

TEMPORARY PLACEMENT FIRMS

Ranked by 2003 L.A. County revenues

Next Week
 The 50 Largest
 Women-Owned Businesses
 in L.A. County

EXECUTIVE SUMMARY

AFTER declining for two years, the staffing industry is on a rebound.

Of the 25 companies on the Business Journal's list of largest temporary placement agencies, 15 are reporting revenues through the first six months that are on track to exceed levels reached in 2003. Four companies are reporting January-June revenues that are already in excess of levels reached in 2003.

Nationwide, the temp placement industry saw a 15.9 percent year-over-year increase in employment in the second quarter, though growth was slower in Los Angeles County, where there was a 12 percent increase in the same period. A total of 125,200 workers signed on with temporary employment agencies in the county.

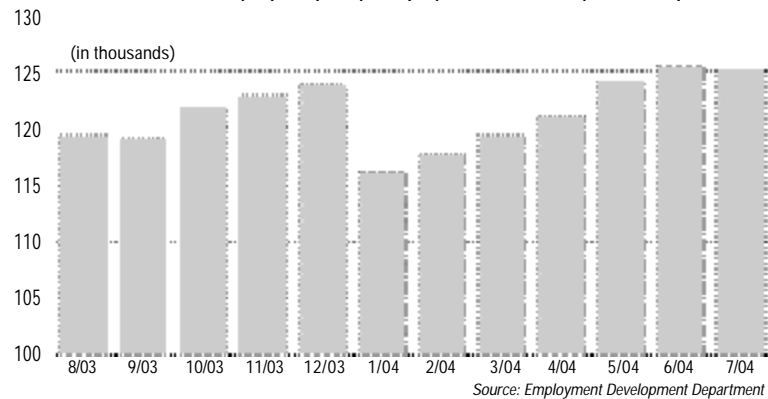
Several companies that participated in the survey last year declined to submit information this year, paving the way for seven companies to make their debut. The highest-ranking newcomer was Remedy Temp, which came in at No. 7 with better than \$20 million in January-June revenues.

—David Nusbaum

THE TRENDS

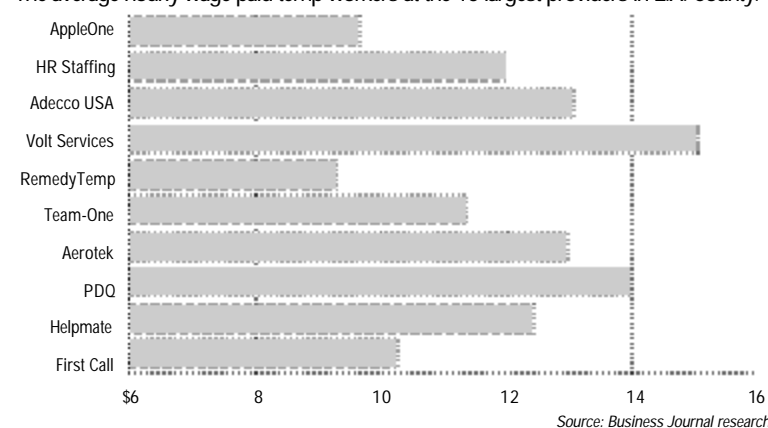
Temporary Increase

The number of workers employed by temporary agencies in Los Angeles County has risen.



Regular Checks

The average hourly wage paid temp workers at the 10 largest providers in L.A. County.



THE PACESETTER

VOLT SERVICES GROUP

VOLT Services Group is the largest temporary placement firm in Los Angeles County for the second consecutive year. The Orange County company placed an average of 2,500 workers each week out of 17 countywide offices.

In reporting \$208.8 million in L.A. County revenues through the first six months of the year, the local office has already exceeded the revenue generated in all of 2003. Companywide, revenues through the end of June are close to the levels reached in 2003.

Tom Daley, Volt's senior vice president heading up the Los Angeles office, attributed the gains to a stronger economy. "We are the first industry to hire when the economy rebounds," he said.

Daley noted that the first sector to rebound was light industrial, "but administrative, engineering, and information technology have caught up."

The company specializes in staffing businesses with temporary administrative, industrial, accounting, technical and information technology services workers. Companywide, Volt has 200 offices in North America and Europe and reported revenues of \$1.3 billion last year.

—David Nusbaum



Daley: Expects business to increase.

Rank	Company (Ranking in 2003)	Revenues ¹ (millions)	Employees ²	Other ³	Profile ⁴	Industries/Occupations Served ⁵	Top Local Executive ⁶
	• name • address	• '03 L.A. County/national • '04 L.A. County ² /national	• L.A. County • companywide	• average hourly wage • temp workers placed per week in L.A. County	• county/companywide offices • year established • headquarters	(partial list)	• name • title • phone
1	Volt Services Group (1) 2401 N. Glassell St. Orange 92865	\$202.3/\$1,196.80 \$208.8/\$1,317.70	78 1,382	\$15.08 2,500	17/200 1957 Orange	administration, industrial, accounting, technical, information technology	Tom Daley senior vice president (800) 654-2624
2	Adecco USA Inc. (2) 21250 Hawthorne Blvd., Suite 105 Torrance 90503	107/20,375 51/NA	66 28,000	13.06 2,900	13/5,800 1950 Melville, N.Y.	automotive, banking, entertainment, distribution, manufacturing/administrative, call center, technical, engineering, scientific, warehouse	Mara Klug regional vice president (310) 792-0998
3	Manpower Inc. (3) 2020 Santa Monica Blvd., Suite 150 Santa Monica 90404	180/12,200 90/6,900	45 11,000	WND WND	13/4,300 1954 Milwaukee	clerical, customer service, light industry, administrative	Jennifer Bolin area manager (310) 538-2264
4	AppleOne Employment Services (4) 327 W. Broadway Glendale 91204	83/571 45/321	377 1,453	9.69 4,658	31/227 1964 Glendale	accounting, clerical, technical, information technology, word processing, sales and marketing, light industrial, medical	Michael A. Hoyal cfo (818) 240-8688
5	Chipton-Ross Inc. (7) 343 Main St. El Segundo 90245	62.2/same 36.7/same	24 same	41.50 32	2/same 1983 El Segundo	aerospace and commercial industries, high tech information technology, engineering, professional and support occupations	Sharon M. King president (310) 414-7800
6	Acro Service Corp. (10) 40 N. Altadena Drive, First Floor Pasadena 91107	39.1/94.9 17/45.6	9 92	35.10 6	1/28 1981 Livonia, Mich.	aerospace, manufacturing, automotive, health care, pharmaceutical, retail, utilities, energy, information technology, federal	Jay Chhugani director (626) 577-9505
7	Aerotek Inc. (9)³ 1225 W. 190th St., Suite 100 Gardena 90248	36.8/1,176 21.4/741.7	53 1,915	13 1,500	3/218 1983 Baltimore	light industrial, engineering, environmental, automotive, clinical, manufacturing, distribution	Tom Polenzani director business operations (310) 851-2000
8	RemedyTemp Inc. 101 Enterprise Aliso Viejo 92656	34/465 20.4/482	56 658	9.28 2,298	11/229 1965 Aliso Viejo	accounting, clerical, light industrial, technical, information technology	Greg Palmer president, ceo (949) 425-7600
9	HR Staffing (12) 22761 Hawthorne Blvd. Torrance 90505	29/39 30/48	50 66	12 4,000	10/14 1992 Torrance	office support, accounting, financial, industrial, technical, aviation	Ray Soll director of marketing (310) 373-2424
10	Software Management Consultants Inc. (13) 500 N. Brand Blvd., Suite 1090 Glendale 91203	28.7/32.2 14.8/17.3	29 32	67.78 WND	2/5 1983 Glendale	financial, health care, pharmaceutical, entertainment, information technology consulting	Spencer L. Karpf ceo, president (818) 240-3177
11	Team-One Employment Specialists LLC (11) 2999 Overland Ave., Suite 130 Los Angeles 90064	28/32 10.2/18.3	27 36	11.37 1,550	4/9 1987 Los Angeles	clerical, administrative, light industrial, warehouse, sales, project staffing, accounting	Frank Moran ceo, president (310) 841-4100
12	Helpmates Staffing Services (15) 1200 Main St., Suite A Irvine 92614	21.5/38.5 9.2/20.7	18 60	12.45 610	3/7 1972 Irvine	banking, service, manufacturing, distribution, education, clerical, administrative, accounting, financial, information technology support	Bonnie R. Nash president, ceo (949) 752-6888
13	PDQ Personnel Services Inc. (14) 777 S. Figueroa St., Suite 2500 Los Angeles 90017	17.3/WND 8.7/WND	15 20	14 700	2/4 1979 Los Angeles	accounting, administration, financial, information technology	P. DeDominic/J. Ault ceo/president (213) 408-0262
14	Sharf, Woodward & Associates Inc. (16) 5900 Sepulveda Blvd. Sherman Oaks 91411	9.8/same 12.1/same	20 same	51 10	1/same 1993 Sherman Oaks	information technology, accounting, mortgage banking, financial, legal, software, programmers	L. Woodward/B. Sharf co-presidents (818) 989-2200
15	First Call Staffing Services (20) 3511 Pacific Coast Highway, Suite E Torrance 90505	9.2/same 4.9/same	19 same	10.26 395	3/same 1990 Torrance	office support, light industrial	Marcia Allen owner (310) 539-2884

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16	Outsource Technical (18) 1970 E. Grand Ave., Suite 120 El Segundo 90245	\$9.2/\$13.4 \$3/\$5.5	24 30	\$16 280	2/5 1998 El Segundo	telecommunications, network cabling, electrical, information technology, healthcare	Angelo Cuneo president (310) 640-8575
17	Abigail Abbott Staffing Services 35 N. Lake Ave., Suite 670 Pasadena 91101	7.9/28.3 4.4/16.8	27 100	11.23 300	4/13 1970 Santa Ana	clerical, accounting, labor, culinary	Karen Powers ceo (626) 395-0800
18	Technical Connections Inc. 11400 Olympic Blvd., Suite 700 Los Angeles 90064	7.5/same 5.8/same	19 same	58.93 WND	2/same 1984 Los Angeles	information technology, software development	Helen MacKinnon president (310) 479-8830
19	Stivers Staffing Services (21) 2001 Wilshire Blvd., Suite 205 Santa Monica 90403	7.3/WND 3.5/WND	22 155	WND WND	5/35 1945 Chicago	administrative, legal secretaries/assistants, customer service, reception, mortgage, data entry, accounting, call center, clerical	John C. Ipijan executive vice president (213) 386-3440
20	Talent Tree (19) 707 Wilshire Blvd., Suite 5120 Los Angeles 90017	5.2/176.4 1.8/80.6	8 209	15.20 195	2/57 1976 Houston	financial, insurance, retail, banking, legal, oil and gas, mortgage, government, healthcare, administrative, clerical, professional	Tere Camarena regional vice president (213) 236-9200
21	Royal Associates Inc. 14011 Ventura Blvd., Suite 214W Sherman Oaks 91423	4.6/same 2.7/same	10 same	17 130	2/same 1967 Sherman Oaks	clerical support, accounting, sales, management	Joe Cummings owner (818) 981-1080
22	Comar Agency 9615 Brighton Way, Suite 313 Beverly Hills 90210	4.2/same 5/same	10 same	12 90	1/same 1997 Beverly Hills	entertainment and allied industries, PR, music, film, production, studios, agencies, management, celebrities, financial, real estate, fashion	Leslie Comar president, ceo (310) 248-2700
23	PeopleWare Technical Resources Inc. (23) 302 W. Grand Ave., Suite 4 El Segundo 90245	3.6/same 1.7/same	WND WND	WND WND	1/same 1993 El Segundo	information technology	Sheryl Rooker president (310) 640-2406
24	Architectural Staffing Inc. 71537 Highway 111, Suite L Rancho Mirage 92270	1.7/same 1.2/same	1 3	30 30	1/2 1993 Rancho Mirage	architecture, interior design, retail, entertainment	Gretchen A. Seling president (760) 346-9077
25	SuperbTech Inc. 8820 S. Sepulveda Blvd., Suite 105 Los Angeles 90045	1.7/same 1.1/same	WND WND	30 WND	1/same 1998 Los Angeles	technical, telecommunications, sales, marketing, information technology	Jan Davis president (310) 645-1199

NA- No Answer WND- Would Not Disclose

¹ Generally calculated by multiplying the numbers of hours worked by a "bill rate," the amount the agency charges a company.² Through June 30.³ Listed as Onsite Cos. Inc. last year

Note: Information for this list was provided by representatives of the firms themselves. Kelly Services Inc., Corestaff Services and Robert Half International, which operates Accountemps and others, declined to disclose local revenues. Checkmate Staffing Inc., No. 8 last year, is no longer in business. Headway Staffing Services, No. 5 last year, and Venturi Staffing Partners LLC, No. 6 last year, failed to submit

information.

To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 5700 Wilshire Blvd., Suite 170, Los Angeles 90036. ©2004 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Reprints, (877) 652-5295.

Researched by David Nusbaum and Nicole Taylor