



WISCONSIN'S GROWING

Business Expansion News Compiled by Forward Wisconsin

Third Quarter 2005

AMHERST – **Blenker Companies Inc.** has completed its new 80,000-square-foot manufacturing facility and 6,000-square-foot office and showroom. With the opening of the new building, the firm has grown from 20 employees in early 2005 to its current 50 employees. The family-owned firm has four business sectors: custom home and commercial building, building supply manufacturing, transportation and property development.

BELLEVILLE – **Duluth Trading Company**, an Internet and catalog retailer specializing in tool accessories and work wear for men, has announced it will be hiring 200 seasonal workers for the holiday shopping season. The 200 jobs will be evenly split between the company's call center and warehouse with both full-time and part-time positions available on three shifts.

BELOIT – **Staples, Inc.** will locate a new 400,000-square-foot, business-to-business distribution center in the Gateway Business Park. The state-of-the-art fulfillment center will create 200 new jobs. The Wisconsin Department of Commerce provided a \$500,000 loan; the City of Beloit allocated \$3.2 million in Development Opportunity Zone income tax credits and \$2.5 million in direct incentives to assist the project. The firm is the world's largest office products company.

BERLIN – **Magnum Products** has built a 55,000-square-foot addition to its facility that will provide the company with increased manufacturing flexibility and efficiency improvements. Sales at the business have more than doubled in the last year and the firm is continually hiring for positions in assembly, technical design, engineering, manufacturing, management and finance. The company supplies powerful, high-quality light towers, mobile generators and other specialty construction equipment.

BROOKFIELD – **Trace-A-Matic Corporation**, a machine shop that specializes in CNC milling and turning and cylindrical grinding, will be purchasing new equipment that will create up to 15 jobs. The Wisconsin Department of Commerce will provide \$40,800 in Technology Zone tax credits to assist the project and to help leverage \$935,000 in new investment.

BURLINGTON – **Analogix, Inc.**, a manufacturer of scientific instruments and consumables used by research chemists, has moved its operation to a larger facility. The new location, which is two and a half times larger than its old location, will provide space for both product development and increased production. The five-year-old company is a supplier to the pharmaceutical industry.

CASHTON – **Organic Valley** co-op has announced plans to build a new distribution center on 40-acres in the new Cashton Greens Industrial Park. The firm anticipates employment of 50 people when the project is completed. The co-op has 758 active farming operations in 22 states with 225 producers in southern Wisconsin. The new facility will provide cooler, freezer, dry storage divisions, staging areas and office space. Plans are to have the distribution center operational by the spring of 2007.

COTTAGE GROVE – **Johnson Health Tech Co.** of Taiwan, Asia's largest fitness equipment manufacturer, will establish its North American corporate offices and distribution center in the Cottage Grove Commerce Park. The company will build a 216,127-square foot office and warehouse space on 14.7 acres at an estimated cost of \$9 million. The construction is expected to be completed in fall 2006. Three area companies owned largely by the manufacturer will be combined into the building with employment of about 200.

DEERFIELD – Cardiac Science Corp., a company formed through the combination of Quinton Cardiology Systems of Bothell, Washington and Cardiac Science of Irving, California, will add 50 jobs in the next four months. The company has 550 employees nationally and \$160 million in annual revenues. The consolidation process and closing of other facilities will bring the total jobs at the Deerfield plant to 150. The factory makes lifesaving heart defibrillators in the 100,000-square-foot building.

DE PERE – Forte Composites will more than double the size of its manufacturing space. The company plans to add a 9,000-square-foot addition to its existing 9,000-square-foot building and add new automated equipment. To finance the expansion, the firm will use a \$1.2 million industrial revenue bond through the City of De Pere. Over the next three years, the business plans to add 14 more employees to its 6-person workforce. The company mixes resins and polymers with aggregate and molds them into a number of different products.

DE PERE – WPS Energy Services, a natural gas and electricity marketing company, has broken ground on a 43,500-square-foot office building to house its growing operations. The company started 10 years ago with six employees and now has 416. Construction is expected to end next spring with a June 2006 move-in date. The firm is a wholly-owned subsidiary of WPS Resource Corp., a Green Bay-based, utility holding company that is also the parent company of Wisconsin Public Service Corp.

EAU CLAIRE – Cascade Tissues Group is investing \$6.5 million to install new equipment at its mill. The firm is a manufacturer of bathroom and facial tissues as well as napkins and paper towels. The Wisconsin Department of Commerce will provide a \$40,000 training grant to get 16 current employees up-to-speed on the new equipment. The training project will leverage \$86,025 in private investment.

EAU CLAIRE – Hutchinson Technology, Inc. will spend \$25 million to \$30 million at its plant in the next year to boost production capacity and fund a 70,000-square-foot plant addition. Official figures are not being released but there will be substantial job creation due to the investment. The firm, which makes suspension assemblies for computers, already added about 20 employees a week from early summer 2005 through the end of September 2005.

FITCHBURG – Jenkins Research and Manufacturing Corp. will receive \$40,000 in state Technology Zone tax credits to expand its business and create two jobs. The company specializes in custom machining, welding and fabrication of parts for the medical devices industry. The firm is investing \$378,000 to purchase new equipment to meet increased production demands.

FOND DU LAC – Brenner Tank LLC has kicked off construction of a 9,200-square-foot, \$1.4 million addition to its facility. The new space will include administrative offices and will eventually open the way for hiring 20 new employees. The company manufactures transport trailers for products including food, chemicals and petroleum.

FLORENCE – Northern Component Solutions, a start-up company that manufactures lumber and cabinet components, will create 100 jobs and invest \$4.4 million in an expansion project. The company will purchase a building, land and equipment from a recently-closed firm. The Wisconsin Department of Commerce will provide a \$750,000 Community Development Block Grant – Economic Development loan to assist the project as well as \$250,000 in Community Development Zone Tax Credits.

GERMANTOWN – Armour Coatings Inc., a small Washington County powder coating business founded two years ago, is expanding and moving into new quarters. The firm has bought a 45,000-square-foot building and will more than double its production capacity with its move. The financing for the expansion includes a \$413,000 bank loan guaranteed by the U.S. Small Business Administration. The added room will allow space for a second paint line and second drying oven.

GLENDALE – Johnson Controls Inc. has created an advanced lithium-ion battery development laboratory to create advanced power-storage solutions for hybrid-electric vehicles. The new lab comes amid growing interest in hybrid vehicles that are powered by batteries and gasoline. The new facility and development were installed at a cost of \$4 million and they are located at the company's Battery Technology Center. The firm is the world's largest manufacturer of automotive original equipment and aftermarket batteries.

GRAND CHUTE – **Fireline Sprinkler Corp.**, a full-line sprinkler company that also provides testing and maintenance for sprinkler systems, has broken ground on a new 50,000-square-foot facility. The company, which was first located in Little Chute and then in Greenville, has experienced strong business growth so a new, larger location was needed. A \$2.3 million industrial revenue bond is helping finance the expansion project.

GREEN BAY – **Proctor & Gamble** will receive \$3.4 million in employee training, equipment acquisition and infrastructure assistance from the state to assist with the building of a new paper machine as well as a 103,000-square-foot building expansion to house it. The machine, scheduled for completion in the second half of 2007, will produce Charmin tissue and Bounty towel products. While the company has not released exact figures, a new paper machine can cost as much as \$200 million.

JOHNSON CREEK – **Master Mold LLC**, a manufacturer of fiberglass products such as molded chairs and casings for outboard motors, is investing \$7.1 million in their business. The investment will be used to install a state-of-the-art paint line. The Wisconsin Department of Commerce will provide a \$105,000 training grant to the firm to train 56 new and 24 current employees on the new equipment. The training project will leverage \$105,592 in private investment.

LA CROSSE – **Logistics Health Inc.** will invest \$16 million in design, build-out and construction of a corporate center in the downtown. The six-story, 110,000-square-foot building will also house a first-floor restaurant and retail space. The company employs about 275, plans to employ 300 by the end of the year and hopes to have 350 to 400 workers by the time its new building opens in July 2006. The firm is a provider of military medical readiness, primary care, occupational health, homeland security, and emergency preparedness services.

LOMIRA – **Kondex Corp.**, a leading manufacturer of agricultural cutting parts, plans to build a \$13 million plant. The business currently leases 90,000 square feet at three different locations and is running out of room. The new building will be 125,000 square feet and the firm is expected to add about ten employees per year for several years after its completion. The company plans to break ground in the spring of 2006.

MADISON – **Alfalight**, a diode laser manufacturer, has announced that it has received \$7 million in expansion funding. The financing package was led by GF Private Equity Group. Previously, the firm was awarded a \$4.5 million grant from the Army Research Laboratory to develop a high-power, high-brightness multimode laser source with an output of one kilowatt. The business also garnered a \$1.4 million grant from the Defense Advanced Research Projects Agency to continue improving the efficiency of its diode lasers.

MADISON – **Cellular Dynamics International**, a developer and provider of stem cell screening services to the pharmaceutical and biotechnology industries, will receive a \$1 million technology development grant and a \$1 million technology development loan from the Wisconsin Department of Commerce. The assistance will help the company with start-up costs, leverage an additional \$4 million in investment and create 33 jobs.

MADISON – **eMetagen Corp.** plans to add up to 10 jobs over the next year as a result of a successful seed investment round. The Marquette Golden Angels Network invested \$535,000 in the company, and those dollars, combined with an NIH grant of \$488,512 and a Wisconsin Department of Commerce \$150,000 Technology Development Fund award will spur further research and development. The firm works in drug discovery and development and focuses on novel antibiotics and anti-cancer compounds from previously untapped microorganisms.

MADISON – **Excorp Medical**, a Minneapolis biotech firm that uses pig liver cells to cleanse toxins from the blood of people whose livers are too diseased to function, plans to open a headquarters and factory here. If all goes well, the facility will be built and ready to produce product in 2007 and it could employ more than 200 people at that time. The firm employs five currently and has received \$10 million in grants, angel and private equity investment.

MADISON – **GenTel BioSurfaces Inc.**, has received \$250,000 from the Wisconsin Department of Commerce Technology Venture Fund program to assist with its \$1.7 million expansion project. The business develops, manufactures and sells biochip products to life science, pharmaceutical and diagnostic researchers, and plans to create five jobs with its expansion.

MADISON – **Madison-Kipp Corp.** will add \$47 million in new business over the next two years that will require hiring of another 40 employees by the end of 2006. The company is also exploring several possible sites to build a 120,000-square-foot plant for the new projects that would have room for 200 workers. The 107-year-old company makes parts for the auto industry.

FITCHBURG – **Platypus Technologies** has been awarded \$325,000 for a second year of Phase 2 SBIR funding from the Defense Advanced Research Products Agency. The firm, a developer, producer and marketer of nanotechnologies for the life sciences, has 16 employees and is located in the Fitchburg Technology Campus. The funding will support continued development of a device for the rapid detection and identification of viruses based on the company's patented liquid crystal technology.

MADISON – **Spectrum Brands Inc.** is moving more than 60 jobs to Madison from St. Louis as it consolidates operations. The move by the former Rayovac Corp. comes after the firm purchased a St. Louis-based lawn-and-garden care and household insect-control company in January. Duplicative back-office functions, such as finance, IT, human resources and credit departments, will be relocated to Madison.

MANITOWOC – **Burger Boat Company's** move from building "large" (up to 125 feet) to building mega (125 to 175 feet) yachts has translated into the biggest backlog of yacht orders in 12 years. The firm has signed orders for six vessels over past 18 months and seven orders are under design and construction. Employment at the company is expected to reach about 300.

MANITOWOC – **Musial Paint Finishes**, an industrial and commercial painting business, will create 16 new jobs with help from a \$160,000 Brownfields Program grant. The Wisconsin Department of Commerce assistance will contribute to the environmental clean-up of property and purchase of new equipment. The company purchased a 28,000-square-foot building in December 2003 that was formerly part of the Mirro facility. The firm will move into that location by the first quarter of 2006.

MARSHFIELD – **Beverly Enterprises**, a provider of healthcare services to the elderly headquartered in Arkansas, recently opened a 55,000-square-foot nursing center here that will have expected employment of over 100. The building can accommodate 20 assisted living residents and 90 skilled nursing patients.

MENOMONEE FALLS – **Arandell Corp.**, a printer and distributor of direct-mail catalogs, has completed an expansion of its printing plant. The firm recently added 40,000 square feet to its facility which brings the plant to a total square footage of 525,000. The project was built on a 10-acre parcel that leaves 6 acres for future expansion.

MILWAUKEE – **Chase** will add 230 positions in its 22-story, downtown Chase Tower, as a result of a reorganization of the unit that handles home equity lending generated by Chase and Bank One branches nationwide. Currently, the home equity operation in Milwaukee supports branch-based transactions in six states and it will support 17 states when the reorganization is finished. The company will invest about \$600,000 to accommodate the new positions.

MILWAUKEE – **Patient Care**, a New Orleans-based firm hired by companies to serve as patient advocates for employees on health insurance issues, is opening a satellite office. The business owners left New Orleans during Hurricane Katrina and re-opened the company here. Eight to ten new employees will be hired by the firm and the Wisconsin office will stay open as a second location after the New Orleans office re-opens next year.

MILWAUKEE – **Rock-Tenn Company**, a manufacturer of folding cartons, is investing \$7.6 million in new equipment and will receive a \$110,000 training grant from the Wisconsin Department of Commerce. It will use the grant to train 15 new and 29 current employees on this equipment. The training project will leverage \$157,420 in private investment.

NEENAH – **Glatfelter**, a manufacturer of specialty papers, has received a \$750,000 state loan as part of the Wisconsin Department of Commerce's Community Development Block Grant Economic Development program. The financial assistance will be used as part of a \$2 million project that will produce calcium carbonate, rebuild an existing paper machine and train employees. The move will create 15 new jobs at the plant.

OSHKOSH – **FedEx Ground** has opened a 51,000-square-foot distribution facility that more than doubles the size of the company's previous facility in the city. The new \$4.8 million building sits on a 7.4-acre site in the Northwest Industrial Park. The project will create up to 100 more jobs when it becomes fully-operational.

OSHKOSH – **Strategic Fundraising Inc.**, a Minnesota-based fundraising arm for non-profit organizations and Republican Party candidates, has located a call center in the downtown area. The firm chose Oshkosh over 20 other cities nationwide and will receive a \$10,000 grant from the Downtown Oshkosh Business Improvement District and a loan of up to \$50,000 from the Oshkosh Commercial Development Corporation. The operation will eventually create 100 new jobs.

PESHTIGO – **Tom Joy & Son Inc.**, a trucking, logistics and storage company, will receive \$150,000 in Community Development Zone tax credits from the Wisconsin Department of Commerce to purchase equipment and expand its business. The total project cost is \$8.4 million and will create 23 jobs.

PEWAUKEE – **American Family Insurance** has agreed to purchase 14 acres and will develop a \$13 million, 75,000-square-foot office building. The three-story structure will be completed by the end of 2006 and will house the company's claims and administration office for southeastern Wisconsin. The operation will include about 250 employees that will move from a Brookfield location.

PORT WASHINGTON – **Kleen Test Products** is planning a two-story, 153,609-square-foot building immediately west of its existing complex at 1671 Sunset Road. About 80 new employees will work in the building, which will be similar to the other three the company now has along Sunset Road. No decision has been made yet on when the business will break ground on the project. The firm is one of the world's largest contract manufacturers and packagers of wet wipes and dryer sheets. It currently employs about 500 in the city.

PULASKI – **Industrial Engraving Corp.** has received a \$400,000 Community Development Block Grant loan from the Wisconsin Department of Commerce for equipment, real estate acquisition and working capital. The company will invest \$2.4 million in its expansion project and create 63 jobs. The firm provides products and applications to the paper, bathroom tissue and toweling, and printing industries.

RACINE - **Twin Disc Inc.** has received a \$9.1 million order for its 8500 Series transmissions. The 3,000-horsepower transmissions are used for oil-field fracturing, allowing drillers to maximize production with fewer vehicles. Twin Disc designs, manufactures and internationally distributes heavy-duty off-highway power transmission equipment for the construction, industrial, government, marine, agricultural, and energy and natural resources markets.

SHAWANO – **Timber Pro Inc.** is adding 14,000 square feet to its headquarter location. The company designs, engineers and manufactures timber-harvesting equipment and currently operates out of a 50,000-square-foot building at 1407 Industrial Drive.

SOUTH MILWAUKEE – **Bucyrus International Inc.** will expand its manufacturing operations with assistance from a \$16 million tax increment finance district, a \$2.5 million incentive package from the Wisconsin Department of Commerce and \$1 million from the DOT. The initial expansion will include a \$22 million, 110,000-square-foot addition and a larger phased improvement plan could involve a total development of \$95 million. The plan includes adding 190 jobs in the first phase and 35 in the second phase. The mining equipment manufacturer will add space for welding and machining of large electric shovel components.

STURTEVANT – **Nimco Controls, Inc.** is undertaking a \$917,500 expansion project with the assistance of a \$200,000 Community Block Grant – Economic Development loan from the Wisconsin Department of Commerce. The company will purchase equipment that will create 33 jobs. The firm provides a wide range of hydraulic and electrical solutions for mobile machine builders that optimize machine performance and controllability by utilizing the latest technology.

SUN PRAIRIE – **Palmer Johnson Power Systems**, a distributor, servicer and remanufacturer of heavy-duty, off-highway transmissions and axles, is building a new headquarters in the Sun Prairie Business Park. The firm has broken ground on a 65,000-square-foot facility on 10 acres, which is over three times the size of its current headquarters. The company employs about 25 locally and has over a dozen facilities across the U.S.

SUSSEX – **Business Marketers Group** has opened a new headquarters and manufacturing facility in the Sussex Corporate Center. The 51,000-square-foot building will hold offices, separate manufacturing areas, employee facilities and a large distribution center. The firm is a parent company to several Wisconsin manufacturing businesses.

WAUKESHA – **Waukesha Engine** has made a \$3 million investment in its factory to allow the manufacture of large high-speed engines for use in emerging international markets. The firm manufactures gas-fueled engines used in moving natural gas through pipelines; power generation; and mechanical drive applications, such as water pumping. The engines are then sold through distributors or to energy companies that package the engines with compressors. The company has added 25 jobs since the beginning of 2005 due to new business.

WAUWATOSA – **Penzeys Spices**, a processor and nationwide seller of spices, has spent \$6.1 million to buy a former Falk Corp. building for its operation. The 290,000-square-foot manufacturing complex will eventually house its blending and packaging operation, as well as its mail-order business. In addition, the firm will gain a higher profile location and be provided with room for expanding its operations.

WEST MILWAUKEE – **P&H Mining Equipment**, a player in the highly cyclical mining equipment manufacturing sector, is investing nearly \$17 million in its plant to increase production capacity and improve efficiency. The firm is purchasing cutting, grinding, milling and turning equipment to make surface mining equipment. The company has about 900 employees at its two West Milwaukee plants and has recently added to its workforce due to a boom in business.

Forward Wisconsin
201 W. Washington Avenue, Suite 500
Madison, WI 53703-2796
Ph: 608.261.2500 Fax: 608.261.2518
Please visit us on the web at:
ForwardWI.com

Please send us your news, newsletters, or other information about companies that are expanding their operations within the state or establishing new facilities. Mail or fax your notes to the Wisconsin's Growing editor or e-mail us at info@forwardwi.com. Thank you!