



WISCONSIN'S GROWING

Business Expansion News Compiled by Forward Wisconsin

Third Quarter 2004

APPLETON – **Pierce Manufacturing Inc.** has received a \$27 million order to manufacture 79 fire and rescue trucks and related equipment for use at U.S. military bases in Iraq. Deliveries of the new vehicles began in July and will be completed by April 2005. The company is the leading North American manufacturer of custom fire apparatus and this is the largest U.S. order for fire apparatus in the firm's history.

APPLETON – **Tel Mark Sales Inc.** will expand its downtown office by 25,000 square feet and add 300 new full-time positions. The company provides sales and marketing services and is based in Omaha, Nebraska. The new positions will involve handling outbound business-to-business sales, inbound consumer and business-to-business customer care calls.

ASHFORD – **Tom's Quality Millwork**, a 26-year-old family-owned company is undertaking a \$4 million expansion. The project is expected to create about 50 new jobs to bring total employment to nearly 130 at the company.

BLUE MOUNDS – **Minitube of America, Inc.**, a global supplier of artificial insemination, embryo transfer and in vitro fertilization equipment, supplies and training, is constructing a new facility that will create 30 jobs. The \$9.4 million project will include a new biotech manufacturing and research complex.

BROOKFIELD – **Continental Properties Company** is constructing a 190,000-square-foot retail center with a total construction value of about \$25 million. The development, called Fountain Square, is expected to create over 200 jobs and will be completed in 2005.

BROOKFIELD – **Inacom Information Systems Inc.**, a technology services and education firm, is expanding its offices. The company opened its 9,000-square-foot office in January 2004 and plans to lease additional 3,000-square-feet in the next several months. The expansion is in line with overall revenue growth at the company, which is projected at between \$80 and \$100 million for 2004.

EAGLE RIVER – **Federal Express** is building a ground distribution center that will initially employ 12 to 15 people. The facility will be the first in the city's newest 40-acre industrial park.

EAU CLAIRE – **Five Star Plastics** will expand production and plans to add about 20 percent more employment in the next four to six months. The two-year old injection-molding firm builds plastic parts, tools and rapid prototypes. The company currently employs about 40 people and has shown steady growth.

EAU CLAIRE – **Presto Absorbent Products** is planning an expansion that could add more than 100 jobs. The firm manufactures private-label baby diapers and will add adult incontinent products as part of the \$25 million expansion project. The investment also includes adding equipment, remodeling and filling some vacant space in their facility.

EDGERTON – **Elk Corp**, a roofing and building supplies company, has leased the former Caterpillar building for 10 years with two more five-year options. By occupying the 865,000-square-foot facility, the company could bring more than 400 new jobs to the area over the next three to five years.

ELKHORN – **Chemtool**, a manufacturer of industrial solvents, cleaners and lubricants, expects to create as many as 80 new jobs by late winter or early spring. The company purchased a 60,000-square-foot building on 23 acres that was a former Snap-On Tools facility. The firm plans to move part of its distribution business into the building from Illinois.

FITCHBURG – **Group Health Cooperative** has broken ground on its fifth clinic site. The \$6.6 million, 51,000-square-foot facility is expected to be open by the summer of 2005. The facility will serve Group Health Cooperative members as well as patients with other indemnity carriers.

FITCHBURG – **Placon Corp.**, a maker of plastic packaging for the medical and food industries, will be moving forward with a \$10.3 million investment that will include a research and development center. The company, which is among the largest users of recycled soft drink bottles in the country, will also create 20 new jobs as a result of the investment.

FITCHBURG – **Promega Corp.**, a producer of biopharmaceutical products for genetic and human health testing, will launch a \$4.3 million project to add equipment for more “fill lines” to handle liquid products at the firm’s headquarters. The project will generate 26 new jobs at the company.

FOND DU LAC – **Precision Surgery Ltd.**, a start-up business that will produce a medical implant device that will be used in spinal surgery, will create 10 full-time jobs. It will also patent an anterior cervical plate system. Dr. Kamaljit Paul, an Oshkosh neurosurgeon who holds six other patents on various implant devices, formed the company to develop and make the new device, mainly for use in spinal fusion surgery.

TOWN OF GENESEE – **Generac Power Systems** has doubled its production and will add more than 100 new skilled production workers in the wake of several hurricanes that have struck the south over the past several weeks. The firm is an independent designer and manufacturer of engine-driven residential and industrial power-generation equipment and will add new second shift positions at three of its Wisconsin plants.

GREEN BAY – **Hygenitec**, a wet-wipes manufacturer, is making plans to expand after celebrating its first year in business. A year ago, the company opened a 36,000-square-foot manufacturing and warehouse facility. This past spring, an expansion added another 27,000-square-feet, which included a new production line. The expansion allows for two more lines and the firm continues to hire more employees.

GREEN LAKE – **Culligan Water Conditioning**, a water and salt delivery business, has broken ground on an 11,000-square-foot building in the industrial park. Plans call for the business to move from its 2,400-square-foot space in Ripon to the new facility by November 2004.

HOWARD – **American Medical Security** is moving its off-site operations office in Orlando, Florida to its headquarters here. The move will bring up to 20 new jobs to the area. Most of the jobs need to be filled by registered nurses and licensed practical nurses for the insurance company’s care management unit.

KENOSHA – **Roundy’s Inc.** is planning a 100,000-square-foot food-processing center that will supply grocery stores with specialty items. The new facility will employ 120 part- and full-time employees and groundbreaking is planned for October 2004. The plant will be built on 16 acres owned by the company with an expected opening by the summer of 2005.

LA CROSSE – **Main Street Ingredients** is constructing a 40,000-square-foot warehouse and manufacturing addition that is scheduled for completion in early 2005. The company, which provides food ingredients to the dairy, nutritional and food processing industries, is adding 15 to 20 employees by the end of the year.

LA CROSSE – **WalzCraft Industries Inc.** is expanding its manufacturing operation for the sixth time in 15 years. Work began in late July on a \$2.4 million expansion project that includes a 73,000-square-foot addition to the manufacturing plant and a 16,000-square-foot training facility. The company sells custom cabinet doors, drawer fronts, millwork and cabinet components.

LAFARGE – **Organic Valley**, America’s leading organic-farmer cooperative, has completed a new \$5.9 million green design headquarters. The 49,210-square-foot building features state-of-the-art energy efficiencies, day lighting that uses natural light to reduce the need for electric lighting and solar-powered parking lot lights. One hundred eighty employees are housed in the new building with a capacity of 250 for future expansion.

LAKE GENEVA – **Brunk Industries** will build a 6,000-square-foot addition and add off-site parking to its current facility. The company does precision metal stamping and employs over 200 people.

LAND O’ LAKES – **Nagel Lumber Company**, a manufacturer of lumber products for customers across the Midwest, will restart operations and create up to 80 new jobs in the next two years. The firm was awarded a \$750,000 loan through the Wisconsin Department of Commerce that will leverage an additional \$750,000 in private investment.

MADISON – **Esker, Inc.** has moved its U.S. headquarters to the city's West Side. The company is a leading worldwide provider of automated document solutions that improve and streamline business processes.

MENOMONEE FALLS – **Briggs & Stratton Corp.** will build a new 300,000-square-foot service parts distribution center in the Westbrook Corporate Center. The Milwaukee-based lawn mower engine manufacturer will begin construction later this year with completion slated for the fall of 2005.

MIDDLETON – **Precision Devices**, a manufacturer of synthetic quartz crystals for the telecommunications industry, is moving its factory here from China. The company hopes to have its production line operational by March 2005.

MILWAUKEE AND WAUWATOSA – **The Blood Center of Southeastern Wisconsin** has launched a five-year, \$27 million strategic and capital improvement plan. It includes expansion and total renovation of the center's diagnostic labs in downtown Milwaukee, a 27,000-square-foot addition to the 55,000-square-foot Blood Research Institute in Wauwatosa, and renovation, expansion and improvement to the organization's multiple donor sites across the state.

MILWAUKEE – **Expert Foundry Services Inc.** has purchased a 27,750-square foot building at 1444 N. Fifth Street and will move its operations from a 25,000-square-foot building it now leases in the Walker's Point neighborhood. The company, which manufactures sand cores used in foundry processes, will add as many as 10 new jobs in the next two years as a result of the relocation.

MILWAUKEE – **Falk Corp.** is renovating a portion of its Menomonee Valley plant on Canal Street to consolidate part of its operations. The \$13 million to \$18 million renovation project will accommodate the manufacturing and machining shops from another Wisconsin location as well as its 150 employees. The company, which manufactures industrial power transmission products such as custom gear drives, will complete the move over the next 12 months.

NEENAH – **Alta Resources**, a teleservice company, will construct a \$20 million downtown office building. The seven-story, 175,000-square-foot building will have the potential to accommodate 1000 workers – the company's projected employment by 2006. Occupancy is scheduled for September 2005 with construction beginning in October 2004.

NEW LONDON – **Curwood RE&D** is planning to build a 36,000-square-foot addition to its existing facility by 2006. It will be used for additional metal machining, fabrication and as an equipment assembly area. A new front entrance, changes to the office area, expanded employee support areas and parking are also planned.

NEW LONDON – **Wolf River Lumber** plans a \$3 - \$5 million expansion over the next five years that will create 30 to 50 new jobs. The company manufactures and kiln dries more than 16 million board feet of lumber annually. The project initially calls for a 16,800-square-foot building that will house 10 kilns with future expansion very likely.

OCONOMOWOC – **Roundy's Inc.** – a distributor for grocery stores - has broken ground on a \$65 million, 950,000-square-foot distribution center southwest of highways 67 and DR in Pabst Farms. The new location will relocate about 800 jobs plus create another 100 jobs. It is expected to open in the first quarter of 2005.

OSHKOSH – **Newark Paperboard Products** has consolidated its Neenah and Oshkosh operations in a new, larger facility it is leasing for 10 years from CHAMCO, the Oshkosh area industrial development group. The 150,000-square-foot building is housing the firm's 130 area employees. The company makes paper cores and tubes and is a subsidiary of the Newark group.

OSHKOSH – **Oskosh Truck Corp.** has been awarded a \$204 million order by the U.S. Marine Corps for armor kits for 920 cargo vehicles that were previously provided by the company. The firm will produce armor kits for the medium tactical vehicle replacement standard cargo vehicle. Completion of the work order is expected by December 2005.

OSHKOSH – **Utica Energy LLC** plans to double the capacity of its cooperative-owned ethanol production plant with a \$15 million expansion. Capitalizing on the growing demand for ethanol, the capacity will go from 20 million gallons to 40 million gallons per year. The expansion will create six jobs and includes the addition of five more fermentation tanks, as well as the construction of a new distillation building.

PLATTEVILLE – **Dick's Supermarket, Inc.** will construct a new 41,000-square-foot bakery and delicatessen production facility that will create 30 jobs. The \$6.23 million project will supply products for Dick's Supermarket stores and other stores, supermarket companies and food distribution companies.

PLEASANT PRAIRIE – **Cherry Corp.**, a manufacturer of electric and mechanical switches, will move its corporate headquarters here from northern Illinois, bringing 140 jobs to Kenosha County. The company's current Wisconsin location, in the Lakeview Corporate Park - and home to its electrical division since 1998 - totals about 170,000-square-feet. The building can accommodate nearly all the added employees and will bring total Wisconsin employment to about 500.

PLEASANT PRAIRIE – **PepsiAmericas Inc.** plans to build a new beverage distribution center at the Lakeview Corporate Park. The company intends to construct a 100,000-square-foot building on ten acres along 100th Street, about two miles east of Interstate 94 in rural Kenosha County. The firm manufactures, packs, sells and distributes Pepsi-Cola and other beverages.

RIPON – **Ripon Community Printers**, a family-owned printing firm, is installing a state-of-the-art heatset printing line at a cost of about \$10.5 million. The expansion will help to create 75 new jobs - bringing total employment over 150 people.

RIVER FALLS – **Sajan** hopes to double its number of employees from 30 to 60 over the coming years. The company creates software to help businesses sell products overseas. It also provides human translation services. The firm recently opened a new \$2.7 million, 23,000-square-foot headquarters.

TOWN OF SHEBOYGAN FALLS – **Johnsonville Sausage**, a producer and distributor of bratwurst and sausage products, is in the midst of a three-year project that will replace its software system with one that will handle everything from buying materials to customer payments. A \$15 million information technology project, a new 70,000-square-foot processing plant and 120 new jobs illustrate the firm's growth.

SHEBOYGAN – **Nemschoff Chairs Inc.** plans to build a 77,000-square-foot manufacturing facility that will create 30 to 40 new jobs. The new \$5 million plant is scheduled for completion in September 2005. The company's product line includes chairs and other furniture for the healthcare industry.

SOUTH MILWAUKEE – **Metalcut Products Inc.**, a contract machine shop, is planning to expand for the second time in two years. The company will build a 34,000-square-foot building that will house additional manufacturing as well as office space. The total project cost will be about \$5.5 million with land and building cost estimated at \$1.5 million and equipment cost estimated at \$4 million. The firm will add 25 jobs upon the completion of the expansion later this year.

STEVENS POINT – **Portesi Italian Foods** has announced plans to build a \$1.15 million plant in the Portage County Business Park. The proposed 12,500-square-foot facility – nearly triple the size of the existing plant – will create up to 10 jobs in the next five years. Construction of the new building began in September 2004 with completion expected in February 2005.

STOUGHTON – **PAAS International** is opening its new 6,500-square-foot headquarters here. The building provides additional space for expanded staff resources to better serve PAAS members. PAAS is a strong advocate for community pharmacies and assists over 2,500 community pharmacies in the U.S. with third-party matters.

THORP – **Birchwood Lumber & Veneer**, a company based about 50 miles north of Eau Claire in Birchwood, is expanding here to the former Mapleton Wood Products building. The lumber company expects to hire 100 employees from the area in the next two years. This is the firm's first expansion. The business currently employs 240 people and produces 130,000 pieces of plywood per month.

TOWN OF SUMMIT – **Rogers Memorial Hospital** will break ground on a \$6.8 million expansion in late October 2004 and has begun a \$3 million capital campaign to help finance the new project. The plan is to build a 37,000-square-foot building to house educational programs for child and adolescent patients and a day treatment program for adult patients.

SUSSEX – **Quad/Graphics** has purchased six new pieces of finishing equipment for \$8 million to further expand its production capabilities and capacity. The commercial printer's purchase of the new equipment complements its recent purchase of finishing systems valued at a total of \$50 million.

VERONA – **Latitude Corp.** will construct and equip a 129,600-square-foot manufacturing facility in the new Verona Technology Park. The \$6.5 million project will create 30 machining and fabricating jobs. The firm provides a comprehensive range of services, including precision metal fabrication, computerized-numeric-control machining, and welding.

WAUSAU – **WPS Health Insurance** is adding 140 part-time workers that will help enter and process health insurance claims. With the additional positions, WPS will have about 700 employees at this location.

WAUWATOSA – The **Medical College of Wisconsin's** Research Foundation has established a division of marketing and licensing to expand the school's patent and license technology for commercial use. A director of the new division was hired in July 2004. The Medical College of Wisconsin has one of the fastest-growing research programs in the country.

WAUZEKA – **Crawford Industries, LLC** is starting up and will initially produce decking board. The company is expected to create 78 jobs. The firm received \$102,000 in Community Development Zone tax credits administered by the Wisconsin Department of Commerce.

WEST BEND – **West Bend Housewares L.L.C.** will build a 160,000-square-foot headquarters and distribution facility. The company will relocate from its current West Bend facility and expects to complete the move by June 2005.

WEST SALEM – **Select Trusses and Lumber Inc.** became the first occupant of the Lakeview Industrial Park when it began operations in its new 52,000-square-foot building in August 2004. The plant moved from another location in the city where it occupied 12,500-square-feet. The firm manufactures, sells and delivers trusses. It started with four employees in 1995 and now employs 85.

WEYAUWEGA – **World Class Manufacturing Group**, a contract screw machine operation, is purchasing a horizontal machining center and a vertical machining center for its 80,000-square-foot facility. The company expects to hire eight additional employees over the next six months as a result of the new equipment. The firm has grown from four employees - eleven years ago - to more than 100 employees currently.

Forward Wisconsin is a unique public-private state marketing organization. Its job is marketing Wisconsin's business advantages to educate decision-makers on the positive benefits of living, working, playing, and doing business in Wisconsin.