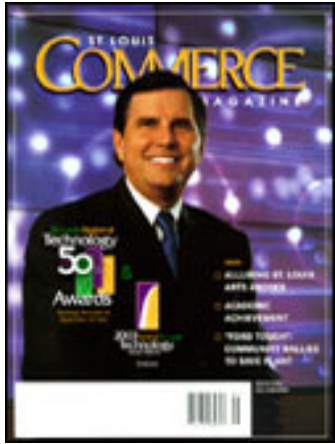


## COVER STORY



September 2003

By Pam Droog

From an antique-filled headquarters in a landscaped business park to a row of cubicles in a warehouse...from two rooms behind a strip mall to all four floors of a suburban office building...the winners of the 2003 St. Louis Regional Technology Top 50 are as diverse as their surroundings. Yet they're all connected by their commitment to technology and the uniquely creative ways they apply it.

Now in its eighth year, the Technology Top 50 annually recognizes the fastest growing technology, plant and life sciences and advanced manufacturing companies in the St. Louis region. This year's rankings includes 30 technology, 10 plant and life sciences and 10 advanced manufacturing firms. They're publicly and privately held, well-known and not-so.

One very recognizable company, Emerson, is the winner of the prestigious 2003 Spirit of St. Louis Technology Award. This familiar and far-reaching company is being honored for its 113-year commitment to the community and its sustained success in the technology industry. From its headquarters in St. Louis, today Emerson's global presence spans more than 150 countries.

CEO David Farr notes Emerson focuses on developing industry-transforming technology that provides innovative solutions to customers in industrial automation, process control, heating, ventilating and air conditioning, electronics, telecommunications and appliances and tools.



Cover Story, 2003 Spirit of St. Louis Science & Technology Award and St. Louis Regional Technology Top 50 Awards

Farr notes although the U.S. manufacturing sector has faced some steep challenges in the past three years, Emerson has not decreased its investment in research. "That is the lifeblood of this company's future," he says.

Emerson's future also includes a continued strong presence in the region. "I've lived in Europe and Asia and eight states, and I would rate the St. Louis region very high in quality of life and education," Farr says. "We are blessed with several great institutions of higher learning from which we draw people whom we post around the world in Emerson facilities."

In addition to receiving the 2003 Spirit of St. Louis Technology Award, Emerson also recently was recognized as one of the Top 50 global firms in Fortune magazine's survey of the "World's Most Admired" companies, and was named as one of *Industry Week's* 100 Best-Managed Companies for five consecutive years.

Previous winners of the Spirit of St. Louis Technology Award are Monsanto and Sigma-Aldrich.

In general, to qualify for the Top 50 annual rankings, a technology firm, advanced manufacturing firm or plant and life sciences company must be headquartered in the region and own proprietary technology that contributes to a significant portion of its operating revenues, or it must devote a significant portion of revenue to research and development. Rankings are based on a company's operating revenue increases in 2002 over 1998. Technology and advanced manufacturing firms must have been in business at least five years; Spirit Award winners must have been in business at least three years.

The 2003 Spirit Award winners are Gateway to the Web ([GTW.net](http://www.gtw.net)) and Emerging Technologies Group.

The St. Louis Regional Technology Top 50 is presented by the RCGA and Deloitte & Touche. Corporate sponsors are Armstrong Teasdale LLP, Edward Jones and Southwest Bank. Media sponsors are *St. Louis Commerce Magazine*, KMOX Radio, the *St. Louis Business Journal* and the St. Louis Science Center. Official rankings will be announced at the awards dinner and ceremony to be held Thursday, Sept. 25 at the St. Louis Science Center.

And now we proudly present the diverse—and deserving—St. Louis Regional Technology Top 50.

- >> [Information Technology Companies](#)
- >> [Plant & Life Sciences Companies](#)
- >> [Advanced Manufacturing Companies](#)
- >> [The Spirit of St. Louis Technology Award Winner—Emerson](#)



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*"When companies rethink how they did business even two years ago, they see that we bring value."*

**Historic overview:** In 1984, David Steward bought a company that analyzed freight invoices for overcharges. A few years later, he applied his expertise to the railroad industry. "That's when we began to build one of the largest networks in the area," Steward says. "We were doing inter-, intra- and extranet applications when we didn't even know what those were." That unique application led to the formation in 1990 of World Wide Technology, "using our e-business infrastructure to revolutionize how people do business in the supply chain," notes Steward, a member of Civic Progress. The company has 500 employees (300 in St. Louis) in 12 locations covering more

than one million square feet of office and warehouse space.

**Products and services:** WWT is a premier IT solutions provider and leading electronic procurement and logistics company in the information technology industry. World Wide Technology Holding Co. Inc. is comprised of three operating companies: World Wide Technology Inc., focused on the public sector and general commercial markets; Telcobuy.com, focused on the telecommunications industry; and SDE Business Partnering, focused on the automotive industry. Taking advantage of WWT's state-of-the-art e-business platform and physical infrastructure, including offices across the United States, each operating company provides its respective market with a full spectrum of information technology products, services, and supply-chain solutions.

**Regional benefits:** "It doesn't get any better when you talk about delivery systems in the United States to be logistically in the center of the country," Steward says. "Also there's a work ethic here you'll find nowhere else. Loyalty, trust, sense of family, spirituality, you just can't pay for those." He also mentions the quality of educational institutions and the presence of major corporations as positive assets.

**Looking ahead:** "We will continue to enhance our unique partnerships with the largest manufacturers and integrators in the world including Dell, Cisco, Sun, EDS, CSC, Microsoft and many others They see what we bring to the table is unique and that helps them enhance their offerings to the world," Steward says.

**The name:** "We always thought of ourselves as worldwide, not St. Louis-wide," Steward says. "We always wanted to provide our services to the world."

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