

# TOP 100\*

## PRIVATE COMPANIES IN WHATCOM COUNTY

[BASED ON 2021 SALES]

It was a blowout year for the companies featured in our annual ranking of Whatcom County's largest private companies. Together, those on this year's list generated almost \$4 billion in sales — despite rising inflation, the ongoing supply chain crisis, and the second year of the COVID-19 pandemic.

Hiring is also top of mind for these innovators in the coming months. 97% of this year's respondents said they will be hiring for jobs at all levels in all industries.

\*Out of over 150 companies contacted, 83 responses had been received at time of publication. This list is the compilation of those responses.

2022 RANK	2021 RANK	COMPANY	LOCATION	FOUNDED	EMPLOYEES		TOP EXECUTIVES	SALES	HIRING
					REGION	TOTAL			
1	1	Exxel Pacific Inc	Bellingham	1989	50	214	Kevin R. DeVries	\$350M+	Y
2	2	Grizzly Industrial Inc	Bellingham	1983		275	Shiraz Balolia		Y
3	3	Dawson Construction Inc	Bellingham	1967	122	214	Pete Dawson		Y
4	5	Peoples Bank	Bellingham	1921	350	450	Charles LeCocq		Y
5	7	Axiom Construction & Consulting LLC	Lynden	2002	n/a	385	Timothy Koetje		Y
6	-	Faithlife LLC	Bellingham	1992	250	450	Vik Rajagopal		Y
7	9	IMCO General Construction Inc	Ferndale	1978	64	188	Tyler Kimberley		Y
8	12	Smith Gardens	Bellingham	1901	180	1100	Eric Smith		Y
9	10	Kam-Way Transportation Inc.	Blaine	2008	68	252	Kam Sihota		Y
10	11	Samson Rope Technologies Inc	Ferndale	1878	215	320	Christian Rheault		Y
11	13	Trans-Ocean Products	Bellingham	1985	243	250	Murry Park	\$50M - \$89M	Y
12	16	Alaskan Leader Fisheries	Lynden	1991	10	90	Robert Wurm		Y
13	14	Hardware Sales Inc	Bellingham	1962	135	144	Ty McClellan		Y
14	15	The Markets LLC	Bellingham	2006	180	250	Kevin Weatherill		Y



Courtesy photos

## #16 | Anvil Corporation

*By Heather Lea*

As the world transitions to sustainable energy, companies like Anvil Corporation become more and more valuable. Focusing on all aspects of oil and gas processing — from drilling to production, transportation and refining — Anvil provides multidiscipline engineering services to Pacific Northwest refineries.

Founded in 1971 with just a handful of engineers, Anvil's reputation quickly gained momentum. Soon, the company was able to hire additional engineering disciplines to keep up with refinery work and projects in the pulp and paper industry. Today, the company has over 450 employees working in engineering, procurement and project management services with multiple clients and industries across the United States.

Jim Holien, the branch manager for Anvil's headquarters in Bellingham, is responsible for all commercial business run from the Bellingham office and for the maintenance of all Bellingham facilities.

"I love contributing to the success

of our clients and our employees," he said. "I especially enjoy working with so many knowledgeable, dedicated and hardworking people."

Anvil prides itself on its employees. Thanks to the company's employee stock ownership plan, those working for the company are not just the product but the owners as well.

"Our employees are our greatest asset," Holien said. "We believe in our people and the diversity in the experiences, perspectives and knowledge they bring to work every day. Every one of our employees is a valuable contributor to our success and our clients' success."

Safety is another important element. Anvil has worked more than 9 million hours since 2011 without a lost time injury.

Plans for future growth and development include continuing with the company's present focus helping customers engineer the future of energy.

"We are diversifying and growing our portfolio of clients, which today includes renewable energy, chemical

processing, technology manufacturing and cybersecurity services," Holien said.

He encourages job candidates to refer to the careers page of the website ([anvilcorp.com/careers/](http://anvilcorp.com/careers/)). As Anvil Corporation grows and diversifies, the company is looking to fill various positions.

Holding true to its values of honesty, integrity, fairness and professional competence, Anvil has formed long-term relationships — some lasting over 50 years — with employees and clients. With an active interest in supporting higher education and helping students realize their dreams, Anvil regularly supports local community and technical colleges through scholarships, charitable gifts and donations, fundraising events, and the hosting of training facilities.

Throughout the years, Anvil Corporation's mission has remained the same — to provide clients across multiple industries and locations with innovative and quality engineering and procurement solutions to build, transform and safeguard their infrastructure. ■

2022 RANK	2021 RANK	COMPANY	LOCATION	FOUNDED	EMPLOYEES		TOP EXECUTIVES	SALES	HIRING NEXT 12 MOS
					REGION	TOTAL			
15	18	Roger Jobs Automotive	Bellingham	2020	65	66	Jeff Swickard	\$50 - \$89M	Y
16	-	Anvil Corporation	Bellingham	1971	300	425	Dena Lund		Y
17	-	Faber Construction Corporation	Lynden	1987	80	110	Rick Faber		Y
18	26	Mills Electric Inc	Bellingham	1911	150	250	John Huntley		Y
19	22	Brooks Manufacturing Co	Bellingham	1935	55	55	John Ferlin		Y
20	20	Scholten's Equipment Inc	Lynden	1980	38	58	Duane Scholten	\$30 - \$49M	Y
21	24	Western Refinery Services, Inc	Ferndale	1990	220	220	Ryan Likkel		Y
22	29	Saturna Capital	Bellingham	1989	76	108	Jane Carten		Y
23	37	Jansen Inc	Bellingham	1952	7	70	Grant Jansen		Y
24	25	Farmers Equipment Company	Lynden	1935	38	70	Kevin Pawlowski		Y
25	27	ProPack Logistics US, LLC	Blaine	1991	82	267	Alex Snyder		Y
26	23	Cowden Inc	Bellingham	1945	150	153	Brent Cowden		Y
27	30	Andgar Corporation	Ferndale	1973	150	165	Todd Kunzman		Y
28	28	Walton Beverage Co.	Ferndale	1931	115	115	Les Blouin	Y	

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29	38	Sanitary Service Company Inc	Bellingham	1926	98	98	Paul Razore	\$30 - \$49M	Y
30	34	Mt. Baker Imaging/ Northwest Radiologists	Bellingham	1965	180	180	Dr. David Cahalan		Y
31	31	Barlean's Organic Oils	Ferndale	1989	108	117	Bruce Barlean		Y
32	19	Seeking Health	Bellingham	2010	36	45	Dr. Ben Lynch		Y
33	41	Daritech Inc	Lynden	1990	55	75	Dave DeWaard Ryan DeWaard		Y
34	43	Blythe Mechanical Inc	Bellingham	1904	124	147	David C. Morse III		Y
35	39	Strider Construction Co Inc	Bellingham	1988	75	93	Kyle Gebhardt		Y
36	44	Louws Truss	Ferndale	1998	9	144	John Louws		Y
37	46	Barron Heating & Air Conditioning	Ferndale	1972	190	190	John Barron		Y
38	-	Bellingham Cold Storage	Bellingham	1946	175	180	Doug Thomas		Y
39	48	Infusion Solutions Inc	Bellingham	2010	66	75	Rowena Birnel	\$15 - \$29M	Y
40	45	Woodstock International Inc	Bellingham	1989	30	30	Shiraz Balolia		-
41	54	Birch Equipment Rental & Sales	Bellingham	1972	55	80	Sarah Rothenbuhler		Y
42	50	MSNW Group, LLC	Ferndale	1995	77	323	Terell Weg		Y



PHOTOS: Sattva Photo

## #26 | Cowden Gravel & Ready Mix

By Heather Lea

Cowden Gravel & Ready Mix, a long-running family business, was founded by Leonard Cowden in 1945. Steve Cowden, Leonard's son, took over the business in the '80s and ran it for close to 40 years. In late 2017, Steve sold the business to his four kids, who were all active in the business.

"Northwest Washington's Premier Gravel and Ready Mix Supplier," as the website states, produces ready-mix concrete materials for commercial, residential and industrial applications. Additionally, Cowden is a producer and supplier of a vast array of gravel, sand and quarry rock products throughout Whatcom, Skagit and Snohomish counties. The company's fleet includes dump trucks, tractors, concrete mixers, dozers, excavators and loaders, among other equipment.

In December 2021, the entire sand, gravel, quarry rock and ready-mix

operation (land and equipment) was sold to Lafarge Canada, a member of the Holcim Group. Brent Cowden agreed to stay on as general manager for the foreseeable future as part of the sale of the business. The Cowden family retained ownership of the transportation business, Cowden Brothers Trucking, which primarily hauls refuse from transfer stations in Island, Skagit and Whatcom counties and the Lower Mainland of British Columbia to rail facilities in Seattle and Everett.

"Looking out for both our customers' and employees' well-being is of utmost importance for both Cowden Gravel & Ready Mix and Cowden Brothers Trucking," said Brent Cowden, the company's general manager since 2012. With Cowden Gravel & Ready Mix now under new ownership, he said, "the plan is to focus on the existing customer base, our employees and look for new opportunities within the

industry, both locally and at a broader level."

Both companies are looking to obtain quality employees for all facets of the businesses, including commercial truck drivers, mechanics, operators and office staff. Open positions are listed at [cowdeninc.com/employment](http://cowdeninc.com/employment).

And while on the site, if you're interested, you can also find out how to maintain your concrete driveway, with such helpful hints as using sand for traction and how "de-icers containing ammonium sulfate or ammonium nitrate are the worst!" Did you know there is such a thing as concrete stain removal and that plowing or shoveling your driveway could cause damage?

Cowden Gravel & Ready Mix has two main locations in Bellingham — on Cedarville Road and Hannegan Road — with pit and quarry pickups available throughout Whatcom County as well. ■



PHOTOS: Sattva Photo

## #76 | Lynden Interiors

*By Heather Lea*

Ryan and Jolie Winkler had always wanted to be in business for themselves. When the opportunity presented itself in February 2017 for them to take over ownership of Lynden Interiors, they jumped at the chance to make their dream a reality.

Formerly Lynden Floor Design, Lynden Interiors provides materials, labor and job management for home and commercial interior projects, including cabinetry, countertops, flooring and tile.

The company's mission is to provide

clients with the best-possible service and results while creating a positive, uplifting environment for those the Winklers work with and serve.

"We are so proud of our knowledgeable team, our beautiful showroom and our goal of always doing the right thing in all of our dealings," said Jolie Winkler. "We have enjoyed so much the ability to look back over the last five and a half years and see the progress and improvements that have been made."

The gallery on the company's website shows past home and commercial projects with classy and clean designs,

always with flair and a unique style: decorative tiles in a shower system, multiple flooring options, a colorful rug in a spacious room or an attractive, functional office kitchen.

"This journey has been such a blessing," Jolie Winkler said. "It has been filled with many working hours and risk, but we now are enjoying the freedom that owning your own business can bring."

The company has plans for growth and is currently interested in hiring an experienced designer/salesperson and a sales assistant. ■

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43	49	Hoagland Pharmacy	Bellingham	1981	64	64	Carson Huntoon	\$15 - 29M	Y
44	56	Larson Gross CPAs & Consultants	Bellingham	1949	125	152	Kelli Visser		Y
45	53	Allsop Inc	Bellingham	1964	21	35	Ryan Allsop		-
46	58	TriVan Truck Body, LLC	Ferndale	2002	75	75	Marty VanDriel, Cason VanDriel		Y
47	60	Woods Coffee	Lynden	2002	200	325	Kelly Spiker		Y
48	64	Wood Stone Corp	Bellingham	1990	101	106	Chris Trout		Y
49	73	Talbot Services, LLC	Bellingham	1941	13	14	Stowe Talbot Michael Bayless		Y
50	67	Lynden Sheet Metal Inc	Lynden	1940	94	94	Bobbi Kreider		Y
51	61	All American Marine Inc	Bellingham	1987	75	75	Ron Wille		Y
52	62	WesSpur Tree Equipment Inc.	Bellingham	2004	18	18	Ryan Aarstol		-
53	52	Bellingham Yacht Sales Inc	Bellingham	1984	14	14	Heather and Matt Ouillette	Y	
54	59	Lister Chain & Forge Inc	Blaine	1911	32	32	Michael Stobbart	\$10 - \$14M	Y
55	74	Fat-Cat Fish Company	Bellingham	2008	30	30	Erin Vitaljic		Y
56	68	Northwest Health Care Linen	Bellingham	1992	107	113	Kelsey Van Miert and Evan Hall		Y



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57	66	A.L.R.T Corporation	Everson	1990	50	50	William Westergreen	\$10 - \$14M	Y
58	69	Credo Construction	Bellingham	2001	36	36	Todd Lapinsky		Y
59	77	Hytech Roofing	Bellingham	1952	43	43	Dan Gross		Y
60	72	Skeers Construction	Bellingham	1987	14	14	Dick Skeers		Y
61	65	Roosendaal-Honcoop Construction Inc	Bellingham	1979	12	12	Gary Honcoop		Retiring/ Closing
62	-	Brist Mfg	Bellingham	2015	40	49	Brendan Pape		Y
63	-	KCPK Trucking	Deming	1985	32	32	Charles Cooper		Y
64	78	Get Simple Box	Lynden	1997	6	28	Ross Black	\$5 - \$9M	Y
65	80	American Canadian Fisheries	Bellingham	1985	16	16	Andy Vitaljic		Y
66	75	Totally Chocolate Inc	Blaine	1993	40-100	40-100	Christian Mass		Y
67	70	Whatcom Land Title Co	Bellingham	1982	85	85	Colleen Baldwin, Bill Ronhaar		-
68	76	2020 Cannabis Solutions	Bellingham	2014	55	55	Joseph DiGiugno		Y
69	-	Perry Pallet	Ferndale	1995	45	45	Geoff Broersma		Y
70	79	Natural Way Chiropractic	Bellingham	1995	50	50	Dr. Eddie Hansen		Y

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71	81	Northwest Marine Industries	Bellingham	2012	44	44	Ryan Binning	\$5 - \$9M	Y
72	83	VSH CPAs	Bellingham	1997	32	41	Jessica Waggoner		Y
73	82	Signs Plus	Bellingham	1992	31	31	Jim Sutterfield		Y
74	-	JTI Commercial Services, LLC	Lynden	2004	40	40	Ted Huizenga		Y
75	84	Reichardt & Ebe Engineering, Inc.	Lynden	1993	23	23	Luis Ponce, P.E.	\$1 - \$4M	Y
76	-	Lynden Interiors	Lynden	1994	11	13	Ryan Winkler		Y
77	86	Signature Plastics LLC	Custer	2000	34	34	Bob Guenser		Y
78	87	Innotech Process Equipmt	Lynden	2012	17	17	Tim Kaptein		Y
79	-	Aquacare Environment Inc	Bellingham	1987	4	6	Henning Gatz		Y
80	88	Trico Office Interiors	Bellingham	1951	7	7	J.R. Rawitzer		Y
81	89	Team Technology	Bellingham	2005	6	6	Patricia Seaman		Y
82	90	King Health Associates	Bellingham	2015	20	28	Karen King		Y
83	-	ForeFront Hospitality DBA Inn at Lynden	Lynden	2015	14	14	Teri Treat		-

The compilation of this list requires a lot of work. Our staff reached out to over 150 businesses and the above list includes responses received as of press time via online survey or phone. If you don't see your name on the list and would like to be included next year, please contact us at 360.746.0418.

# CONGRATULATIONS



Dawson



# RELATIONS TO ALL THE COMPANIES HELPING TO CREATE A VIBRANT LOCAL ECONOMY

