distributors Inc.,	Electrical materials, const., utility, automation & OEM applications	-14.73%
6	\$185,000,000.00	\$175,000,000.00	The Zaid Group LLC,	Whsl. Hispanic food prods.	5.71%
7	\$137,582,299.00	\$123,721,062.00	Precision Trading Corp.,	Distribution of consumer electronics	11.20%
8	\$107,552,406.00	\$121,393,082.00	Refricenter of Miami Inc.,	Air conditioning & refrigeration equipment & parts	-11.40%
9	\$80,929,854.00	\$84,306,031.00	TriNet Communications Inc.,	Distributor of telecomm. & cable television equip.	-4.00%
10	\$70,522,000.00	\$68,387,000.00	Tire Group International,	Tire & tube sales & dist.	3.12%

ENERGY



Whether companies were taking oil and gas out of the ground, distributing gas and petroleum products, producing petrochemicals or supplying energy efficient air conditioning, it was a tough year to be in the energy business.

All told, the energy sector's year-over-year revenues in 2009 plummeted 51.5 percent.

Yet the depth of energy's fall is a little misleading.

This is because energy's performance in 2008 was unusually strong, due to a gravity-defying spike in oil

prices during the first half of that year.

In last year's 500 edition, energy was the only industry whose top 10 companies all posted higher revenues than the year before. In 2009, nine of 10 posted a drop.

Venoco, a Denver-based oil and gas exploration company operating primarily in California, saw revenue plunge in 2009 by more than 50 percent to just over \$272 million. But the year before, its revenues had surged 47 percent. So Venoco is essentially back to where it was in 2007.

Replacing it in the top spot is Urbietta Oil of Florida.

Energy					
Rank	2009 Revenue	2008 Revenue	Company	Primary Products and Services	% Change
1	\$306,000,000.00	\$494,000,000.00	Urbietta Oil Inc.,	Distribution of petroleum products	-38.06%
2	\$272,196,000.00	\$559,520,000.00	Venoco Inc.,	Crude oil & natural gas production	-51.35%
3	\$104,609,524.00	\$180,192,500.00	PS Energy Group Inc.,	Natural gas dist./fuel mgmt.	-41.95%
4	\$103,000,000.00	\$130,000,000.00	The Plaza Group Inc.,	Mktg. svcs. for petrochemical industry	-20.77%
5	\$38,040,274.00	\$58,005,469.00	Delta Fuel Co. Inc.,	Wholesaled of Petroleum products	-34.42%
6	\$17,500,000.00	\$19,600,000.00	Protec Inc.,	Air conditioning & energy conservation	-10.71%
7	\$11,000,000.00	\$21,000,000.00	Malaco International Inc.,	Chemicals, gasoline, diesel	-47.62%
8	\$8,135,622.00	\$12,419,971.00	Michigan Pipe & Valve,	Underground utility supply distributor	-34.50%
9	\$6,500,000.00	\$10,700,000.00	Paz Energy LLC,	Production & distribution of natural gas	-39.25%
10	\$2,029,211.00	\$2,002,014.00	Source Technologies LLC,	Energy and engineering services	1.36%