

PACIFIC COAST  www.pacbiztimes.com

BUSINESS TIMES®

APRIL 25-MAY 1, 2008

PROUDLY SERVING SANTA BARBARA, VENTURA AND SAN LUIS OBISPO COUNTIES

\$1.50

VOL. 9, No. 7

Companies to Watch

Ranked by number of employees

Rank	Name Address	Phone Web site	Total employees	2007 Revenue	Top Executive	Title	Product/ Industry	Description
1	Zpower 4765 Calle Quetzal Camarillo, CA 93012	(805) 445-7789 www.zmp.com	72	wnd	Ross E. Dueber	President & CEO	Rechargeable batteries	Formerly Zinc-Matrix Power, ZPower designs rechargeable batteries based on silver-zinc technology to compete with current lithium-ion-based power supplies.
2	Volusion 1736 Erringer Road Simi Valley, 93065	(800) 646-3517 www.volusion.com	70	\$8.6 million	Kevin Sproles	CEO	E-commerce software	Volusion provides a one-stop online shopping cart service with software, hosting and support, serving clients such as the Chicago Tribune and Michigan State University.
3	ELC Technologies 1921 State Street Santa Barbara, 93101	(866) 863-7365 www.elctech.com	46	wnd	Lex Sisney	CEO	Web-based software applications	Using a programming language called Ruby on Rails, ELC Technologies builds custom database-backed Web applications in as little as six weeks.
4	Gas Reaction Technologies 861 Ward Drive Santa Barbara, 93111	(805) 696-6660 www.grt-inc.com	24	wnd	Eric McFarland	President & CEO	Natural gas conversion	Gas Reaction Technologies has a new process for converting natural gas into liquid fuels such as diesel. It's economical for small gas fields and generates reusable byproducts.
5	Fleet Management Solutions 3426 Empresa Drive Suite 100 San Luis Obispo, CA 93401	(805) 787-0508 www.fmsgps.com	22	\$3.1 million	Cliff Henley	President & CEO	GPS-based fleet management	Fleet Management Solutions provides fleet tracking and management using the latest GPS technology and two-way satellite communications.
6	BioIQ 1222 State St. Suite 200 Santa Barbara, 93101	(866) 966-9243 www.bioiq.com	12	wnd	Justin Bellante	CEO	Health care IT	BioIQ has created a series of diagnostic tests for common yet preventable diseases. Patients test themselves and track results online; companies can use the anonymous data for policy decisions.
7	Channel Islands Data Supply 1221 Avenida Acaso Suite G Camarillo, 93010	(805) 388-5228 www.channelislandsdata.com	7	\$2.5 million	Robert Taylor	CEO	Communication cabling products	Channel Islands Data Supply is a locally owned and operated wholesale distributor of communication cabling products for the installation of computers, telephones, switches, routers, security alarms and other products.
8	Micronor 3484 Old Conejo Road Suite 203 Newbury Park, 91320	(805) 499-0114 www.micronor.com	5	wnd	Robert Rickenbach	President & Chief Engineer	Automation components	Micronor engineers and manufactures industrial automation and motion control products; it also has contracts with the U.S. Air Force to develop fiber-optic sensors for avionics.
9	Truston 402 E Gutierrez St. Santa Barbara, 93101	(800) 960-5512 www.mytruston.com	<5	wnd	Tom Fragala	CEO	Web security software	Truston's Web-based software walks identity theft victims step-by-step through the entire recovery process, reducing time, financial cost and emotional impact.
10	Pasolivo 8530 Vineyard Drive Paso Robles, 93446	(805) 227-0186 www.pasolivo.com	3	wnd	Karen Guth, Joeli Yaguda	Owner, general manager, respectively	Olive oil	Pasolivo's extra virgin olive oils, which include offerings infused with citrus oils, are picked and bottled by hand on its 45-acre ranch.

New companies launch onto this year's lists.

This year, the 101 One Hundred celebrates its seventh anniversary, offering you our comprehensive guide to the largest and most

influential companies in the region.

Our 2008 special report takes into account a wealth of data about publicly traded companies as well as largest private companies and transactions that have had an impact on many business sectors.

The 101 One Hundred has evolved over the

years, but our core methodology remains the same. We develop two primary top 50 lists and then develop two additional lists that add important new dimensions to our research.

Here's a closer look:

- Companies to watch. We select 10 smaller companies from those who have received

venture capital, reached a major milestone or caught the interest of our staff. This is a one-time appearance — unless a company to watch goes public or reaches the top 50 rank on revenue.