

TOP 150 PRIVATELY HELD COMPANIES

Of all the events hosted by the Business Journal, none is anticipated as much by the staff as the Top 150 dinner. So when we began discussing the cover concept for this year's section, we wanted something to convey the event's atmosphere. Lots of successful business people mingling and having a good time at a party — now how do you show that? It didn't take long for us to uncork that idea.

Getting to the 2008 list, you'll find the top 10 is composed of the same companies as last year, although there has been noticeable movement among those spots. Enterprise Rent-A-Car remains in its usual

perch atop the list, but there's a new No. 2 — Graybar, which took the position previously held by current No. 4, Center Oil. OK, you know where those three companies landed. I won't ruin the surprise for the other 147.

Numerous execs reported higher commodity prices that, although not helping profit margins, did create larger revenue totals. Last year's cutoff was \$60 million; this year, No. 150 took in an estimated \$72 million in revenue. If you're interested in more numbers breaking down this year's 150, you'll find them sprinkled at the top of pages throughout the section.

Also spread throughout the section are Q&As with heads of companies that experienced at least a 20 percent increase in revenue from 2006. What did they do right, and what concerns do they have for the near future? You can hear directly from them here.

You also can talk with many of them in person at the Top 150 dinner on Thursday, May 1, at the World's Fair Pavilion in Forest Park. Thank you to the event's sponsors: Bank of America, Husch Blackwell Sanders, McEagle, RSM McGladrey and Stifel Nicolaus.

— Rob Hurtt
Section editor

122 Whelan Security

2007 revenue: \$98.8 million



Greg Twardowski

Whelan Security President Greg Twardowski said revenue surged 27 percent to nearly \$98.8 million last year as the company expanded in Denver, Detroit, Minneapolis-St. Paul, Albuquerque, N.M., Little Rock, Ark., and Tulsa and Oklahoma City in Oklahoma. Executive Vice President Prentice Robertson played an instrumental role in the expansion, Twardowski said. Industry publications have ranked Whelan among the top 15 security firms in North America, based on revenue and number of employees. Twardowski expects between 20 and 30 percent growth again this year. Whelan expects to expand with more opportunities from customers in existing and new markets and is evaluating expansion opportunities in Ohio, Wisconsin, North Carolina and California, Twardowski said. The company's stock is controlled by Twardowski; his brother, Vice President Dan Twardowski; and their father, Chairman Patrick Twardowski.

2006 revenue	\$77,780,000
Local employees	800
Companywide employees	3,500
Business description	outsourced and contract security services
Chairman of the board	Patrick Twardowski
Chief Executive	N/A
President	Greg Twardowski
Web site	www.whelansecurity.com

