



WISCONSIN'S GROWING – BUSINESS EXPANSION NEWS

First Quarter 2009

BROWN DEER — Traffic and Parking Control Co Inc. (TAPCO), an Elm Grove company that is benefiting from an increased desire for traffic safety and energy efficiency in the United States and internationally, is moving to larger headquarters in Brown Deer to accommodate business growth. TAPCO is doubling its size in its new headquarters and expanding its workforce. The company is renovating a former printing plant at 5100 W. Brown Deer Road., where it expects to move into the 128,000-square-foot building in March. The company anticipates its expansion project will lead to the creation of 15 new jobs, on top of its current base of 120 employees. TAPCO will invest about \$1 million to renovate the building, incorporating green, sustainable building practices as much as possible.

CEDARBURG — Cedarburg Pharmaceuticals Inc., a privately owned chemistry-based contract development manufacturing organization (CDMO) specializing in the production of active pharmaceutical ingredients and key intermediates for the pharmaceutical and biopharmaceutical industries, announced it has acquired InB: Hauser Pharmaceutical Services of Denver, Colorado. The newly formed company is called Cedarburg Hauser Pharmaceuticals Inc. and will continue to be based in Grafton. The acquisition further strengthens Cedarburg's position as a leader in the rapidly growing CDMO market.

FOND DU LAC — Brenner Tank has received the largest single order in the company's history, which will allow the Fond du Lac-based company to maintain its current work force through 2009. Warrenville, Ill.-based Navistar Defense placed the \$15 million order for 480 tanks that will be deployed in Iraq. The order is on behalf of the U.S. Army's Tank-Automotive and Armaments Command (TACOM), and the new contract calls for tanks that will be utilized in Iraq for the transportation of water and fuel. Brenner Tank, founded in 1900, is the largest manufacturer of stainless steel tanks in North America. It has operating facilities in Fond du Lac and Mauston in Wisconsin; Houston, Texas; Memphis, Tennessee; and Ashland, Kentucky.

FOND DU LAC — McNeilus Steel, a Minnesota-based company will build a 112,000-square-foot distribution center in the city's Southwest Industrial Park. The facility, which is being built by Keller, a design-build, planning and architectural firm in Kaukauna, is expected to be finished by October. McNeilus expects to hire between 25 and 30 people and up to 50 more over the next three years. The company plans to supply steel products, which includes stainless steel, structural steel, carbon steel, steel fabrication, steel construction, steel plates, and alloy steel throughout Wisconsin, Minnesota, Iowa, North and South Dakota, and northern Illinois.

GRAFTON — Foundations Bank will open a loan production office later this month in an approximate 1,000-square-foot office in Grafton at 1150 Washington Street. The new loan production office will be Foundations Bank's first satellite branch aside from its headquarters and branch location in Pewaukee. Foundations Bank also is looking for future branch locations in the southern and western areas of metro Milwaukee.

HARTLAND — Eso-Technologies Inc. will receive a \$100,000 Technology Venture Fund loan from the Wisconsin Department of Commerce to assist in the company's \$3 million project to develop prototypes and perform clinical trials. The company was founded in 2007 to implement the patented technologies of John Atlee, M.D., for monitoring the cardiovascular system. The firm has developed an esophageal monitoring device that is less invasive and more effective than the currently-used pulmonary catheter. The device also is less expensive and easier to use and can be expanded to provide additional monitoring and therapeutic capabilities.

MADISON — Metro Innovation Center, a landmark east side factory building, has come back to life as a high-tech business incubator aimed at brewing the big ideas of University of Wisconsin-Madison students and faculty. The Center is open for business — a sleek set of 10 suites equipped with the latest voice and data technology as well as two conference rooms and a small kitchen. The historic building, at 1245 E. Washington Ave., was the home of the Gisholt Machine Tool Company and later Marquip, which made high-tech equipment for corrugated cardboard container manufacturers. Now, it's a place for new entrepreneurs to get a foothold. Located along Baldwin Street, across a parking lot from another business incubator, Common Wealth Development's Madison Enterprise Center, the Metro Innovation Center is believed to be UW-Madison's first foray into this part of the city. Other student businesses featured at the incubator's opening included Proactive Sleep, which analyzes a person's sleep patterns to achieve more restful sleep; Parallel Kingdom, a multi-player role-playing game; PosiPair, a Web site for environmentally friendly businesses; and SearchCloud, a search engine that lets users give more weight to their most important search terms.

MADISON — Wingra Point, LLC, a Chicago development company, has purchased the former Bancroft Dairy site at the intersection of Fish Hatchery Road and South Park Street with aspirations for a hotel at the high-profile location. Wingra Point LLC, an affiliate of Clark Street Development of Chicago, said that it had acquired the 3.3-acre former dairy. The purchase includes a parking lot on the other side of Fish Hatchery Road and a small grassy area along Park Street. The property was acquired from WhiteWave Foods, owner and operator of the dairy that closed in 2004. It operated most recently for Dean Foods. City real estate records showed a sale price of \$1.1 million, lower than the \$2.15 million assessed for tax purposes. The site may require environmental cleanup before redevelopment. Before the dairy operations, parts of the property were used as a store, gas station and beer distribution facility. The property is in the Wingra Creek Market Study, a comprehensive city plan for a 64-acre triangular area on the South Side. That plan identifies the dairy site as a possible location for a hotel to serve nearby Meriter Hospital and St. Mary's Hospital. Clark Street officials didn't state a timetable for development and said they would wait until the market settles and capital is more readily available.

MILWAUKEE — Marcus Hotels and Resorts, a division of The Marcus Corp., announced the start of previously announced renovation projects at the Hilton Milwaukee City Center and the Grand Geneva Resort & Spa in Lake Geneva. When the renovations are completed in full, the total cost for both projects is expected to be approximately \$30 million. Most of the work will be completed this summer. The next phase of the project, expected to begin later in the year, will include upgrades to other areas of the hotel such as the meeting rooms, lobby areas, restaurants, gift shop and exterior elements of the historic property.

MILWAUKEE — Rockwell Automation Inc., the Milwaukee-based automation supplier, has agreed to purchase the majority of the assets of Rutter Hinz Inc., a Saskatoon, Saskatchewan, Canada, engineering company. With sales of about \$35 million, Rutter Hinz is a wholly owned subsidiary of Rutter Inc., a publicly held Canadian company. Terms of the transaction were not disclosed. Rutter Hinz has engineering expertise in industrial automation, process control and power distribution, specifically for the oil and gas industry, in addition to the pipeline, utility, mining, forestry, and food and beverage sectors. The company's management team and approximately 220 employees will join Rockwell Automation's Systems & Solutions business unit.

MILWAUKEE — Triangle Tool Corp., a Milwaukee-based specialty tool maker, broke ground on an 18,000-square-foot expansion that will house a new specialty machining division. Triangle builds large, highly engineered molds used in the manufacturing of plastic components such as garbage bins, plastic pallets, dishwasher inserts and other large pieces for household appliances. Triangle Tool's existing facility is about 155,000 square feet. The company has about 145 employees in Milwaukee; its sister facility named A1 Tool in Melrose Park, IL employs about 80.

OAK CREEK — Goodwill Industries of Southeastern Wisconsin board of directors has approved plans to build a new 142,000-square-foot Center for Work & Training in Oak Creek at 140 E. Rawson Ave. The new facility will replace a building that Goodwill presently leases near Mitchell International Airport at 200 W. Vogel Ave. The new Center for Work & Training in Oak Creek will house about 300 program participants who will be relocated from the leased building on Vogel Avenue. Other areas that will relocate from Vogel Avenue include light manufacturing, document shredding, senior services and case management. Skill training in food service and business careers will be added to the new facility and all administrative staff will move there.

OCONOMOWOC — Rockwell Village at Fowler Lake condominium project has been more than three years in the making after city staff has requested substantial changes to the development's plan and design, including reducing the structure's height from nearly 80 feet to 53 feet to the approved 51 feet at midgable. Six buildings housing 36 condominium units, two enclosed levels of parking and a "niche" retail space that reaches 51 feet at its peak will be what downtown merchant Laurel Whelan calls a "good shot in the arm for downtown Oconomowoc and will help turn the tide and morale in the area." Managing member of Rockwell Development LLC Rob Perry said the company doesn't have a hard timeline yet for construction but anticipates a spring start around March for tearing everything down and redoing infrastructure.

OCONOMOWOC — D&H Industries Inc., a manufacturer of magazines for firearms such as the military M16, is planning to expand its 67,500-square-foot facility in Oconomowoc by about 23,300 square feet this spring. Work has not yet started on the expansion, but city officials said they believe work will begin in coming weeks.

PEWAUKEE — Skipper Bud's has acquired Heckel's Marine, an Eagle River boat dealer that has been struggling in the recession. Skipper Bud's saw a unique opportunity to purchase assets, including Heckel's Eagle River property, boats and all parts and accessories in a court-ordered auction. The company is moving quickly to distribute the inventory to its stores in Wisconsin and northern Illinois. These boats will be sold on a first-come, first-serve basis, and anyone interested in purchasing inventory items will need to contact Skipper Bud's in Wisconsin or Northern Illinois to be placed on a waiting list. Skipper Bud's has 20 locations throughout the Midwest.

SUN PRAIRIE — Coakley Brothers Co. has opened a new operations center in Sun Prairie to serve the greater Madison area. The building, specifically designed for housing the company's inventory of product for receiving and distribution, is located in the Sun Prairie Industrial Park. The 87,000-square-foot facility is racked for high bay and lay-down product storage for receiving and distribution, affords modern security and fire protection standards and has technically advanced inventory management system capabilities. Coakley provides facility project management, including corporate relocation, systems furniture installation, furniture design, inventory project management and warehousing and distribution services.

SUPERIOR — Exodus, a new manufacturing firm on Connors Point should be ready for occupancy by May 1, 2009. It is one of the first U.S. manufacturing firms that will build large equipment for the scrap and recycling industry. The newly founded Exodus got a helping hand in its launch from the state in the form of \$7.5 million in New Market Tax Credits. The startup company will meet a global demand for material handling equipment and has only three German competitors in the world. The company will hire 21 people but plans to expand that to 82 full time employees, earning \$25 per hour or more over the next five years in the 25,000-square-foot facility.

WATERLOO — Crave Brothers Farmstead Cheese completed a more than \$1 million cheese factory expansion, northeast of Madison. The project doubled the building's size at the Crave Brothers Farm, W11555 Torpy Road, north of Waterloo. The cheese factory and farm are run by four brothers. Specialized cheese making equipment has been installed and the brothers anticipate hiring 11 employees, including one more cheese maker. Crave cheeses include fresh and rope mozzarella, mascarpone and European-style cheese called Les Freres.

WAUKESHA — DUECO Inc., a Waukesha-based manufacturer of medium and heavy duty trucks for the utility and contracting market, recently purchased the assets of Odyne Corp., a Hauppauge, N.Y.-based clean technology company that specializes in propulsion systems for hybrid trucks and buses. Terms of the acquisition were not disclosed. However, the New York company has been closed, and all production will be shifted to DUECO's Waukesha headquarters. DUECO will incorporate Odyne's name, website, intellectual property, software and systems over the next several months. In mid 2008, DUECO began building hybrid trucks, to be used by utilities and contractors. Odyne was a supplier of key pieces of the hybrid technology and the acquisition will allow DUECO to expand its hybrid production. DUECO will contract with several former Odyne employees over the next several months to train its workforce on the software and technologies that were acquired. After that time, the company will evaluate if it needs additional employees.

WAUKESHA — Gaco Western LLC, a Seattle, Wash. - based manufacturer of waterproofing chemicals and foam insulation, will shift all of its manufacturing operations to its new 60,000-square-foot facility in Waukesha by May. The company moved into the new building in December. At the time, the company had 14 employees in Wisconsin. It now has 25 and is in the process of hiring about six more. Gaco Western's new building in Waukesha at 1245 Chapman Drive was a \$12 million investment, largely because of the highly specialized tanks, lines and information network installed.

WAUWATOSA — The U.S. Food & Drug Administration has approved usage of GE Healthcare's latest electrocardiogram (ECG) solution, the portable MAC 800, which is based on cell phone texting. With the MAC 800, medical testing meets medical texting in a portable format for physician's offices and the pharmaceutical industry. GE Healthcare's Diagnostic Cardiology business, which is based in the Milwaukee County Research Park in Wauwatosa, developed the new system. Originally introduced in China, the lightweight portable device combines the keypad of a phone with a full-size color display and world-class diagnostic software to help clinicians shape the future of healthcare. With clinicians asking for a way to take communication and medical innovation into the 21st century and beyond, MAC 800 is a strong fit. The unit's lithium ion battery keeps it running for roughly two hours, and a four-hour recharge ensures minimal downtime. In the U.S. primary care market, portability, ease of use and EMR connectivity are essential. GE Healthcare will launch the MAC 800 in the U.S. market in the second quarter.

WEST BEND — West Bend Savings Bank and Continental Savings Bank, two mutual community banks, merged at the beginning of this year and will now be known as Westbury Bank. Westbury Bank has more than \$680 million in assets and 27 locations in southeastern Wisconsin. The combined bank headquarters will be located in West Bend.

WISCONSIN RAPIDS — **Energy Composites Corp.**, the parent company of Advanced Fiberglass Technologies, will produce blades for wind turbines as part of its planned \$15 million company expansion which will create at least 400 jobs with a manufacturing plant it will build "as soon as practicable." The announcement comes during a time when hundreds of local residents are struggling with job loss. The 350,000-square-foot Advanced Fiberglass plant and related construction not only will add revenue to the city's tax base but also boost other local businesses. Although training will be required for the 400 or more jobs the company will create, people with a background in the paper industry likely would be able to fill those positions, which mostly will involve production.

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