

FASTEST-GROWING PRIVATE COMPANIES

(RANKED BY PERCENT GROWTH IN REVENUE FROM 1997 TO 1999)

Company address phone/fax	Web site	Percent growth in revenue from 1997- 1999	Revenue: 1999 1998 1997	Profitability	Employees	Business description	Start-up capital	Source of start-up capital	Year founded	Top executive(s)
57 First Class Solutions Inc. 2060 Concourse Drive, St. Louis, Mo./63146 (314) 997-8998/(314) 997-0400 www.firstclasssolutions.com		83.95%	\$1,957,700 \$1,668,525 \$1,064,257	11 to 15%	37	computer, Internet and health-care consultancy	\$4,500	personal savings	1988	Raymond J. Dunn
58 Ross & Baruzzini Inc. 1300 Baur Blvd., St. Louis, Mo./63132 (314) 993-3330/(314) 993-3728 www.rossbar.com		83.87%	\$12,159,799 \$8,919,472 \$6,613,413	DD	132	engineering, architecture, interior design and construction consultancy	\$40,000	personal savings	1953	Donald K. Ross
59 Flooring Systems Inc. 49 Cassens Court, Fenton, Mo./63026 (636) 349-2434/(636) 349-3106	None	81.79%	\$17,388,015 \$12,414,533 \$9,564,970	0 to 5%	110	commercial flooring subcontractor	\$50,000	private investors	1995	Ron K. Komlos
60 TeleWiring Inc. 18281 Edison Ave., Chesterfield, Mo./63005 (636) 532-9218/(636) 532-0486 www.telewiring.com		79.74%	\$1,037,499 \$661,188 \$577,233	6 to 10%	11	telecommunications infrastructure company	\$50,000	personal savings	1994	Richard Longland

Editor's note: To qualify for this list, companies must have had a three-year sales history with an increase in fiscal year 1999 over fiscal year 1998; had revenue of more than \$200,000 in fiscal 1997; been an independent, privately held corporation, proprietorship or partnership (not a subsidiary or division) through fiscal 1999; and have headquarters in the St. Louis metro area. Verification of financial information was made by the company's independent accountant or tax returns.
DD-declined to disclose

Source: listed companies

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Researched by Tom Anderson

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First Class Solutions Inc.

First Class Solutions Inc. is a computer and health care consulting firm that serves clients throughout the country.

Its computer division provides several levels of e-commerce support, including Web site design and hosting, network services and installation and support.

Management and operational assessments of health information management and compliance assessments are among the services handled by the health care consulting division.

President Raymond Dunn launched First Class Solutions in 1988 with a \$4,500 investment. The company, located at 2060 Concourse Drive in St.



Ray Dunn

careful screening of potential health

Louis, had an 83.95 percent jump in revenue, going from about \$1.06 million in 1997 to \$1.96 million in 1999.

The customer service standards set by the computer consulting division and the

care division employees have helped the company grow.

The executive staff of the company, including Dunn and his wife, Vice President Rose Dunn, have helped manage the growth by choosing to stay directly involved in the daily activities of the business.

"As with any firm, at some point, the hands-on role of the senior executives diminishes," Rose Dunn said. "While we anticipate this will occur as we grow, we'll miss it."