

March 20, 2001

State of Florida
Division of Records and Reporting
Public Service Commission
Capital Circle Office Center
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850

010354-TI

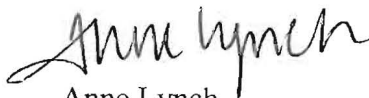
Re: Application for Authority to Provide Long Distance Service

Division of Records and Reporting:

Enclosed please find the original plus twelve (12) copies of the Application for Authority to Provide Long Distance Service for 1-800-RECONEX, Inc., along with a check in the amount of two hundred fifty dollars (\$250) to represent the filing fee.

If you have any questions or need any further information, please do not hesitate to contact me directly at 503-982-5572 or anne.lynch@reconex.com.

Sincerely,



Anne Lynch
Regulatory Manager

Check received with filing and
forwarded to Fiscal for deposit.
Fiscal to forward a copy of check
to RAR with proof of deposit.

Initials of person who forwarded check:



60 8 AM 23 MAR 01

DOCUMENT NUMBER-DATE

03699 MAR 23 01

1. This is an application for (check one):

010354-TI

(x) Original certificate (new company).

() Approval of transfer of existing certificate:

Example, a certificated company purchases an existing certificated company and desires to retain the authority of both certificates.

() Approval of assignment of existing certificate:

Example, a non-certificated company purchases an existing company and desires to retain the certificate of authority rather than apply for a new certificate.

() Approval of transfer of control:

Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of company:

1-800-RECONEX, Inc.

3. Name under which applicant will do business (fictitious name, etc.):

1-800-RECONEX

4. Official mailing address (including street name & number, post office box, city, state, zip code):

2500 Industrial Avenue, P.O. Box 40, Hubbard, Oregon 97032

5. Florida address (including street name & number, post office box, city, state, zip code):

1-800-Reconex, Inc., is a non-facilities based corporation with no facilities in the State of Florida; however the Registered Agent address is CT Corporation, 1200 S Pine Island Rd., Plantation, FL 33324

6. Select type of business your company will be conducting (check all that apply):

() Facility-based carrier – company owns and operates or plans to own and operate telecommunications switches and transmission facilities in Florida.

() Operator Service Provider – company provides or plans to provide alternative operator services for IXCs; or toll operator services to call aggregator locations; or clearinghouse services to bill such calls.

DOCUMENT NUMBER-DATE

03699 MAR 23 8

FPSC-RECORDS/REPORTING

- (x) Reseller – company has or plans to have one or more switches but primarily leases the transmission facilities of other carriers. Bills its own customer base for services used.
- () Switchless Rebiller – company has no switch or transmission facilities but may have a billing computer. Aggregates traffic to obtain bulk discount from underlying carrier. Rebills end users at a rate above its discount but generally below the rate end users would pay for unaggregated traffic.
- () Multi-Location Discount Aggregator – company contracts with unaffiliated entities to obtain bulk/volume discounts under multi-location discount plans from certain underlying carriers, then offers resold service by enrolling unaffiliated customers.
- () Prepaid Debit Card Provider – any person or entity that purchases 800 access from an underlying carrier or unaffiliated entity for use with prepaid debit card service and/or encodes the cards with personal identification numbers.

7. Structure of organization;

- | | |
|---------------------------|-------------------------|
| () Individual | () Corporation |
| (x) Foreign Corporation | () Foreign Partnership |
| () General Partnership | () Limited Partnership |
| () Other _____ | |

8. If individual, provide:

Name: _____

Title: _____

Address: _____

City/Street/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

9. If incorporated in Florida, provide proof of authority to operate in Florida:

- (a) The Florida Secretary of State Corporation Registration number:

10. If foreign corporation, provide proof of authority to operate in Florida:

(a) The Florida Secretary of State Corporate Registration number:
F98000002226

11. If using fictitious name-d/b/a, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida:

12. If a limited liability partnership, provide proof of registration to operate in Florida:

(a) The Florida Secretary of State registration number: _____

13. If a partnership, provide name, title and address of all partners and a copy of the partnership agreement.

Name: _____

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

14. If a foreign limited partnership, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable.

(a) The Florida registered number: _____

15. Provide F.E.I. Number (if applicable): 93-1242033

16. Provide the following (if applicable):

(a) Will the name of your company appear on the bill for your services?

(☒) Yes (☐) No

(b) If not, who will bill for your services?

Name: _____

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

(c) How is this information provided?

17. Who will receive the bill for your service?

(x) Residential Customers

(x) Business Customers

(☐) PATs providers

(☐) PATs station end-users

(☐) Hotels & motels

(☐) Hotel & motel guests

(☐) Universities

(☐) Universities dormitory residents

(☐) Other: (specify) _____

18. Who will serve as liaison to the Commission with regard to the following?

(a) The application:

Name: Anne Lynch

Title: Regulatory Manager

Address: 2500 Industrial Avenue, PO Box 40

City/State/Zip: Hubbard, OR 97032

Telephone No.: 503-982-5572 Fax No.: 503-982-6077

Internet E-Mail Address: anne.lynch@reconex.com

Internet Website Address: www.reconex.com

(b) Official point of contact for the ongoing operations of the company:

Name: Anne Lynch

Title: Regulatory Manager

Address: 2500 Industrial Avenue, P.O. Box 40

City/State/Zip: Hubbard, OR 97032

Telephone No.: 503-982-5572 Fax No.: 503-982-6077

Internet E-Mail Address: anne.lynch@reconex.com

Internet Website Address: www.reconex.com

(c) Complaints/Inquiries from customers:

Name: Sandra Elliot

Title: Project Manager

Address: 2500 Industrial Avenue

City/State/Zip: Hubbard, OR 97032

Telephone No.: 1-800-973-9788 ext. 4155 Fax No.: 503-982-6077

Internet E-Mail Address: sandra.elliott@reconex.com

Internet Website Address: www.reconex.com

19. List the states in which the applicant:

(a) has operated as an interexchange telecommunications company.

Alabama, Arizona, District of Columbia, Kansas, Kentucky, Maryland, Nebraska, New Jersey, New Mexico, Nevada, Oregon, Texas, Utah, Virginia, Wisconsin, and West Virginia

- (b) has applications pending to be certificated as an interexchange telecommunications company.

Arizona, California, Delaware, Georgia, Louisiana, Maine, Minnesota, Mississippi, Missouri, North Carolina, Ohio, Oklahoma, South Carolina, South Dakota, Tennessee, and Washington

- (c) is certificated to operate as an interexchange telecommunications company.

Alabama, Arkansas, Connecticut, District of Columbia, Hawaii, Iowa, Idaho, Illinois, Indiana, Kansas, Kentucky, Massachusetts, Maryland, Michigan, Montana, North Dakota, Nebraska, New Hampshire, New Jersey, New Mexico, Nevada, New York, Oregon, Pennsylvania, Texas, Utah, Virginia, Vermont, Wisconsin, West Virginia, Wyoming

- (d) has been denied authority to operate as an interexchange telecommunications company and the circumstances involved.

none

- (e) has had regulatory penalties imposed for violations of telecommunications statutes and the circumstances involved.

none

20. Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:

- (a) adjudged bankrupt, mental incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. If so, please explain.

N/A

- (b) an officer, partner or stockholder in any other Florida certificated telephone company. If yes, give name of company and relationship. If no longer associated with company, give reason why not.

N/A

21. The applicant will provide the following interexchange carrier services (check all that apply)

- a. _____ MTS with distance sensitive per minute rates
- _____ Method of access is FGA
_____ Method of access is FGB
_____ Method of access is FGD
_____ Method of access is 800
- b. _____ MTS with route specific rates per minute
- _____ Method of access is FGA
_____ Method of access is FGB
_____ Method of access is FGD
_____ Method of access is 800
- c. _____ MTS with statewide flat rates per minute (i.e. not distance sensitive)
- _____ Method of access is FGA
_____ Method of access is FGB
 x Method of access is FGD
_____ Method of access is 800
- d. _____ MTS for pay telephone service providers
- e. _____ Block-of-time calling plan (Reach Out Florida, Ring America, etc.)
- f. _____ 800 service (toll free)
- g. _____ WATS type service (bulk or volume discount)
- _____ Method of access is via dedicated facilities
_____ Method of access is via switched facilities
- h. _____ Private line services (Channel Services)
(For ex. 1.544 mbs., DS-3, etc.)
- i. _____ Travel service
- _____ Method of access is 950
_____ Method of access is 800
- j. _____ 900 service

- k. _____ Operator services
- _____ Available to presubscribed customers
- _____ Available to non presubscribed customers (for example, to patrons of hotels, student in universities, patients in hospitals).
- _____ Available to inmates
- l. _____ Services included are:
- _____ Station assistance
- _____ Person-to-person assistance
- _____ Directory assistance
- _____ Operator verify and interrupt
- _____ Conference calling

22. Submit the proposed tariff under which the company plans to begin operation. Use the format required by Commission Rule 25-24.485 (example enclosed).

Please see Exhibit "A"

23. Submit the following:

A. Financial capacity

The application should contain the applicant's audited financial statements for the most recent 3 years. If the applicant does not have audited financial statements, it shall so be stated.

The unaudited financial statements should be signed by the applicant's chief executive officer or chief financial officer affirming that the financial statements are true and correct and should include:

1. the balance sheet
2. income statement; and
3. statement of retained earnings

Attached as Exhibit "B" please find Reconex's balance sheet and income statement submitted in confidence. Reconex does not create a Statement of Retained Earnings. The equity portion of the balance sheet contains that information.

Reconex respectfully requests that the Commission maintain the confidential nature of the financial documents contained in this Application attached as Exhibit "B". A Petition for Confidential Treatment was sent to the Commission on March 1, 2001 and attached as Exhibit "C".

The financial statements provided are unaudited as Reconex is a privately held company and, therefore, not required to produce audited financial statements. Further, Reconex is a small and new company and audited financial statements would be costly.

NOTE: *This documentation may include, but is not limited to, financial statements, a projected profit and loss statement, credit references, credit bureau reports, and descriptions of business relationships with financial institutions.*

Further, the following (which includes supporting documentation) should be provided:

1. A written explanation that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.

Reconex has been certified to provide telecommunications services in forty-five (45) states, as well as Puerto Rico and Canada. In each instance Reconex was found to possess the requisite financial, managerial, and technical expertise.

Attached as Exhibit B is the income statement for Reconex for the twelve-month period from January 2000 through January 2001. The statement reveals a positive trend for the company. First, Reconex has been EBITDA (earnings before interest, taxes, depreciation, and amortization) positive for four consecutive months, as well as, eight months of the twelve-month statement period. Second, for the entire twelve-month period the company is EBITDA positive in the amount of \$309,857.

Investors, and those that advise investors, in the telecommunications business will generally focus on a company's EBITDA performance as they realize real profitability for new entrants is far away. Generally, this is because of the challenges related to competing with one hundred year old monopolies and relying on those monopolies as the CLEC's business partner, as well as the expense of equipment, hiring people and the building out of networks. Expense, which in the telecommunications arena, can be extremely high.

2. A written explanation that the applicant has sufficient financial capability to maintain the requested service.

In August of 2000, Nova Communications made a significant investment in Reconex, becoming the company's major shareholder. Nova has singled out Reconex for investment based on the infrastructure the company has in place, as well as the processes, procedures, and management which Nova feels will ensure profitability. Nova, via the company budget process, as well as changes in upper management, has forced the necessary discipline on the company to assure profitability and achieve the necessary cash flow to maintain all services provided. This along with the factors listed in item 1 above assure that Reconex has sufficient financial capability to maintain the requested service.

3. A written explanation that the applicant has sufficient financial capability to meet its lease or ownership obligations.

Please see No. 1 and No. 2 above.

- B. Managerial capability; give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

Dave Griffie: President & CEO

Mr. Griffie joined 1-800-RECONEX in 2000. Mr. Griffie co-founded U.S. Digitel, Inc., in 1997 and held the position of President from 1997 to 2000 when the company was sold. He installed and networked eight NACT digital switches whose combined capacity totaled 10,752 voice ports and grew the company to \$80,000,000.00 in annualized revenue. From 1996 to 1997, Mr. Griffie was Vice President of Operations for Total World Telecom, Inc., where his group installed, networked and made operational, four digital switches, bringing the network total to nine switches. In early 1997 Total World Telecom, Inc., aggressively entered into the debit card business and Mr. Griffie's group installed and activated two CPDI debit card platforms, each providing over eighty DS1's of capacity. From 1990 to 1996, Mr. Griffie was the Executive Vice President and Chief Operating Officer for Call America/Uni-Net, Inc. From January 1990 to September 1993 revenues were increased by 400%, cost of sales were lowered to provide a 40% gross margin while attrition and bad debt were reduced to below 2%. From 1986 to 1989 Mr. Griffie was the Vice President of Operations for Tele-Fibernet Corporation. During his tenure at Tele-Fibernet, he converted their network from two analog switches to four networked digital switches and built an East Coast network from Florida to Massachusetts and extended that network west into over 70 metropolitan areas. In 1988 Mr. Griffie's group installed an Operator Service Center that employed over 200 operators on 32 operator positions. From 1969 to 1986 Mr. Griffie worked for Indiana Bell/Southwestern Bell where he received technical and management training that constituted over one hundred weeks of intensive classroom and laboratory training. Mr. Griffie attended Indiana University and Purdue University.

Joe Brandes: Senior Vice President

Mr. Brandes joined 1-800-RECONEX in 1996. From 1990 to 1996 he was President of ProVision, Inc., a consumer products company manufacturing, marketing, and distributing golf products internationally. From 1987 to 1990, Mr. Brandes was Vice President of Marketing for O'Callahan's Restaurants, Inc., a \$9M multiple unit food and beverage operation. From 1978 to 1987, Mr. Brandes was Director of Marketing Operations and Distribution for Floating Point Systems, a \$150M scientific computer company. From 1972 to 1978 he served as controller for several business units including Wood Products, Heavy Equipment Manufacturing, and Retail Home Improvement with Columbia Corporation, a diversified \$175M company. Mr. Brandes holds a BS in Finance from the University of Oregon and an MBA from the University of Portland.

William E. Braun: Vice President/General Counsel

Mr. Braun joined 1-800-RECONEX in 1997. Mr. Braun is an attorney licensed to practice in the states of Oregon and California. As an attorney for the past 16 years, he has served in a litigation and advisory capacity for private firms, corporations and governmental entities. Mr. Braun holds a BA in Political Science from California State University, Long Beach and JD from Northwestern School of Law of Lewis and Clark College. He is a member of the American Bar Association, the Oregon Bar Association and the California Bar Association.

William R. Conner: Vice President of Information Technology

Mr. Conner joined 1-800-RECONEX in July 2000 with over 27 years experience in the telecommunications and information technology field. Prior to joining 1-800-RECONEX, Mr. Conner served as the Strategic Manager for a \$1.5B international telecommunication consulting firm. Mr. Conner has also lead the quality control process for Wang Communications, a subsidiary of Wang Laboratories; served as the Chief Architect for the renovation of all technology at PNG, a major energy company in Pennsylvania; and served as the Senior Manager of Engineering for a major division of MCI in Washington D.C. Mr. Conner holds a BS in Electrical Engineering and served ten years in the U.S. Marine Corps

Dale N. Powers: Vice President of Finance

Mr. Powers joined 1-800-RECONEX in October 1999. Previously Mr. Powers served as Chief Financial Officer for INTEX, a construction company. Between 1996 and 1998 he was Corporate Controller for NOW Software, a developer of consumer oriented PIM software. For six years prior to NOW, Mr. Powers served as Controller for Atlas Telecom, a \$40 million dollar international telecommunications supplier of enhanced messaging software and hardware. In addition, Mr. Powers has served in various financial capacities at several other high tech, manufacturing and distribution companies. Mr. Powers holds a BA from Knox College and a MSBA in Accounting from Northern Illinois University. He also holds an inactive CPA certificate for the State of Oregon.

Applicant possesses the managerial qualifications to provide local and long distance exchange services within the State of Iowa. The senior management team has guided Reconex from a small start-up in 1992 to the largest residential telephone company in the United States. Since 1996, Reconex has been publicly recognized every year as one of the fastest growing private companies in the Pacific Northwest (Exhibit "D").

- C. Technical capability; give resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.

Although Reconex relies upon the technical expertise of its underlying carrier, individuals with considerable telecommunications and business management experience manage the company. Below please find the biographies of Reconex's senior management team.

Dave Griffie: President & CEO

Mr. Griffie joined 1-800-RECONEX in 2000. Mr. Griffie co-founded U.S. Digitel, Inc., in 1997 and held the position of President from 1997 to 2000 when the company was sold. He installed and networked eight NACT digital switches whose combined capacity totaled 10,752 voice ports and grew the company to \$80,000,000.00 in annualized revenue. From 1996 to 1997, Mr. Griffie was Vice President of Operations for Total World Telecom, Inc., where his group installed, networked and made operational, four digital switches, bringing the network total to nine switches. In early 1997 Total World Telecom, Inc., aggressively entered into the debit card business and Mr. Griffie's group installed and activated two CPDI debit card platforms, each providing over eighty DS1's of capacity. From 1990 to 1996, Mr. Griffie was the Executive Vice President and Chief Operating Officer for Call America/Uni-Net, Inc. From January 1990 to September 1993 revenues were increased by 400%, cost of sales were lowered to provide a 40% gross margin while attrition and bad debt were reduced to below 2%. From 1986 to 1989 Mr. Griffie was the Vice President of Operations for Tele-Fibernet Corporation. During his tenure at Tele-Fibernet, he converted their network from two analog switches to four networked digital switches and built an East Coast network from Florida to Massachusetts and extended that network west into over 70 metropolitan areas. In 1988 Mr. Griffie's group installed an Operator Service Center that employed over 200 operators on 32 operator positions. From 1969 to 1986 Mr. Griffie worked for Indiana Bell/Southwestern Bell where he received technical and management training that constituted over one hundred weeks of intensive classroom and laboratory training. Mr. Griffie attended Indiana University and Purdue University.

Joe Brandes: Senior Vice President

Mr. Brandes joined 1-800-RECONEX in 1996. From 1990 to 1996 he was President of ProVision, Inc., a consumer products company manufacturing, marketing, and distributing golf products internationally. From 1987 to 1990, Mr. Brandes was Vice President of Marketing for O'Callahan's Restaurants, Inc., a \$9M multiple unit food and beverage operation. From 1978 to 1987, Mr. Brandes was Director of Marketing Operations and Distribution for Floating Point Systems, a \$150M scientific computer company. From 1972 to 1978 he served as controller for several business units including Wood Products, Heavy Equipment Manufacturing, and Retail Home Improvement with Columbia Corporation, a diversified \$175M company. Mr. Brandes holds a BS in Finance from the University of Oregon and an MBA from the University of Portland.

William E. Braun: Vice President/General Counsel

Mr. Braun joined 1-800-RECONEX in 1997. Mr. Braun is an attorney licensed to practice in the states of Oregon and California. As an attorney for the past 16 years, he has served in a litigation and advisory capacity for private firms, corporations and governmental entities. Mr. Braun holds a BA in Political Science from California State University, Long Beach and JD from Northwestern School of Law of Lewis and Clark College. He is a member of the American Bar Association, the Oregon Bar Association and the California Bar Association.

William R. Conner: Vice President of Information Technology

Mr. Conner joined 1-800-RECONEX in July 2000 with over 27 years experience in the telecommunications and information technology field. Prior to joining 1-800-RECONEX, Mr. Conner served as the Strategic Manager for a \$1.5B international telecommunication consulting firm. Mr. Conner has also lead the quality control process for Wang Communications, a subsidiary of Wang Laboratories; served as the Chief Architect for the renovation of all technology at PNG, a major energy company in Pennsylvania; and served as the Senior Manager of Engineering for a major division of MCI in Washington D.C. Mr. Conner holds a BS in Electrical Engineering and served ten years in the U.S. Marine Corps.

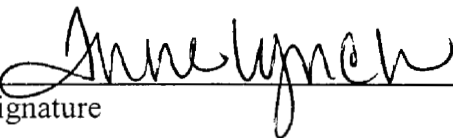
Dale N. Powers: Vice President of Finance

Mr. Powers joined 1-800-RECONEX in October 1999. Previously Mr. Powers served as Chief Financial Officer for INTEX, a construction company. Between 1996 and 1998 he was Corporate Controller for NOW Software, a developer of consumer oriented PIM software. For six years prior to NOW, Mr. Powers served as Controller for Atlas Telecom, a \$40 million dollar international telecommunications supplier of enhanced messaging software and hardware. In addition, Mr. Powers has served in various financial capacities at several other high tech, manufacturing and distribution companies. Mr. Powers holds a BA from Knox College and a MSBA in Accounting from Northern Illinois University. He also holds an inactive CPA certificate for the State of Oregon.

****APPLICATION ACKNOWLEDGEMENT STATEMENT****

1. REGULATORY ASSESSMENT FEE: I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of its gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$50.00 is required.
2. GROSS RECEIPTS TAX: I understand that all telephone companies must pay a gross receipts tax of two and one-half percent on all intra and interstate business.
3. SALES TAX: I understand that a seven percent sale tax must be paid on intra and interstate revenues.
4. APPLICATION FEE: I understand that a non-refundable application fee of \$250.00 must be submitted with the application.

UTILITY OFFICIAL:



Signature

3/8/01

Date

Regulatory Manager

Title

503-982-5572

Telephone No.

Address: 2500 Industrial Ave., Hubbard, OR 97032

503-982-6077

Fax No,

ATTACHMENTS:

- A – CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT
- B – CUSTOMER DEPOSIT AND ADVANCED PAYMENTS
- C – CURRENT FLORIDA INTRASTATE NETWORK
- D – AFFIDAVIT

****APPENDIX A****

CERTIFICATE TRANSFER, ASSIGNMENT STATEMENT, OR NEW SERVICE

I, Anne Lynch, Regulatory Manager of 1-800-RECONEX, Inc. and current holder of Florida Public Service Commission Certificate Number 4828, have reviewed this application and join in the petitioner's request for a:

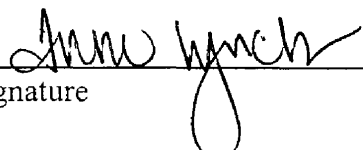
() transfer

() assignment

(x) new service

of the above-mentioned certificate

UTILITY OFFICIAL:



Signature

Regulatory Manager

Title

Address: 2500 Industrial Ave., Hubbard, OR 97032

3/8/01

Date

503-982-5572

Telephone No.

503-982-6077

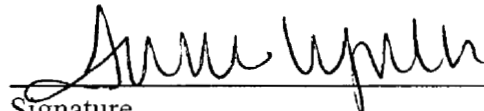
Fax No,

CUSTOMER DEPOSITS AND ADVANCE PAYMENTS

A statement of how the Commission can be assured of the security of the customer's deposits and advance payments may be provided in one of the following ways (applicant, please check one):

- (x) The applicant will not collect deposits nor will it collect payments for service more than one month in advance.
- () The applicant intends to collect deposits and/or advance payments for more than one month's service and will file and maintain a surety bond with the Commission in an amount equal to the current balance of deposits and advance payments in excess of one month.
(The bond must accompany the application)

UTILITY OFFICIAL:



Signature

3/8/01

Date

Regulatory Manager

Title

503-982-5572

Telephone No.

Address: 2500 Industrial Ave., Hubbard, OR 97032

503-982-6077

Fax No,

CURRENT FLORIDA INTRASTATE SERVICES

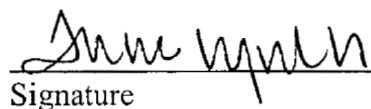
Applicant has (☒) or has not (☐) previously provided intrastate telecommunications in Florida.

If the answer is has, fully describe the following:

a) What services have been provided and when did these services begin?
1-800-RECONEX, Inc., was certified by the Florida Public Service Commission to provide alternative local exchange telecommunication service on February 24, 1997 (Certificate No. 4828). Reconex began providing alternative local exchange telecommunications service shortly after approval from the Commission.

b) If the services are not currently offered, when were they discontinued?

UTILITY OFFICIAL:


Signature

3/8/01
Date

Regulatory Manager
Title

503-982-5572
Telephone No.

Address: 2500 Industrial Ave., Hubbard, OR 97032

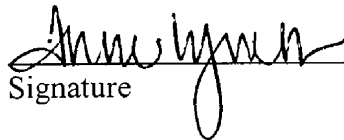
503-982-6077
Fax No.

AFFIDAVIT

By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide alternative local exchange company service in the State of Florida. I have read the foregoing and declare that, to the best of my knowledge and belief, the information is true and correct. I attest that I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules and orders.

Further, I am aware that, pursuant to Chapter 837.06, Florida Statutes, "Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s.775.082 and s.775.083."

UTILITY OFFICIAL:


Signature

3/8/01
Date

Regulatory Manager
Title

503-982-55572
Telephone No.

Address: 2500 Industrial Ave., Hubbard, OR 97032

503-982-6077
Fax No.

EXHIBIT
“A”

TITLE SHEET

FLORIDA TELECOMMUNICATIONS TARIFF

This tariff contains the descriptions, regulations, and rates applicable to the furnishing of service and facilities for telecommunications services provided by 1-800-RECONEX, Inc., with principal offices at 2500 Industrial Avenue, Hubbard, Oregon 97032. This tariff applies for services furnished within the state of Florida. This tariff is on file with the Florida Public Service Commission, and copies may be inspected, during normal business hours at the Company's principal place of business.

Issued: March 26, 2001
By:

Mr. Dave Griffee, President
1-800-RECONEX, Inc.
P.O. Box 40
Hubbard, Oregon 97032

Effective: .

CHECK SHEET

The sheets listed below, which are inclusive of this tariff, are effective as of the date shown at the bottom of the respective sheet (s). Original and revised sheets as named below comprise all changes from the original tariff and are currently in effect as of the date of the bottom of this page.

SHEET	REVISION
1	Original
2	Original
3	Original
4	Original
5	Original
6	Original
7	Original
8	Original
9	Original
10	Original
11	Original
12	Original
13	Original
14	Original
15	Original
16	Original
17	Original

Issued: March 26, 2001

By:

Mr. Dave Griffee, President
1-800-RECONEX, Inc.
P.O. Box 40
Hubbard, Oregon 97032

Effective: .

TABLE OF CONTENTS

Title Sheet.....1

Check Sheet.....2

Table of Contents.....3

Symbols Sheet.....4

Tariff Format Sheets.....5

Section 1 – Technical Terms and Abbreviations.....6

Section 2 – Rules and Regulations.....7

Section 3 – Description of Service.....12

Section 4 – Rates.....15

Issued: March 26, 2001
By:

Mr. Dave Griffee, President
1-800-RECONEX, Inc.
P.O. Box 40
Hubbard, Oregon 97032

Effective: .

SYMBOLS SHEET

D – Delete or Discontinue

I – Change resulting in an increase to a customer's bill

M – Moved from another tariff location

N – New

R – Change resulting in a reduction to a customer's bill

T – Change in text or regulation but no change in rate or charge

Issued: March 26, 2001
By:

Mr. Dave Griffie, President
1-800-RECONEX, Inc.
P.O. Box 40
Hubbard, Oregon 97032

Effective:

TARIFF FORMAT SHEETS

A. Sheet Numbering – Sheet numbers appear in the upper right corner of the page. Sheets are numbered sequentially. However, new sheets are occasionally added to the tariff. When a new sheet is added between sheets already in effect, a decimal is added. For example, a new sheet added between sheets 14 and 15 would be 14.1.

B. Sheet Revision Numbers – Revision numbers also appear in the upper right corner of each page. These numbers are used to determine the most current sheet version on file with the FPSC. For example, the 4th revised Sheet 14 cancels the 3rd revised Sheet 14. Because of various suspension periods, deferrals, etc, the FPSC follows in their tariff approval process, the most current sheet number on file with the Commission is not always the tariff page in effect. Consult the Check Sheet for the sheet currently in effect.

C. Paragraph Numbering Sequence – There are nine levels of paragraph coding. Each level of coding is subservient to its next higher level:

- 2.
- 2.1.
- 2.1.1.
- 2.1.1.A.
- 2.1.1.A.1
- 2.1.1.A.1.(a).
- 2.1.1.A.1.(a).I.
- 2.1.1.A.1.(a).I.(i).
- 2.1.1.A.1.(a).I.(i).(1).

D. Check Sheets – When a tariff filing is made with the FPSC, an updated check sheet accompanies the tariff filing. The check sheet lists the sheets contained in the tariff, with a cross reference to the current revision number. When new pages are added, the check sheet is changed to reflect the revision. All revisions made in a given filing are designated by an asterisk (*). There will be no other symbols used on this page if these are the only changes made to it) i.e., the format, etc. remains the same, just revised revision levels on some pages). The tariff user should refer to the latest check sheet to find out if a particular sheet is the most current on file with the FPSC.

SECTION 1 – TECHNICAL TERMS AND ABBREVIATIONS

Access Line – An arrangement which connects the customer's location to the Company's network switching center.

Authorization Code – A numerical code, one or more of which are available to a customer to enable him/her to access the carrier, and which are used by the carrier both to prevent unauthorized access to its facilities and to identify the customer for billing purposes.

Company or Carrier – 1-800-RECONEX, Inc.

Customer – the person, firm, corporation or other entity which orders service and is responsible for payment of charges due and compliance with the Company's tariff regulations.

Day – From 8:00 AM up to but not including 5:00 PM local time Sunday through Friday.

Evening – From 5:00 PM up to but not including 11:00 PM local time Sunday through Friday.

Holidays – The Company's recognized holidays are New Year's Day, July 4th, Thanksgiving Day, Christmas Day.

Night/Weekend – From 11:00 PM up to but not including 8:00 AM Sunday through Friday, and 8:00 AM Saturday up to but not including 5:00 PM Sunday.

Issued: March 26, 2001
By:

Mr. Dave Griffie, President
1-800-RECONEX, Inc.
P.O. Box 40
Hubbard, Oregon 97032

Effective: .

SECTION 2 – RULES AND REGULATIONS

2.1 Undertaking of the Company

The Company's services and facilities are furnished for communications originating at specified points within the state of Florida under terms of this tariff.

The Company's installs, operates, and maintains the communications services provided herein in accordance with the terms and conditions set forth under this tariff. It may act as the customer's agent for ordering access connection facilities provided by other carriers or entities when authorized by the customer, to allow connection of a customer's location to the Company's network. The customer shall be responsible for all charges due for such service arrangement.

The Company's service and facilities are provided on a monthly basis unless ordered on a longer-term basis, and are available twenty-four hours per day, seven days per week.

2.2 Limitations

- 2.2.1 Service is offered subject to the availability of facilities and provisions of this tariff.
- 2.2.2 The Company's reserves the right to discontinue furnishing service, or limit the use of service necessitated by conditions beyond its control; or when the customer is using service in violation of the law or the provision of this tariff.

Issued: March 26, 2001
By:

Mr. Dave Griffee, President
1-800-RECONEX, Inc.
P.O. Box 40
Hubbard, Oregon 97032

Effective:

SECTION 2 – RULES AND REGULATIONS continued

2.2. Limitations (Cont.)

- 2.2.3 All facilities provided under this tariff are directly controlled by the Company and the customer may not transfer or assign the use of service or facilities, except with the express written consent of the Company. Such transfer or assignment shall only apply where there is no interruption of the use or location of the service or facilities.
- 2.2.4 All regulations and conditions contained in this tariff shall apply to all such permitted assignees or transferees, as well as all conditions for service.
- 2.2.5 Customers reselling or rebilling services must have a Certificate of Public Convenience and Necessity as an interexchange carrier from the Florida Public Service Commission.

2.3 Liabilities of the Company

- 2.3.1 The Company's liability arising out of mistakes, interruptions, omissions, delays, errors, or defects in the transmission occurring in the course of furnishing service or facilities, and not caused by the negligence of its employees or its agents, in no event shall exceed an amount equivalent to the proportionate charge to the customer for the period during which the aforementioned faults in transmission occur, unless ordered by the Commission.
- 2.3.2 The Company shall be indemnified and held harmless by the customer against:
 - (A) Claims for libel, slander, or infringement of copyright arising out of the material, data, information, or other content transmitted over the Company's facilities.
 - (B) All other claims arising out of any act or omission of the customer in connection with any service or facility provided by the Company.

Issued: March 26, 2001
By:

Mr. Dave Griffie, President
1-800-RECONEX, Inc.
P.O. Box 40
Hubbard, Oregon 97032

Effective: .

SECTION 2 – RULES AND REGULATIONS continued2.4 Interruption of Service

2.4.1 Credit allowance for the interruption of service which is not due to the Company's testing or adjusting, negligence of the customer, or due to the failure of channels or equipment provided by the customer, are subject to the general liability provisions set forth in Subsection 2.3.1. It shall be the customer's obligation to notify the Company immediately of any service interruption for which a credit allowance is desired. Before giving such notice, the customer shall ascertain that the trouble is not being caused by any action or omission by the customer within his control, or equipment, if any, furnished by the customer and connected to the Company's facilities. No refund or credit will be made for the time that the Company stands ready to repair the service and the subscriber does not provide access to the Company for such restoration work.

2.4.2 No credit shall be allowed for an interruption of a continuous duration of less than twenty-four hours after the subscriber notifies the Company.

2.4.3 The customer shall be credited for an interruption of more than twenty-four hours as follows:

Credit Formula:

$$\text{Credit} = A/720 \times C$$

"A" – outage time in hours

"B" – each month is considered to have 720 hours

"C" – total monthly charge for affected facility

Issued: March 26, 2001

By:

Mr. Dave Griffie, President
1-800-RECONEX, Inc.
P.O. Box 40
Hubbard, Oregon 97032

Effective:

SECTION 2 – RULES AND REGULATIONS (continued)

2.5 Disconnection of Service by Carrier

The company (carrier), upon 5 working days written notice to the customer, may discontinue service or cancel an application for service without incurring any liability for any of the following reasons:

- 2.5.1 Non-payment of any sum due to carrier for regulated service for more than thirty days beyond the date of rendition of the bill for such service.
- 2.5.2 A violation of any regulation governing the service under this tariff.
- 2.5.3 A violation of any law, rule, or regulation of any government authority having jurisdiction over such service.
- 2.5.4 The company has given the customer notice and has allowed a reasonable time to comply with any rule, or remedy, and deficiency as stated in Rule 25-4.113, F.A.C., Refusal of Discontinuance of Service by Company.
- 2.5.5 Service may be disconnected without notice for tampering with company equipment, for interfering with the service to other customers, for fraud, or in the event of a hazardous condition.

Issued: March 26, 2001
By:

Mr. Dave Griffee, President
1-800-RECONEX, Inc.
P.O. Box 40
Hubbard, Oregon 97032

Effective:

SECTION 2 – RULES AND REGULATIONS continued

2.6 Deposits

The Company does not require a deposit from the customer.

2.7 Advance Payments

Service is provided on a prepaid basis. The Company will not collect an amount that exceeds one month's estimated charges and advance payment for service. The unused amount will be credited back to the end user in the next month's bill.

2.8 Taxes

All state and local taxes (i.e., gross receipts tax, sales tax, municipal utilities tax) are listed on customer bills as separate line items and are not included in the quoted rates.

2.9 Billing of Calls

All charges due by the subscriber are payable at any agency duly authorized to receive such payments. Any objection to billed charges should be promptly reported to the Company. Adjustments to the customers' bills shall be made to the extent that records are available and/or circumstances exist which reasonably indicate that such charges are not in accordance with approved rates or that an adjustment may otherwise be appropriate.

Issued: March 26, 2001
By:

Mr. Dave Griffec, President
1-800-RECONEX, Inc.
P.O. Box 40
Hubbard, Oregon 97032

Effective:

SECTION 3 – DESCRIPTION OF SERVICE

3.1 Timing of Calls

3.1.1 When Billing Charges Begin and End for Phone Calls

The customer's long distance usage charge is based on the actual usage of the Company's network. Usage begins when the called party picks up the receiver, (i.e. when 2-way communication, often referred to as "conversation time" is possible.). When the called party picks up is determined by hardware answer supervision in which the local telephone company sends a signal to the switch or the software utilizing audio tone detection. When software answer supervision is employed, up to 60 seconds of ringing is allowed before it is billed as usage of the network. A call is terminated when the calling or called party hangs up.

3.1.2 Billing Increments

The minimum call duration for billing purposes is 1 minute for a connected call and calls beyond 1 minute are billed in 1-minute increments.

3.1.3 Per Call Billing Charges

Billing will be rounded up to the nearest penny for each call.

3.1.4 Uncompleted Calls

There shall be no charges for uncompleted calls.

Issued: March 26, 2001
By:

Mr. Dave Griffiee, President
1-800-RECONEX, Inc.
P.O. Box 40
Hubbard, Oregon 97032

Effective:

SECTION 3 – DESCRIPTION OF SERVICE continued3.2 Calculation of Distance

Usage charges for all mileage sensitive products are based on the airline distance between rate centers associated with the originating and terminating points of the call.

The airline mileage between rate centers is determined by applying the formula below to the vertical and horizontal coordinates associated with the rate centers involved. The Company uses the rate centers that are produced by Bell Communications Research in the NPA-NXX V& H Coordinates Tape and Bell's NECA Tariff No. 4.

Formula:

The square
root of:
$$\frac{(V1 - V2)^2 + (H1 - H2)^2}{10}$$

3.3. Minimum Call Completion Rate

A customer can expect a call completion rate (number of calls completed / number of calls attempted) of not less than 90% during peak use periods for all Feature Group D Services ("1+" dialing).

Issued: March 26, 2001
By:

Mr. Dave Griffie, President
1-800-RECONEX, Inc.
P.O. Box 40
Hubbard, Oregon 97032

Effective: .

SECTION 3 – DESCRIPTION OF SERVICE continued3.4 Service Offerings3.4.1 Long Distance Service

Long distance service is offered to residential and business customers. The service permits direct dialed outbound calling at a single per minute rate. Service is provided from presubscribed, dedicated or shared use access lines. Calls are billed in one-minute increments. No monthly recurring charges or minimum monthly billing requirements apply.

3.4.2 800/888 (Inbound) Long Distance Service

800/888 (Inbound) Long Distance Service is offered to residential and business customers. The service permits inbound 800/888 calling at a single per minute rate. Service is provided from presubscribed, dedicated or shared use access lines. Calls are billed in six second increments, with a six second minimum call duration. A \$10.00 minimum monthly billing requirement applies. Customers whose monthly usage is less than the minimum will be billed the minimum amount.

3.4.3 Calling Card Service

Calling Card Service is a calling card service offered to residential and business customers who subscribe to the Long Distance Service calling plan. Customers using the Carrier's calling card service access the service by dialing a 1-800 number followed by an account identification number and the number being called. This service permits subscribers utilizing the Carrier's calling card to make calls at a single per minute rate. Calls are billed in one (1) minute increments after the initial minimum period of one (1) minute. There are no nonrecurring or monthly recurring charges.

Issued: March 26, 2001

By:

Mr. Dave Griffie, President
1-800-RECONEX, Inc.
P.O. Box 40
Hubbard, Oregon 97032

Effective:

SECTION 4 – RATES

4.1 Long Distance Service

Rate per minute - \$0.25.
Plan is billed in full minute increments.

4.2 800/888 (Inbound Long Distance Service)

Rate per minute - \$0.30.
Plan is billed in six second increments with a six second minimum.

4.3 Calling Card Service

Rate per minute - \$0.35.
Plan is billed in full minute increments.

4.4 Determining Applicable Rate in Effect

For the initial minute, the rate applicable at the start of chargeable time at calling station applies. For additional minutes, the rate applicable is that rate which is in effect at the calling station when the additional minute(s) begin. That is, if chargeable time begins during the Day Period, the Day Rate applies to the initial minute and to any additional minutes that the call continues during the rate period. If the call continues into a different rate period, the appropriate rates from the period apply to any additional minutes occurring in that rate period. If an additional minute is split between two rate periods, the rate period applicable at the start of the minute applies to the entire minute.

Issued: March 26, 2001
By:

Mr. Dave Griffie, President
1-800-RECONEX, Inc.
P.O. Box 40
Hubbard, Oregon 97032

Effective: .

4.6 Payment of Calls

4.6.1 Late Payment Charges

A late payment charge of 1.5% per month will be assessed on all unpaid balances more than thirty days old.

4.6.2 Return Check Charges

A return check charge of \$25.00 will be assessed for checks returned for insufficient funds if the face value does not exceed \$50.00, \$30.00 if the face value does exceed \$50.00 but does not exceed \$300.00, \$40.00 if the face value exceeds \$300.00 or 5% of the value of the check, which ever is greater.

4.7 Restoration of Service

A reconnection fee of \$25.00 per occurrence is charged when service is re-established for customers who had been disconnected for non-payment.

Issued: March 26, 2001
By:

Mr. Dave Griffie, President
1-800-RECONEX, Inc.
P.O. Box 40
Hubbard, Oregon 97032

Effective:

SECTION 4 – RATES continued

4.8 Special Promotions

The company will, from time to time, offer special promotions to its customers waiving certain charges. These promotions will be approved by the FPSC with specific starting and ending dates, and be made part of this tariff.

4.9 Special Rates for the Handicapped

4.9.1 Directory Assistance

There shall be no charge for up to fifty calls per billing cycle for lines or trunks serving individuals with disabilities. The Company shall charge the prevailing tariff rates for every call in excess of 50 within a billing cycle.

4.9.2 Hearing and Speech Impaired Persons

Intrastate toll message rates for TDD users shall be evening rates for daytime calls and night rates for evening and night calls.

4.9.3 Telecommunications Relay Service

For intrastate toll calls received from the relay service, the Company will when billing relay calls discount relay service calls by 50 percent off of the otherwise applicable rate for a voice non-relay call except that where either the calling or called party indicates that either party is both hearing and visually impaired, the call shall be discounted 60 percent off of the otherwise applicable rate for a voice non-relay call. The above discounts apply only to time-sensitive elements of a charge for the call and shall not apply to per call charges such as a credit card surcharge.

Issued: March 26, 2001

By:

Mr. Dave Griffee, President
1-800-RECONEX, Inc.
P.O. Box 40
Hubbard, Oregon 97032

Effective: .

EXHIBIT
“C”

**BEFORE THE PUBLIC UTILITIES COMMISSION
OF THE STATE OF FLORIDA**

In Re:

Applicant of 1-800-RECONEX, Inc.)
for a Certificate of Authority to Provide)
Interexchange (IXC) Telecommunications)
Service throughout the State of)
Florida)

**NOTICE OF INTENT TO REQUEST CONFIDENTIAL CLASSIFICATION
1-800-RECONEX, INC.'S
FINANCIAL DOCUMENTS**

Pursuant to Commission's Procedure 25-22.006 No. 3(a), 1-800-RECONEX, Inc. ("Reconex") hereby petitions the Commission for confidential classification of the company's financial information requested in the Application for a Certificate of Authority to Provide Interexchange (IXC) Telecommunications Service soon to be filed with the Commission. Procedure 25-22-.006 No. 3(a) states that prior to the staff obtaining any material, a utility or other person may receive temporary exemption from Section 119.07(1), F.S., by filing a notice of intent to request confidential classification. In support of its request, Reconex states the following:

The Florida Public Service Commission's ("Commission") rules require that the Applicant present to the Commission a copy of its balance sheet and income statement as part of its Application for a Authority to Provide Interexchange (IXC) Telecommunications Service. Reconex requests its confidential classification.

Reconex, a privately held corporation, believes that the information found in the balance sheet and income statement constitutes proprietary and confidential business information. Reconex does not release this type of financial information to the public.

In addition, competitive disadvantage is likely to occur if such sensitive information about Reconex's financial fitness is made public. The field local and long distance exchange telecommunications service is highly competitive. Information about Reconex's market share, income stream, cost structure, and financial success would be of great economic value to competitors and harmful to Reconex.

Reconex therefore asserts that disclosure of these financial statements will unfairly disadvantage the Company, and therefore the need for confidentiality outweighs the public interest in its disclosure.

Where, 1-800-RECONEX, Inc., respectfully requests that the Commission grant Confidential Classification.

Respectfully submitted this 1st day of March 200.



William E. Braun
Corporate Secretary/General Counsel
2500 Industrial Avenue
Hubbard, Oregon 97032
503-982-5573

EXHIBIT
“D”

TOP 100 FASTEST-GROWING PRIVATE COMPANIES

Rank	Rank last year	Name/address/telephone	Percent change in revenues from 1993 to 1995	Revenues: 1995 1994 1993	Employees: 1995 1994 1993	Profit range ¹	Start-up capital	Source of start-up capital	Description of business	Senior executive/title	Year founded	End of fiscal year
1	NR	MedicaLogic Inc. 1400 N.W. 57th Ave., Suite 200 Beverly Hills, Calif. 90209 Tel: (310) 551-2000 Fax: (310) 551-2001	1,511%	\$6,000,000 \$2,500,000 \$660,000	80 50 10	Loss	\$2,500	Personal funds	Electronic medical device	Dr. Mark Lantz, president	1985	June 30
2	NR	United Energy Inc. 421 S.W. Sixth Ave., Suite 800 Portland, Ore. 97204 (503) 295-5902 fax: (503) 295-0517	878%	\$4,961,000 \$1,195,300 \$507,220	30 11 5	0% to 5%	\$5,000	Savings	Petroleum products	James Winters, president	1990	June 30
3	NR	Interactive North America 12725 S. Western Blvd., Suite 100 Portland, Ore. 97219 (503) 598-0900 fax: (503) 598-1232	750%	\$2,682,400 \$1,208,700 \$348,970	24 10 10	11% to 15%	WND	Personal funds	Interactive video, computer software, electronic mail	Chris Van Housen, president; Gary Allen, vice president	1989	Dec. 31
4	3	Northwest Builders Group Inc. 10798 S.E. Highway 212 Clackamas, Ore. 97015 (503) 857-1022 fax: (503) 857-0734	617%	\$5,582,600 \$1,353,400 \$778,510	83 45 25	More than 15%	\$1,100	Personal funds	Commercial framing	Mark Patterson, president	1988	Dec. 31
5	NR	Alcon Products Inc. 1400 N.W. 57th Ave., Suite 200 Beverly Hills, Calif. 90209 (310) 551-2000 fax: (310) 551-2001	500%	\$2,750,000 \$1,570,000 \$504,010	15 10 10	7% to 10%	\$50,000	Personal funds	Chemical analysis, pharmaceuticals	Raymond Paine, president	1985	Dec. 31
6	NR	BLT Technologies 810 Esther St. Vancouver, Wash. 98660 (360) 695-7000 fax: (360) 695-7245	520%	\$20,232,000 \$8,451,200 \$3,265,000	55 40 20	0% to 5%	\$25,250	Private investors	Prepaid phone cards	Tom Holce, CEO; Bob Sternberg, president	1989	May 31
7	NR	Advanced Electronic Inc. 1000 N.W. 57th Ave., Suite 200 Beverly Hills, Calif. 90209 (310) 551-2000 fax: (310) 551-2001	500%	\$1,300,000 \$478,000 \$214,000	30 15 10	0% to 10%	\$1,000	Personal funds	Sound recording, audio equipment, electronic mail	Paula S. Smith, president	1985	Dec. 31
8	NR	Ameritel Corp. 9620 S.W. Barbours Blvd., Suite 330 Portland, Ore. 97219 (503) 244-9059 fax: (503) 452-9495	493%	\$2,057,400 \$1,284,100 \$348,740	21 14 6	0% to 5%	\$1,000	Personal funds	Telecommunications	Todd Melsahn, president	1992	Dec. 31
9	NR	Communications Product Development Inc. 816 Broadway St., Suite 100 Vancouver, Wash. 98660 (360) 695-2977 fax: (360) 695-2553	481%	\$3,107,000 \$1,248,000 \$335,000	15 11 11	Loss	\$50,000	Private investors	Software for telecommunications, audio equipment, electronic mail	Richard Wynton, executive vice president	1985	Dec. 31
10	NR	McClenahan Bruer Burrows Communications 12855 S.W. Center St., Suite 180 Beaverton, Ore. 97005 (503) 643-9035 fax: (503) 643-8072	447%	\$1,614,000 \$705,000 \$295,000	12 6 4	6% to 10%	\$5,000	The founders	High-technology advertising and public relations	Kerry McClenahan, president	1993	Dec. 31
11	NR	Bahlsch, Inc. 38100 S.W. Parkway, Suite 200 Beaverton, Ore. 97007 (503) 643-3400 fax: (503) 643-3400	400%	\$1,183,000 \$535,900 \$272,100	15 10 10	More than 15%	\$50,000	The founders	Medical device	David Paine, president	1992	Nov. 30
12	NR	West Coast Food and Fun Inc. dba Super Play 17455 S.W. Farmington Road, Ste. 20A Aloha, Ore. 97007 (503) 848-8041 fax: (503) 848-7819	338%	\$1,500,000 \$653,000 \$344,000	55 50 20	NA	\$325,000	Investors	Children's entertainment centers (retail)	Edward Green, president	1992	Dec. 31
13	NR	Northwest EMC Inc. 124 S. 3rd St., Suite 200 Newberg, Ore. 97132 (503) 837-2729 fax: (503) 837-2729	310%	\$205,000 \$495,000 \$210,000	15 15 10	More than 15%	\$50,000	Personal funds; SBA funds	Regulatory testing and support for electronic test compatibility	Dean Gillette, president	1992	June 30
14	7	New Horizons Computer Learning Center 8285 S.W. Nimbus, Suite 112 Beaverton, Ore. 97008 (503) 641-8028 fax: (503) 641-1759	290%	\$4,100,000 \$2,100,000 \$1,050,000	57 50 32	6% to 10%	\$5,000	Savings	Software training	Mitchell Priestley, founder/chairman	1980	Dec. 31
15	NR	Clientele Software 8100 S.W. Hybrid Road Tualatin, Ore. 97062 (503) 612-2500 fax: (503) 612-2500	277%	\$3,578,000 \$1,370,000 \$345,000	46 23 18	0% to 5%	\$100,000	Personal funds	Support automation software	William Muiet, president/CEO	1986	Dec. 31
16	25	TeleMark Inc. 7303 S.E. Lake Road Milwaukie, Ore. 97267 (503) 652-6000 fax: (503) 653-3994	241%	\$28,661,000 \$12,567,000 \$8,408,000	1410 590 225	More than 15%	\$15,000	Personal savings	Inbound and outbound telemarketing service bureau	R. Patrick Hanlin, president	1988	June 30
17	NR	Larson Transportation Services Inc. 1825 S.E. Hogan Road Gresham, Ore. 97030 (503) 667-3090 fax: (503) 666-2790	216%	\$9,581,800 \$4,644,900 \$3,021,300	482 281 218	Loss	\$20,000	Leland E.G. Larson	Public transportation	W. Wayne Fritz, vice president/general manager	1992	Sept. 30
18	NR	PCB West Inc. 15244 N.W. Greenbrier Pkwy. Beaverton, Ore. 97006 (503) 645-8500 fax: (503) 645-2137	215%	\$2,152,400 \$1,085,900 \$693,790	22 17 10	WND	\$150,000	Founders	Circuit board design	Darrel Pfeifer, president	1988	Dec. 31
19	NR	Building Materials Consolidator International dba BMC 8075 Jefferson St. Vancouver, Wash. 98660 (360) 693-9234 fax: (360) 693-9232	210%	\$8,040,200 \$5,769,800 \$2,591,200	47 32 9	0% to 5%	\$319,000	Investment by company officers	Export of housing and building materials	Ron Hillman, president/chairman	1992	March 31
20	26	AKA Inc. Advertising & Sales 618 N.W. Gilsan St., Suite 203 Portland, Ore. 97209 (503) 224-4930 fax: (503) 224-5320	205%	\$3,436,900 \$2,767,200 \$1,128,300	10 6 5	11% to 15%	\$500	Personal funds	Advertising	Michael Doherty, CEO; Austin Howe, president	1991	Dec. 31
21	NR	R6 Medical 2045 E. Stone Mill Drive, Suite 215 Vancouver, Wash. 98661 (360) 696-2501 fax: (360) 696-2568	204%	\$8,712,300 \$3,857,800 \$2,684,200	20 48 36	0% to 5%	\$100,000	Stockholders	Durable medical equipment	Rick Jarrell, president	1990	Dec. 31
22	28	Northwest Communications Inc. dba Nentel ² 6950 S.W. Hampton, Suite 200 Tigard, Ore. 97223 (503) 570-8100 fax: (503) 639-0779	201.4%	\$6,516,800 \$3,373,700 \$2,161,900	82 48 12	0% to 5%	\$50,000	Loan from stockholder	Communication services, including cellular and paging	James Toma, president	1991	Dec. 31
23	NR	Good Catalog Co. 5456 S.E. International Way Portland, Ore. 97222 (503) 854-7484 fax: (503) 854-7072	201%	\$16,026,000 \$9,581,000 \$5,320,000	79 42 27	0% to 5%	\$50,000	Savings	Mail order catalogs	Barbara Todd, president	1992	Dec. 31
24	NR	Assembly Management Group Inc. 903 E. 10th St. McMinnville, Ore. 97128 (503) 472-8914 fax: (503) 472-9650	198%	\$975,000 \$628,280 ⁴ \$327,350	42 20 ⁴ 15	More than 15%	\$30,000	Previous owner	Contract electronic assembly	Thomas Sova, president	1977	Sept. 30
25	NR	United Data Processing Inc. 3800 N.W. Cornett Drive, Suite 140 Beaverton, Ore. 97008 (503) 690-8877 fax: (503) 690-7518	197%	\$2,674,000 \$1,870,000 \$901,500	42 18 10	0% to 5%	\$2,000	Personal funds	Client services technology consulting and training	Don Gorecki, president; Billy Mayer, chairman	1970	June 30

Continued on page 8

Footnotes:

1. Profit range is measured as a percentage of 1995 sales after taxes.
2. In 1994, MedicaLogic received \$8 million in venture capital from Sequoia Capital and New Enterprise Associates.
3. Nentel is a wholly owned subsidiary of Northwest Communications Inc.
4. Figures represent average number of employees per month.
5. Historical figures represent Mabry Electronics Inc., which was purchased by Assembly Management Group Inc. in September 1995.

Qualifications:

- Annual growth over each of the past three years
- Revenues more than \$200,000 but less than \$50 million in fiscal 1993.
- Independent, privately held corporation, proprietorship or partnership (not a subsidiary or division) with headquarters in the Portland metro area (includes Clackamas, Multnomah, Washington and Yamhill counties in Oregon and Clark County in Washington).

NA = Not available
NR = Not ranked
WND = Would not disclose

Source: A representative of each company

Research by Coopers & Lybrand LLP
and Nancy Nilles

THE LIST

TOP 100 FASTEST-GROWING PRIVATE COMPANIES (Part 2)

Ranked by 1994-96 percent revenue growth			Percentage change in revenue from 1994 to 1996	Revenue: 1996 1995 1994	Employees: 1996 1995 1994	Profit range ¹	Startup capital	Source of startup capital	Description of business	Senior executive/title	Year founded	End of fiscal year
Rank	Rank last year	Name/address/telephone										
26.	10.	McClennan Bruer Burrows Communications 12655 S.W. Center St., Suite 180 (503) 643-8035 Beaverton, Ore. 97005 fax: (503) 643-8072	214%	\$2,211,000 \$1,614,000 \$705,000	17 12 6	6% to 10%	\$5,000	Founders	High-technology advertising and public relations	Charles Burrows, president	1993	Dec. 31
27.	15	Clientele Software Inc. 8100 S.W. Nyberg Road (503) 612-2600 Tualatin, Ore. 97062 fax: (503) 612-2800	209%	\$4,018,364 \$3,472,314 \$1,299,650	35 47 22	Loss	\$100,000	Personal funds	Clientele for Windows/customer information system	Dale Yocum, president/chief executive officer	1986	Dec. 31
28.	NR	Marketing & Technical Materials Inc. 19470 S.W. Mohave Court (503) 612-0565 Tualatin, Ore. 97062 fax: (503) 612-0569	207%	\$662,798 \$456,473 \$216,000	4 4 4	6% to 10%	\$30,000	Personal funds	Visual presentation and imaging supplies	Tricia Meyer, president	1993	Sept. 31
29.	NR	THIS Computer Solution 404 E. 13th St. (360) 696-9453 Vancouver, Wash. 98660 fax: (360) 696-0147	203%	\$2,487,818 \$1,008,918 \$820,865	32 9 9	11% to 15%	\$10,000	Personal funds	Computer consulting firm	Brian Lloyd, president	1990	July 31
30.	NR	Covert Engineers Inc. 7405 S.W. Tech Center Drive, Suite 150 (503) 603-0965 Tigard, Ore. 97223 fax: (503) 603-0996	200.3%	\$2,040,053 \$1,943,558 \$679,251	19 15 8	0% to 5%	\$25,000	Personal	Engineering services to food-processing industry	Darrell Covert, P.E./president	1988	Dec. 31
31.	75.	ABC Technologies Inc. 16100 N.W. Cornell Road, Suite 200 (503) 617-7100 Beaverton, Ore. 97006 fax: (503) 617-7200	200.1%	\$10,134,000 \$5,363,000 \$3,377,000	60 60 39	6% to 10%	\$200,000	Founders and private investors	Software and related services for activity-based management	Chris Paiper, chief executive officer	1989	Sept. 30
32.	49.	Western Lithograph Inc. 1036 N.W. 18th Ave. (503) 222-1731 Portland, Ore. 97209 fax: (503) 222-5919	199.6%	\$5,503,000 \$3,024,000 \$1,697,000	33 21 16	WND	\$350,000	Sold interest in unrelated firm	Commercial printing	Art Schwalge, owner	1946	Dec. 31
33.	NR	Lease Crutcher Lewis Corp. 921 S.W. Washington St., Suite 150 (503) 223-0500 Portland, Ore. 97205 fax: (503) 223-2874	194.3%	\$20,410,992 \$9,220,247 \$6,936,440	80 20 6	0% to 5%	\$100,000	Four private shareholders	Commercial general contractor	Jeff Gibbs, president	1993	December
34.	67	Current Electronics 125 S. Elliott Road (503) 538-0826 Newberg, Ore. 97132 fax: (503) 538-8810	193.9%	\$32,520,438 \$17,167,805 \$11,066,863	283 293 285	6% to 10%	NA	Privately funded	Electronic manufacturing services	Jim Davis, chief operating officer	1983	Sept. 30
35.	79	Widmer Brothers Brewing Co. 929 N. Russell St. (503) 281-2437 Portland, Ore. 97227 fax: (503) 281-1496	189%	\$20,314,286 \$10,419,451 \$7,027,000	145 124 50	0% to 5%	\$100,000	Family and friends	Craft beer	Kurt Widmer, chief executive officer	1984	Dec. 31
36.	NR	American Telecom Inc. 1225 S.E. Water Ave. (503) 236-8991 Portland, Ore. 97214 fax: (503) 236-0232	188%	\$2,100,778 \$1,437,336 \$729,183	26 18 8	0% to 5%	\$10,000	Loan	Telephone equipment installation and sales	Joseph Foti, chief executive officer	1990	December
37.	NR	Portland's Vital Signs 1991 N.W. Upshur St., Suite A (503) 220-0074 Portland, Ore. 97209 fax: (503) 220-0064	186%	\$702,835 \$442,361 \$245,952	13 4 1	More than 15%	\$500	Personal	Sign manufacturing	Nick Olson, president	1991	Dec. 31
38.	NR	Far West Fibers Inc. 10750 S.W. Denney Road (503) 643-9944 Beaverton, Ore. 97008 fax: (503) 646-2975	183%	\$29,926,000 \$23,241,000 \$10,566,000	68 47 36	WND	\$200,000	Conifer Douglas Logging	Paper processor and broker	John Drew, president; Mary Sue Smith, vice president	1980	March 31
39.	NR	Accurate Installation Services Inc. 26300 S.W. 95th Ave., No. 103 (503) 682-6825 Wilsonville, Ore. 97070 fax: (503) 682-7030	181%	\$726,420 \$587,100 \$258,400	18 12 7	0% to 5%	\$5,000	Self-funded	Installation of commercial furnishings	Charles Ferrell, president	1993	Dec. 31
40.	11	Pahlisch Duncan Homes LLC 15100 S.W. Kolf Parkway, Suite E (503) 643-4400 Beaverton, Ore. 97008 fax: (503) 620-8694	177%	\$15,070,075 \$11,182,532 \$5,435,844	16 17 12	11% to 15%	\$550,000	Principals	Land development and residential builder	Dave Larimer, co-owner	1992	Nov. 30
41.	28.	Clackamas Construction Inc. 29091 S.E. Highway 212 (503) 663-1144 Boring, Ore. 97009 fax: (503) 663-6251	172%	\$2,653,824 \$2,441,422 \$977,164	15 15 8	0% to 5%	\$2,500	Savings	Site work and underground utilities	Connie Mueller, president	1988	Sept. 30
42.	45	National Management Services Inc. P.O. Box 55070 (503) 666-7961 Portland, Ore. 97236 fax: (503) 669-8468	170%	\$11,717,531 \$5,880,140 \$4,342,744	23 7 6	6% to 10%	\$1,000	Savings	Yellow Pages advertising agency	Charles Deibert, president	1987	March 31
43.	70.	Environetics Inc. 16112 S.W. 72nd Ave (503) 684-5922 Portland, Ore. 97224 fax: (503) 598-7784	166%	\$21,800,000 \$9,900,000 \$8,200,000	60 50 25	0% to 5%	\$3,000	Pioneer Trust Bank	Office furniture	William Miller, president	1980	Oct. 31
44.	NR	Protective Security Investigations Inc. 1407 C St. (360) 780-0929 Vancouver, Wash. 98663 fax: (360) 780-4761	164%	\$1,165,375 \$804,695 \$437,474	63 47 35	0% to 5%	\$800	Funds on hand	Security guard and investigative services	Gary Rice, president	1993	December
45.	NR	Everest Consultants Inc. 14355 S.W. Allen Blvd., Suite 200 (503) 643-3990 Beaverton, Ore. 97005 fax: (503) 643-3991	162%	\$4,200,000 \$2,600,000 \$1,500,000	56 35 20	0% to 5%	\$20,300	Personal finances	Software consulting, contract engineering, turnkey projects	Srinam Edupuganti, president	1993	December
46.	NR	M. Stearns Construction Co. Inc. 8030 N.E. Clackamas St. (503) 256-5502 Portland, Ore. 97213 fax: (503) 257-6366	157%	\$7,940,785 \$3,795,972 \$3,095,676	40 30 25	6% to 10%	\$23,000	Savings	Commercial general contractor	Merrill Stearns, president	1984	Nov. 30
47.	74.	Pro Landscape P.O. Box 5952 (503) 642-5696 Beaverton, Ore. 97006 fax: (503) 649-4621	151.6%	\$1,189,948 \$839,510 \$473,160	20 12 12	6% to 10%	\$1,800	Visa card	Landscape and irrigation	Manuel Castaneda, owner	1986	Dec. 31
48.	30.	Papa Murphy's International Inc. 8000 N.E. Parkway (360) 280-7272 Vancouver, Wash. 98662 fax: (360) 260-0500	151.4%	\$6,051,000 \$3,819,000 \$2,407,000	40 25 15	More than 15%	\$300,000	Private sources	Take-and-bake pizza	Terry Collins, chief executive officer	1981	Dec. 31
49.	NR	Western Pacific Building Materials 3865 N.W. Saint Helens Road (503) 224-9142 Portland, Ore. 97210 fax: (503) 241-3858	150.9%	\$17,728,000 \$9,671,000 \$7,065,000	118 71 51	0% to 5%	WND	First Interstate Bank	Building materials	Robert Harrison, president	1991	Dec. 31
50.	NR	Amatel Corp./Sterling International Funding Inc. dba Rescon 9820 S.W. Barber Blvd., Suite 330 (503) 244-9059 Portland, Ore. 97219 fax: (503) 452-9496	147%	\$3,126,000 \$2,057,400 \$1,284,100	29 21 14	NA	\$1,000	Personal funds	Telecommunications	Todd Meisahn, president/owner	1992	Dec. 31

Continued on page 12

Qualifications:

NR = Not ranked
NA = Not available
WND = Would not disclose

Footnotes:

- Profit range is measured as a percentage of 1996 sales after taxes
- Pahlisch Duncan Homes LLC subcontractors most of its production work, providing employment for about 75 people.

- Annual growth over each of the past three years
- Revenue more than \$200,000 but less than \$50 million in fiscal 1993
- Independent, privately held corporation, proprietorship or partnership (not a subsidiary or division) with headquarters in the Portland metro area (includes Clackamas, Multnomah, Washington and Yamhill counties in Oregon and Clark County in Washington)

Source: A representative of each company

Research by Coopers & Lybrand LLP
and Danielle Birkin

Top 100 fastest-growing private companies

Ranked by 1995-1997 revenue growth

Rank	Rank last year	Name/address/telephone	Percentage change revenue 1995-1997	Revenue: 1997 1996 1995	Employees 1997 1996 1995	Profit range	Start-up capital	Source of capital	Description of business	Local senior executive/title	Year founded	End of fiscal year
1	NR	Carner Services Inc. 400 S.W. Sixth Ave., Suite 800 (503) 790-2500 Portland, Ore. 97204 fax: (503) 790-2525	3,783%	\$8,513,819/ \$1,094,527/ \$219,234	32/ 21/ 5	Loss	\$2.5 million	Private investors	Prepaid phone cards	Douglas Fieldhouse, president	1995	Dec. 31
2	NR	Whitford/Scott 1600 N.W. 167th Place, Suite 310 (503) 533-2255 Beaverton, Ore. 97006 fax: (503) 533-2260	2,734%	\$7,879,094/ \$4,679,289/ \$278,000	5/ 1/ 1	6% to 10%	\$20,000	Personal funds	Real estate development and residential builder	Gregory Perkins, Peter Noyes, owners	1994	Dec. 31
3	NR	Oregon Chai Inc. 725 S.E. Ninth Ave., Suite T (503) 234-1430 Portland, Ore. 97214 fax: (503) 234-1386	1,277%	\$2,753,000/ \$1,094,000/ \$200,000	7/ 5/ 4	11% to 15%	\$3,000	Founders, SBA loan	Tea and latte	Heather Howitt, president/founder	1994	Dec. 31
4	3	FTA International Inc. dba Thurber Works 808 S.W. Third Ave., 7th Floor (503) 243-2565 Portland, Ore. 97204 fax: (503) 243-6705	952%	\$6,134,000/ \$3,187,000/ \$583,000	30/ 15/ 7	0% to 5%	\$1,000	Personal savings	Computer network integration	Alex Thurber, CEO	1992	Dec. 31
5	NR	Professional Data Exchange Inc. 1600 S.W. Fourth Ave., Suite 800 (503) 226-1301 Portland, Ore. 97201 fax: (503) 721-9958	912%	\$13,206,875/ \$5,869,799/ \$1,298,242	166/ 85/ 35	0% to 5%	\$10,000	Personal loan	Computer programming	Pete Siroeve, president, Dean Farling, vice president	1994	Dec. 31
6	NR	Poly Concepts Inc. 14960 S.W. Tualatin Sherwood Road (503) 825-2251 Portland, Ore. 97140 fax: (503) 825-4989	790%	\$2,921,480/ \$786,847/ \$328,133	35/ 16/ 8	6% to 10%	\$6,968	Shareholder assets	Designs and manufactures chemical process equip and clean room apparatus	John Holtz, president/CEO	1995	Dec. 31
7	NR	Transport Logic 50 S.W. Second Ave., Suite 510 (503) 243-1940 Portland, Ore. 97204 fax: (503) 243-2792	789%	\$1,857,459/ \$865,443/ \$209,049	25/ 11/ 8	More than 15%	\$65,000	Founders	Internet services	Tony Schwartz, president/CEO	1994	Dec. 31
8	NR	GWI Software 6180 N.E. Highway 99, Suite 200 (360) 693-6944 Vancouver, Wash. 98665 fax: (360) 693-7766	694%	\$2,859,000/ \$1,238,000/ \$335,000	30/ 7/ 1	6% to 10%	\$1,250	Founders	Internet-based customer service software	Daren Nelson, president/CEO	1992	Dec. 31
9	NR	WebTrends Corp. 621 S.W. Morrison St., Suite 1300 (503) 294-7025 Portland, Ore. 97205 fax: (503) 294-7130	583%	\$4,100,000/ \$1,900,000/ \$600,000	45/ 12/ 4	6% to 10%	\$10,000	WND	Web site management software	Eli Shapira, CEO, Glen Boyd, president/CTO	1993	Dec. 31
10	NR	The Marketing Group LLC 19241 N.E. San Rafael (503) 492-0397 Portland, Ore. 97230 fax: (503) 665-4918	550%	\$2,076,736/ \$984,354/ \$473,027	35/ 18/ 8	Loss	\$10,000	Family member, credit card	Specialty printing and fulfillment services	Kyle Robinson, president/CEO	1992	Dec. 31
11	6	DeManni Sports Inc. 5500 S.E. Alexander (503) 642-4487 Hillsboro, Ore. 97123 fax: (503) 848-0454	529%	\$9,982,292/ \$5,099,353/ \$1,587,627	40/ 22/ 10	More than 15%	\$10,000	Self	Manufacturer of softball and baseball bats	Ray DeManni, president/CEO	1987	Dec. 31
12	9	Mendian Technology Group Inc. 4949 S.W. Meadows Road, Suite 440 (503) 697-1600 Lake Oswego, Ore. 97035 fax: (503) 697-5600	471%	\$3,659,484/ \$1,777,058/ \$640,656	57/ 29/ 11	0% to 5%	\$30,000	Self	Information-technology consulting services	D. Richard Creson, president	1990	Dec. 31
13	NR	United Energy Inc. P.O. Box 40798 (503) 295-5902 Portland, Ore. 97240 fax: (503) 295-0517	468%	\$26,963,000/ \$20,403,000/ \$4,747,000	24/ 18/ 18	0% to 5%	WND	Personal funds	Wholesale and retail petroleum products	James Winters, president	1990	NA
14	NR	West Hills Development Co. 14273 N.W. Science Park Drive (503) 641-7342 Portland, Ore. 97209 fax: (503) 641-7661	377%	\$62,076,095/ \$39,786,102/ \$13,011,627	55/ 35/ 15	6% to 10%	\$10,000	Savings	Developer building	Dennis Sackhoff, president Wally Remmers, vice president	1988	Dec. 31
15	29	THIS Computer Solution Inc. 404 E. 13th St. (360) 696-9453 Vancouver, Wash. 98660 fax: (360) 696-0147	363.3%	\$4,673,983/ \$3,487,828/ \$1,008,918	58/ 25/ 9	11% to 15%	WND	WND	Computer integrator	Jan Asai, CEO	1990	July 31
16	23	PC Northwest Inc./HR Answers Inc. 7912 S.E. 13th Ave (503) 238-6929 Portland, Ore. 97202 fax: (503) 238-0026	363.2%	\$2,830,000/ \$1,638,000/ \$611,000	28/ 17/ 12	6% to 10%	\$40,000	Severance pay, credit cards	Human resources consulting and risk management	Judith Clark, president	1985	Dec. 31
17	NR	Crimson Trace Corp. 1433 N.E. Clumby St. (800) 442-2406 Portland, Ore. 97209 fax: (503) 295-2406	360%	\$1,800,000/ \$1,243,000/ \$391,631	NA/ NA/ NA	More than 15%	\$15,000	Major shareholder	Laser sighting system	Lew Danielson	1994	March 31
18	68	4647 S.W. Huber St. (503) 244-5956 Portland, Ore. 97219 fax: (503) 244-5076	359%	\$6,134,000/ \$3,187,000/ \$1,337,281	120/ 120/ 65	0% to 5%	\$210,000	Personal funds	Alarm response patrol	David Foglio, president Charlene Foglio, corporate secretary	1989	Dec. 31
19	NR	IMG Inc. 2300 S.W. Cedar Hills, Suite 202 (503) 644-7307 Beaverton, Ore. 97005 fax: (503) 646-6087	348%	\$1,451,625/ \$774,267/ \$324,368	18/ 8/ 5	0% to 5%	\$5,000	Loan from partners	Computer consulting and software development	Ken Rucsen, president	1995	Dec. 31
20	33	Lease Crutcher Lewis Corp. 921 S.W. Washington St., Suite 150 (503) 223-0500 Portland, Ore. 97204 fax: (503) 223-2874	330%	\$39,692,973/ \$20,412,559/ \$9,220,247	80/ 90/ 20	0% to 5%	\$100,000	Four private shareholders	Commercial general contractor	Jeff Gicos, president	1993	Dec. 31
21	NR	1-800-Reconex Inc. 2500 Industrial Ave (503) 982-8000 Hubbard, Ore. 97032 fax: (503) 982-9000	293%	\$8,080,000/ \$3,126,000/ \$2,057,400	80/ 29/ 21	N/A	\$1,000	Personal savings	Prepaid local telecommunications services	Todd Meisland, president	1992	Dec. 31
22	NR	Strategic Finishing Inc. 5673 S.W. Tualatin Sherwood Road (503) 692-1498 Tualatin, Ore. 97062 fax: (503) 692-1597	266.4%	\$8,309,656/ \$5,889,519/ \$2,267,681	74/ 91/ 34	0% to 5%	\$1,000	Founders	Vacuum metalization painting, screen printing, contract manufacturing	Randall Thom, president	1990	Dec. 31
23	12	Card Capture Services Inc. 13190 S.W. 58th Parkway, Suite 200 (503) 639-1267 Portland, Ore. 97223 fax: (503) 624-1570	266.2%	\$26,890,000/ \$16,208,000/ \$7,242,000	48/ 26/ 13	0% to 5%	\$16,000	Principals, family	Independent ATM provider	Jeff Lichen, chairman David Grant, president	1993	Dec. 31
24	NR	RMP Properties Inc. 0434 S.W. Iowa St. (503) 244-5322 Portland, Ore. 97201 fax: (503) 244-0460	256%	\$29,573,410/ \$16,123,110/ \$8,308,565	15/ 10/ 7	11% to 15%	\$60,000	Private investor	New construction single-family dwellings	Roger Pollock, owner/president	1990	Dec. 31
25	22	Good Earth Products Inc. 5325 N. Manne Drive (503) 285-4242 Portland, Ore. 97203 fax: (503) 285-7077	250%	\$1,120,000/ \$750,000/ \$320,000	8/ 6/ 3	WND	\$20,000	Personal savings	Wholesale grocery distributor of frozen foods and ice cream	Mark Belles, president	1992	Dec. 31

Top 100 fastest-growing private companies

Ranked by 1996-1998 revenue growth

Rank	Rank last year	Name/address/telephone	Percentage change revenue 1996-1998	Revenue: 1998 1997 1996	Employees 1998 1997 1996	Profit range	Start-up capital	Source of start-up capital	Description of business	Local senior executive/title	Year founded	End of fiscal year
1	NR	Clarity Visual Systems Inc. 9025 S.W. Hillman Court, Suite 3122 (503) 570-0700 Wilsonville, Ore. 97070 fax: (503) 682-9441	2,985%	\$8,641,237/ \$3,174,227/ \$280,080	44/ 29/ 13	Loss	\$500,000	Private investors	Large-screen projection display	Paul Gulick, CEO	1995	NA
2	NR	HealthNotes Inc. 1125 S.E. Madison St., Suite 209 (503) 234-4092 Portland, Ore. 97214 fax: (503) 234-4052	737%	\$1,700,000/ \$361,000/ \$203,000	14/ 5/ 2	Loss	\$40,000	Personal funds	Publications/software on herbal/vitamin supplements/homeopathy	Schuyler Linniger, CEO/founder	1996	Dec. 31
3	3	Oregon Chai Inc. 725 S.E. Ninth Ave., Suite T (503) 234-1430 Portland, Ore. 97214 fax: (503) 234-1386	734%	\$9,119,880/ \$2,780,000/ \$1,094,000	16/ 7/ 6	11% to 15%	\$3,000	SBA loan	Retail/wholesale tea and latte	Heather Howitt, president/founder	1994	Dec. 31
4	NR	TMGI dba Business Specialties 795 N.W. Corporate Drive (503) 492-0397 Troutdale, Ore. 97060 fax: (503) 665-4918	682%	\$7,506,000/ \$3,076,000/ \$985,000	55/ 35/ 19	0% to 5%	\$10,000	Personal loan	Commercial and specialty printing and fulfillment services	Kyle Robinson, chair/president/CEO	1992	Dec. 31
5	NR	Integra Telecom 19545 NW VonNeumann Dr., Suite 190 (503) 748-1000 Beaverton, Ore. 97006 fax: (503) 748-1212	594%	\$12,500,000/ \$4,300,000/ \$1,800,000	102/ 24/ 12	Loss	NA	NA	Telecommunications provider	Dudley Slater, president/CEO	1984	Dec. 31
6	NR	Robertson & Olson Construction Inc. 8715 St. Helens Ave. (360) 699-4724 Vancouver, Wash. 98664 fax: (360) 737-6799	523%	\$19,919,818/ \$9,708,431/ \$3,197,712	57/ 48/ 14	0% to 5%	\$70,000	Personal funds	Commercial general contractor	Don Robertson, president, Matt Olson, vice president	1995	Dec. 31
7	NR	Symatrix Technology Inc. 10300 S.W. Greenburg Road (503) 452-6080 Portland, Ore. 97223 fax: (503) 452-6086	452%	\$16,000,000/ \$13,000,000/ \$2,900,000	NA/ NA/ NA	6% to 10%	\$50,000	Industry investor, funding from principals	Systems sales and consulting	Bill Amtz, president/CEO	1996	Dec. 31
8	21	1-800-RECONEX Inc. 2500 Industrial Ave. (503) 982-8000 Hubbard, Ore. 97032 fax: (503) 982-9000	450%	\$18,310,000/ \$8,003,000/ \$3,328,000	179/ 80/ 29	WND	\$1,000	Personal funds	Prepaid local telecommunications service	Todd Meshlaln, president	1992	Dec. 31
9	8	GWI Software 6180 N.E. Highway 99, Suite 200 (360) 397-1000 Vancouver, Wash. 98665 fax: (360) 397-1007	424%	\$5,163,570/ \$2,661,333/ \$995,236	45/ 22/ 7	6% to 10%	\$1,250	Founders	Customer relationship management software	Daren Nelson, president/CEO	1992	Dec. 31
10	6	Poly Concepts Inc. 14960 S.W. Tulefin Sherwood, Ste. 103 (503) 625-2251 Sherwood, Ore. 97140 fax: (503) 352-4989	408%	\$3,996,230/ \$3,083,066/ \$785,984	41/ 35/ 16	Loss	\$6,968	Shareholder assets	Designs and manufactures chemical process equipment	Ka Carlson, CEO, John Holtz, CTO	1995	Dec. 31
11	5	Professional Data Exchange Inc. 2020 S.W. Fourth Ave., Suite 800 (503) 226-1301 Portland, Ore. 97201 fax: (503) 721-9958	398%	\$29,239,887/ \$13,206,875/ \$5,869,799	282/ 166/ 84	0% to 5%	\$10,000	Personal loan	Information technology consulting and computer programming	Peter Stroeve, president	1994	Dec. 31
12	NR	EasyStreet Online Services Inc. 9705 S.W. Sunshine Court, Ste. 400 (503) 646-8400 Beaverton, Ore. 97005 fax: (503) 646-1400	379%	\$1,975,778/ \$1,285,704/ \$412,809	17/ 12/ 7	More than 15%	\$200,000	Founders, angels	Internet service provider	Rich Bader, president/CEO	1995	Dec. 31
13	NR	Accounting Connections NW 2701 N.W. Vaughn St., Suite 457 (503) 228-2335 Portland, Ore. 97210 fax: (503) 228-2175	355%	\$1,055,022/ \$854,940/ \$231,967	5/ 3/ 2	More than 15%	\$10,000	Savings	Staffing service	Pamela Ake, president	1996	Dec. 31
14	9	WebTrends Corp. 851 S.W. Sixth Ave., Suite 1200 (503) 294-7025 Portland, Ore. 97204 fax: (503) 294-7130	329%	\$8,008,000/ \$4,055,000/ \$1,865,000	78/ 45/ 12	0% to 5%	\$10,000	NA	Internet services and website management	Ek Shapira, president, Glen Boyd, CEO	1993	Dec. 31
15	35	Uniglobe Lane Travel 1211 N.W. 23rd (503) 223-6055 Portland, Ore. 97210 fax: (503) 223-6988	326%	\$10,100,227/ \$4,089,959/ \$2,371,408	20/ 10/ 7	WND	\$100,000	Personal funds/home line of credit	Travel agency	Rich Lane, president	1994	Dec. 31
16	61	Cascade Software Consulting Inc. 501 SE Columbia Shores, Ste. 350 (360) 750-1300 Vancouver, Wash. 98661 fax: (360) 750-4749	299%	\$6,665,000/ \$2,926,000/ \$1,669,384	75/ 55/ 25	WND	\$1,000	Personal funds	Computer software consulting services and staffing	Rex Eads, president/CEO	1989	Dec. 31
17	58	1-800-Support 18277 S.W. Boones Ferry Road (503) 684-2826 Portland, Ore. 97224 fax: (503) 639-3946	286%	\$10,500,000/ \$4,382,651/ \$2,720,280	473/ 165/ 62	0% to 5%	\$173,000	Personal funds	Tech support	Patrick Charley, CEO	1989	Dec. 31
18	NR	Copernicus Software LLC 6536 S.W. St. Helens Drive, Suite C (503) 636-8164 Wilsonville, Ore. 97070 fax: (503) 636-8171	275%	\$761,453/ \$409,824/ \$203,101	9/ 6/ 6	0% to 5%	\$50,000	Founders	Retail software	Richard Gates, Nancy Webster, Mike Westby, co-founders	1994	Dec. 31
19	7	Transport Logic 50 S.W. Second Ave., Suite 510 (503) 243-1940 Portland, Ore. 97204 fax: (503) 243-2792	267%	\$3,246,034/ \$1,710,380/ \$885,443	28/ 25/ 11	11% to 15%	\$10,000	Founders	Internet services	Tony Schwartz, president/CEO	1994	Dec. 31
20	51	Sight & Sound Software Inc. 1200 N.W. Front Ave., Suite 200 (503) 274-0938 Portland, Ore. 97209 fax: (503) 274-0939	265%	\$1,525,852/ \$650,747/ \$418,083	16/ 9/ 6	More than 15%	NA	Personal funds	Internet travel reservation systems and software developer	Jeff Kennedy, president, Mark Tiken, CEO	1993	Dec. 31
21	NR	Ace Communications Inc. 10500 S.W. Allen Blvd., Suite 219 (503) 626-1997 Beaverton, Ore. 97005 fax: (503) 626-0632	247%	\$1,562,815/ \$974,208/ \$449,785	25/ 18/ 12	6% to 10%	NA	Billings	Technical writing staffing and services	Mark Ace, president	1991	Dec. 31
22	12	Meridian Technology Group Inc. 4949 SW Meadows Road, Suite 440 (503) 697-1600 Lake Oswego, Ore. 97035 fax: (503) 697-8600	244%	\$6,113,795/ \$3,659,484/ \$1,777,058	72/ 57/ 29	6% to 10%	\$30,000	Personal funds	Information technology consulting services	D. Richard Creson, president	1990	Dec. 31
23	88	Marsee Baking 2287 N.W. Pettygrove St. (503) 295-4000 Portland, Ore. 97210 fax: (503) 295-1038	212%	\$12,858,000/ \$4,948,000/ \$4,061,000	377/ 250/ 145	Loss	\$300,000	Founders and SBA loan	Retail/wholesale baked goods	Ray Lindstrom, CEO/chair	1992	Dec. 31
24	NR	Go Fish Corp. 618 N.W. Glisan St., Suite 303 (503) 224-3474 Portland, Ore. 97209 fax: (503) 224-0166	205%	\$1,910,456/ \$1,408,725/ \$626,467	3/ 2/ 2	More than 15%	\$40,000	Outside consulting work	Fishing and hunting apparel	Barl Bonume, president, Stephen Clauson, vice president, design	1995	Dec. 31
25	NR	Majestic Mortgage Services Inc. 222 S.W. Columbia St., Suite 950 (503) 294-1844 Portland, Ore. 97201 fax: (503) 294-2002	203%	\$5,310,772/ \$3,209,125/ \$1,751,408	78/ 56/ 22	More than 15%	\$21,800	Personal funds	Residential real estate lending	David Karkanen, president; John Mayer, vice president	1995	Dec. 31

WND = Would not disclose

NA = Not available

NR = Not ranked

Qualifications:

- * Annual growth over each of the past three years.
- * Revenue more than \$200,000 but less than \$50 million in fiscal 1996.
- * Independent, privately held corporation, proprietorship or partnership (not a subsidiary or a division) with headquarters in the Portland metro area

Source: a representative of each company

Research by PricewaterhouseCoopers
LLP and Danielle Birkin