ENGINEERING THE CUTTING EDGE OF BIOTECHNOLOGY
From Mayor Susan J. M. Bauman, City of Madison...

In a time when it seems every city is declaring itself a high-tech Mecca, what makes Madison stand out?

First, we have unmatched intellectual capital anchored by one of the nation’s top-rated R&D engines, the University of Wisconsin.

Second, we can boast about an outstanding quality of life, as demonstrated by Madison’s top-10 rankings for everything from overall livability to private investment in the arts to home-based business support.

Finally, we invest in the infrastructure high-tech companies need to succeed—reliable energy (thank you, MGE), telecommunications and transportation connections.

Madison has the good fortune to have community institutions like MGE who work with the City not only in such endeavors as this resource directory but in creating the climate that welcomes and nurtures our businesses of the future.

Knowledge, infrastructure, great place to live... Madison has it all.

Greetings from Gary Wolter, Chairman, President and Chief Executive Officer of Madison Gas and Electric Company...

The high-tech business climate in the Madison metropolitan area continues its dynamic pace. Many growing companies, engaged in all types of manufacturing, services, and research and development, show the vitality of our business community. High-tech, biotech, pharmaceutical and other companies are not only thriving in existing markets, they are also expanding into new cutting-edge markets.

Madison Gas and Electric Company is proud to be a part of this vibrant high-tech business environment and to present the 2002 Greater Madison Area Directory of High-Tech Companies.

Partnerships with the City of Madison, surrounding communities, the University of Wisconsin, Madison Area Technical College and area technology companies reap benefits for the entire metropolitan area.

Continued entrepreneurial support, expanding partnerships and increased access to venture capital networks make the Madison area a strategic location for high-tech expansions and start-ups. As the community’s energy company, MGE is pleased to be an active partner in promoting and supporting our high-tech business community.
A Great Place for High Technology

A Great Place to Meet

A Great Place to Play

A Great Place to Live

Madison and Dane County have it all: more than 440 high-tech companies and thriving food processing, health care, finance and insurance industries.

Madison is the state capital and home to the world-renowned University of Wisconsin-Madison. The UW has consistently earned several high rankings for its graduate programs and the UW Badgers are the first Big Ten football team to win back-to-back Rose Bowls (1999-2000).

Recently, POLICOM Corp. ranked the Madison metro area as having the tenth strongest economy in the nation. It’s easy to see why numerous national magazines have recognized Madison and the Dane County metropolitan area as one of the best places to live.
Engineering the Cutting Edge of Biotechnology

The Greater Madison, Wisconsin, metropolitan area is emerging as a major technology center in the world. One reason for this emergence is because of the area’s ability to create the business climate and infrastructure and support network that allows entrepreneurs/researchers the opportunity to bring their research to the marketplace.

Another reason for this emergence is because the University of Wisconsin-Madison has world-class scientists, teachers, and researchers. A recent *U.S. News & World Report* ranked UW-Madison’s College of Engineering 6th in publicly funded universities and 12th overall. According to the National Science Foundation, the UW-Madison now ranks 2nd overall in research and development expenditures with over $554 million with the College of Engineering capturing more than $90 million.

Engineers drive the technological advancements in biotechnology by designing, building, and applying tools that help researchers answer biological questions.

Engineers are important players in the cross-disciplinary environment needed to advance biotechnology and reduce theory into practice. They collaborate with biologists, chemists, doctors, geologists, geneticists, plant pathologists, veterinarians, wildlife ecologists, and others. Because UW-Madison has outstanding programs in all these areas, it’s an ideal environment for developing new products and processes based on the basic biotechnology being created here.

UW-Madison engineers are a very active part of the Greater Madison Area’s growing biotech identity. Here are just a few examples of what they are working to accomplish, many in partnership with local companies:

- design machines that detect and destroy cancer cells without harming surrounding tissue
- build thumbnail-sized labs for culturing bovine embryos
- study individual brain cells to find causes and cures for Alzheimer’s or Parkinson’s disease
- create biocompatible artificial tissue and organs
- design microfluidic channel networks using ultra rapid manufacturing methods

“When engineers can learn to speak the language of biology, they can begin to answer biologists’ well-posed questions by applying the tools of technology,” Electrical/Computer Engineering Associate Professor Daniel van der Weide.

The University Research Park has played an enormous role in enabling faculty to create spin-off companies related to their work.

**Some Biotech/Engineering Spin-Offs:**

**NimbleGen Systems:** Their goal is to manufacture high-density customized chips capable of deconstructing long segments of DNA in a few days’ turnaround time. These chips would be lower cost and available in days
Platypus Technologies LLC: Platypus is a biotechnology company, located in the University Research Park, formed to commercialize patented discoveries that focus on development of nanoscale materials used in the life sciences. Their technology is a novel, broadly useful platform for assay development with applications to research, clinical medicine, agriculture, public health monitoring, food safety, drug discovery, and the military. The company has formed as a result of a university faculty collaboration between the Departments of Chemical Engineering, Biomolecular Chemistry, and the School of Veterinary Medicine.

About the Cover

Fluorescing microscope used in biomolecular chemistry lab.  
Jeff Miller, UW - Madison, News & Public Affairs

UW-Madison engineers built this thumb-sized laboratory for culturing bovine embryos.
UW - Madison & VTAE, LLC

Engineering Mall “Macquina” sculpture fountain at sunset. This sculpture is the centerpiece of the UW - Madison engineering campus.
Jeff Miller, UW - Madison, News & Public Affairs

Ultrasonic silicon surgical cutting tool prototypes designed by Amit Lal, Electrical & Computer Engineering.
Jeff Miller, UW - Madison, News & Public Affairs

UW-Madison engineers designed and built this microfluidic channel network using rapid manufacturing techniques.
David Beebe, UW - Madison & VTAE, LLC

Cover photos courtesy of Jeff Miller, UW-Madison, New & Public Affairs; Professor David Beebe, UW-Madison; and VTAE, LLC
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The Greater Madison Area 2002 Directory of High-Tech Companies is a joint effort between the City of Madison and Madison Gas and Electric Company (MGE).

The information for this publication is complied and maintained by Jim Mohrbacher of MGE’s Marketing and Economic Development area and Peggy Yessa of the City of Madison’s Department of Planning and Development. They have devoted considerable time and effort to ensure that this directory is a comprehensive and accurate documentation of the dynamic growth of high-tech firms in the Greater Madison Area.

The aim of this directory is to document the number and diversity of high-technology companies in the Madison/Dane County area and provide some insight into how these companies are changing and growing.

Firms are included in this directory if they have either: 1) one of the North American Industry Classification System (NAICS) numbers identified by Dun & Bradstreet (see page 159) as high-tech, or 2) a significant commitment to research and development and the hiring of highly trained specialists in an unclassified high-tech NAICS category, or 3) a technology-based service company.

High-Technology Overview

More than 440 firms in the Greater Madison area (385 identified in the directory) are defined as high-tech.

- Approximately 26 percent are in manufacturing and the balance in services.
- Biotechnology, medical/biomedical research, life sciences, micro-electronics, pharmaceuticals, contract research and development, and software and other computer-related firms dominate the list reflecting the University of Wisconsin-Madison’s worldwide leadership in research and academic teaching in these areas.

Steady employment increases in these firms are helping to diversify the area’s economy. Because the Madison area high-tech firms provide products and services for a wide variety of customers, employment increases in this sector have been steady and have contributed significantly to the area’s healthy economy (more than $4 billion in annual sales, revenues, and government awards or contracts).

- Overall employment in the area has increased more than 2.5 percent per year the past five years and now totals approximately 296,000.
- More than 8 percent of the area’s total employment (25,000 jobs) is in the high-tech area. During the period of 1996 through 2000, high-tech employment added more than 8,500 jobs; more than 10 percent per year.

The Madison area economy is fast growing with high technology playing an ever-increasing role.

- Over the last five years, the number of high-tech firms has grown 26 percent.
Research activity on the University of Wisconsin-Madison campus is a major stimulus for growth in the area’s economy.

- By any measure the University of Wisconsin-Madison ranks in the top echelons of American research universities. UW-Madison receives total research and development expenditures exceed $554 million, (FY 1999 - 2000).

According to latest figures available from the National Science Foundation, this makes the University of Wisconsin-Madison the second largest funded research university in the country.

UW-Madison plays a role in helping companies using university research get started in business. More than 60 companies can trace their roots to UW-Madison; many have started as a direct result of patented UW-Madison advances. At the UW’s 325-acre University Research Park, 88 companies employing 3,000 benefit from UW-Madison collaboration.

Businesses can tap into many of the University’s research facilities, industrial consortia, and other programs. Financial assistance in the form of grants, venture capital, and loans is also available in the Greater Madison area. Business management advice is accessible to any business, whatever stage of development it is in.

See page 141 for a listing of high-tech resources available in the Greater Madison area.

Every attempt has been made either by electronic and/or mail survey, phone, and/or fax follow-up to research all companies for current information. If there is information that is not current, please send corrected information to us (see Survey Form, page 169). Any errors, misinformation, or omissions are unintentional and will be corrected in future editions.

Thanks to MGE Graphics Services for its help in coordinating the pre-press initial cover design/layout and final printing of the directory. Also, a special thanks to MGE Administrative Support staff for data entry and editing support and Jackie Goltz and Tom Sweeney, City of Madison, with electronic survey and database assistance and design. And a special thanks to those at the College of Engineering, UW-Madison, who provided assistance, especially Karen Walsh, Assistant Dean External Relations.
Manufacturing
1 Celletech Ltd./National Homeotherapeutics Products

CEO: John Cain

518 Tasman Street, Suite E/B
Madison, WI 53714
Phone No.: (608) 221-2412
Fax No.: (608) 221-9533
Web Site: celletech.com, nathompro.com

Celletech Ltd. - Manufacturer of micro nutrition.
National Homeopathic Products - Worldwide direct marketer of homeotherapeutic agents.

Year Established: 1986
Employees: 25
Annual Sales: $1,000,000
Percentage of International Sales: 10%
Banking/Other Financial: Associated Bank of Madison

2 Coating Place Inc.

President: Tim A. Breunig
Contact: Charles R. Frey

Senior Research Chemist

200 Paoli Street
P. O. Box 930310
Verona, WI 53593-0310
Phone No.: (608) 845-9521
Fax No.: (608) 845-9526
E-Mail: coatings@encap.com
Web Site: www.encap.com

Provides encapsulation services for the pharmaceutical, nutritional, food, agricultural, and chemical industries. Applies coating formulations to powders, granules, crystals, and capsules.

Year Established: 1976
Employees: 50

3 Mirus Corporation

President: Terry Sivesind
Contact: Tim Lockie

Director, Administration

505 South Rosa Road, Suite 104

Develops technologies critical to the gene transfer, gene therapy, and drug delivery industries. The company also sells a broad line of DNA transfection and DNA labeling reagents to the molecular biology research market.

Year Established: 1995
Employees: 36
4 NeoClone
CEO: Dr. Dave Largaespada
Contact: Mark Jackson
COO
1202 Ann Street
Madison, WI  53713
Phone No.: (608) 260-8190
E-Mail: mark@neoclone.com
Web Site: www.neoclone.com

Contract monoclonal antibodies services to the research antibody market. Produces antibodies using a novel retro-viral system which is faster and decreases the production time of these research reagents.

Year Established: 1999
Employees: 3
Accounting: Meicher

In-Vitro Diagnostic Substance Manufacturing
NAICS# 325413

5 Clinical Convenience Products, Inc.
CEO: Don Warren
1902 Tennyson Lane
Madison, WI  53704-2302
Phone No.: (608) 246-4142
Fax No.: (608) 244-7500
E-Mail: don@warrentech.com

Produces genetically engineered medical diagnostic systems, biotechnology reagents, and contract fermentation.

Year Established: 1969

6 Epicentre Technologies Corporation
President: Gary A. Dahl
Contact: Kris Heinemann
726 Post Road
Madison, WI  53713
Phone No.: (608) 258-3080
Fax No.: (608) 258-3088
E-Mail: techhelp@epicentre.com
Web Site: www.epicentre.com

Develops and sells high-quality enzyme kits and reagents for molecular biological research, diagnostics, pharmaceutical bioprocessing, and other biotechnology markets.

Year Established: 1987
7 Infigen, Inc.
President: Michael D. Bishop
Contact: Michael D. Bishop
1825 Infinity Drive
DeForest, WI 53532
Phone No.: (608) 846-0500
Fax No.: (608) 846-0520
E-Mail: mbishop@infigen.com
Web Site: www.infigen.com
Applies genetic and reproductive technologies to the development and commercialization of products in the agriculture and human health care fields.

Parent Company: Protein Genetics, Inc.
Parent Location: New York, NY
Year Established: 1997
Employees: 35

8 NimbleGen Systems, Inc.
CEO: Mike Treble
One Science Court
Madison, WI 53711
Phone No.: (608) 218-7600
Fax No.: 6082187601
E-Mail: infor@nimblegen.com
Web Site: www.nimblegen.com
Develops next generation DNA array technologies that shorten the time it takes to produce arrays from months to hours. Users are enabled to create their own high density, custom DNA arrays in their labs greatly accelerating the rate of scientific research.

Year Established: 1999
Employees: 30
Accounting: Ernst & Young
Banking/Other Financial: M&I Bank
Venture Capital: Venture Investors, Baird Venture Partners, Tactics IT and Sk
State or Federal Funding Sources: Wisconsin Department of Commerce, NIH

9 PanVera Corporation
President: Michael G. Wokasch
501 Charmany Drive
Madison, WI 53719
Phone No.: (608) 233-9450
Fax No.: (608) 204-5200
Develops, manufactures, markets, and distributes proteins, assay systems, and other biological reagents for drug discovery, life science research and diagnostic applications. Manufactured under GMP guidelines, these products are available under contract.

Year Established: 1992
Employees: 100
10 Promega Corporation

CEO: William A. Linton
Contact: Anna Schryver
2800 Woods Hollow Road
Madison, WI 53711-5399
Phone No.: (608) 298-4663
Fax No.: (608) 277-2601
E-Mail: aschryve@promega.com
Web Site: www.promega.com

Provides innovative products and technical support for the life sciences industry. Manufactures 1,200 products which enable scientists to advance knowledge in genomic research, molecular and cell biology, molecular diagnostics, drug discovery, and human identification.

Subsidiary Location: Australia, France, Germany, Italy, Switzerland, Netherlands

Year Established: 1978
Employees: 730
Annual Sales: $110,000,000
Percentage of International Sales: 51%

11 Tetrionics Inc.

President: Peter O. Johnson, Sr.
Contact: Mike Czarny
Vice President, Sales and Marketing
645 Science Drive
Madison, WI 53711
Phone No.: (608) 233-3115
Fax No.: (608) 233-6873
Web Site: www.tetrionics.com

Specializes in the synthesis of complex, highly potent pharmaceutical ingredients (APIs). Performs outsourced custom organic syntheses for biotech, university labs, and large pharmacies. All syntheses are done following the Food and Drug Administration’s good manufacturing practices.

Year Established: 1990
Employees: 30
Annual Sales: $10,000,000

12 Third Wave Technologies Inc.

CEO: Lance Fors, Ph.D.
Contact: Rod Hise
Manager, Corporate Communications
502 South Rosa Road
Madison, WI 53719-1256
Phone No.: (608) 273-8933

Develops, manufactures, and markets genetic analysis products used in the discovery and validation of the genetic basis of disease and the delivery of personalized medicine.

Year Established: 1993
Employees: 300
<table>
<thead>
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<th>Company</th>
<th>Products and Details</th>
</tr>
</thead>
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<tr>
<td><strong>Trek Diagnostic Systems, Inc.</strong></td>
<td>Produces medical diagnostic products.</td>
</tr>
<tr>
<td>CEO: Mike Burke</td>
<td>Parent Company: Trek Diagnostic Systems, Inc.</td>
</tr>
<tr>
<td>Contact: Nadine Sullivan, Chief Science Officer</td>
<td>Parent Location: 25760 First Street, Westlake, OH 44145</td>
</tr>
<tr>
<td>210 Business Park Drive, Sun Prairie, WI 53590</td>
<td>Year Established: 1999</td>
</tr>
<tr>
<td>Phone No.: (608) 837-3788, Fax No.: (608) 837-3658, Web Site: <a href="http://www.trekds.com">www.trekds.com</a></td>
<td>Employees: 33</td>
</tr>
</tbody>
</table>

**ABS Global**
Markets in more than 70 countries around the world, ABS is the leading global source of bovine genetics and related animal care products.

CEO: Ian Biggs

Contact: Marcy Tessmann, Communications Manager

1525 River Road, P. O. Box 459, DeForest, WI 53532
Phone No.: (608) 846-3721, Fax No.: (608) 846-6444, E-Mail: mtessmann@absglobal.com, Web Site: www.absglobal.com

**Becton Dickinson Diagnostic Systems**
Manufactures prepared microbiological culture media for use in hospitals, clinics, and by the industrial market.

Contact: Ed Trowbridge

Parent Company: Becton, Dickinson and Company,
16 **Gala Design Inc.**

COO: Jane Homan

Contact: Paul Weiss
    Vice President, Business Development

8137 Forsythia Street
Middleton, WI  53562
Phone No.: (608) 643-0152
Fax No.: (608) 643-0153
E-Mail: galainfo@gala.com
Web Site: www.gala.com

Produces recombinant therapeutic proteins for pharmaceutical and genomics company clients.

*Year Established: 1996*

*Employees: 36*

*Accounting: McGladrey & Pullen*

*Venture Capital: Venture Investors, Mason Wells*

17 **GenTrac Inc.**

CEO: Dennis Jones

Contact: Brad Knoll

2232 Evergreen Road
Middleton, WI  53562
Phone No.: (608) 836-3500
Fax No.: (608) 836-1268

Develops pharmaceutical and hemostasis products for the medical industry.

*Parent Company: Jones Medical Industries*

*Parent Location: St. Louis, MO*

*Year Established: 1982*

*Employees: 90*

*Annual Sales: $5,000,000*

18 **Novagen Inc.**

President: Robert Mierendorf, Ph.D.

Contact: Robert Mierendorf, Ph.D.

601 Science Drive, UW Research Park
Madison, WI  53711
Phone No.: (608) 238-6110
Fax No.: (608) 238-1388

Manufactures products for molecular biology and proteomics research in the areas of gene isolation, analysis, and expression.

*Parent Company: Merck KGaA,*

*Parent Location: Darmstadt, Germany*

*Year Established: 1989*

*Employees: 70*
Biological Product (except Diagnostic) Manufacturing
NAICS# 325414

19 Protient

CEO: David Lenzmeier
Contact: Doug Clairday
N2689 County S
P. O. Box 67
Juda, WI 53550
Phone No.: (608) 934-1400,
Fax No.: (608) 934-1044
E-Mail: wiswhey@tds.net

Manufactures and markets whey products for the food and pharmaceutical industries. Specializes in high-quality whey protein concentrates (20 to 50%) and lactose products (food grade to pharmaceutical).

Year Established: 1994
Employees: 50
Annual Sales: $7,000,000
Percentage of International Sales: 75%

20 Rhodia, Inc.

Business Director: Brian Sinkoff
Contact: Dennis Whitehead
2802 Walton Commons West
Madison, WI 53718
Phone No.: (608) 224-1850
Fax No.: (608) 224-3130
E-Mail: dairy.na@rhodia.com
Web Site: www.rhodiadairy.com

Produces enzymes, natural colors, and cultures for the agriculture, dairy, and food industries.

Parent Company: Rhodia, Inc.
Parent Location: Aubervilliers, France
Subsidiary Company: Rhodia, Inc.
Subsidiary Location: Cranbury, NJ
Year Established: 1906
Employees: 98

21 Scientific Protein Laboratories, Inc.

President: David G. Strunce
Contact: Dennis B. Lajter
700 East Main Street
P. O. Box 158
Waunakee, WI 53597-0158
Phone No.: (608) 849-5944
Fax No.: (608) 849-4053

Manufactures bulk active pharmaceutical ingredients—porcine heparin, pancreatic enzymes, and bovine thrombin for use in biotech, diagnostic, food, health food, pharmaceutical, and veterinary industries. Also provides custom and contract biopharmaceutical.

Parent Company: American Home Products Corporation
Parent Location: Madison, NJ
Year Established: 1969
Employees: 125
22 **Durline Scales & Manufacturing Inc.**

CEO: John G. Chesley

149 Waubesa Street
Madison, WI 53704
Phone No.: (608) 246-8466
Fax No.: (608) 246-8654
E-Mail: scales@durline.com
Web Site: www.durline.com

Manufactures truck and industrial floor scales and fabricates steel. Wireless crane scales and scrap-handling weighing packages also available.

*Parent Company:* B-TEK, Inc.

*Parent Location:* Canton, OH

*Year Established:* 1985

*Employees:* 38

*Annual Sales:* $3,000,000

*Accounting:* Bendt & Ditscheit

*Banking/Other Financial:* DMB Community Bank

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23 **Jenkins Research and Manufacturing Corporation**

President: Jeff Jenkins

2895 Commerce Park Drive
Fitchburg, WI 53719
Phone No.: (608) 277-9441
Fax No.: (608) 277-9390
E-Mail: jeff.jenkins@jenkins-r-m.com
Web Site: www.jenkins-r-m.com

Specializes in machining, welding, and fabricating parts in metals and plastics. Product runs of 1 to 50,000. Prototypes and preproduction serving the bicycle and medical industries among others.

*Year Established:* 1983

*Employees:* 16

*Annual Sales:* $1,200,000

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24 **Nelson Industries Inc.**

President: Robert C. Crane

Contact: Doug Benham

Designs, develops, manufactures, and sells products for the control of environmental contaminants including sound, vibration, and particulates; exhaust and filtration systems; and industrial silencers.

*Parent Company:* Fleetguard, Inc.
25 Universal Silencer

CEO: Randall J. Eppli
Contact: Brian Kahl
1925 Highway 51/138 West
P. O. Box 411
Stoughton, WI  53589
Phone No.: (608) 873-4272
Fax No.: (608) 873-4298
E-Mail: universal@-silencer.com

Manufactures industrial silencers and air-filtration systems for blowers, fans, engines, turbines, and high-pressure, blow-off gas/steam vents.

Year Established: 1959
Employees: 240
Annual Sales: $26,600,000

Electronic Computer Manufacturing
NAICS# 334111

26 Artesyn Communication Products, LLC

CEO: Robert Aebli
Contact: Patricia Armstrong
MarCom Manager
8310 Excelsior Drive
Madison, WI  53717
Phone No.: (608) 831-5500
Fax No.: (608) 831-4249
Web Site: www.artesyncep.com

Supplies modular communication boards and software for carrier-grade voice over packet infrastructure, wireless infrastructure and optical networking. Delivers a wide-range of high-quality, high performance communication controllers.

Parent Company: Artesyn Technologies
Parent Location: Boca Raton, FL
Year Established: 1972
Employees: 200
Annual Sales: $45,000,000
Percentage of International Sales: 40%

27 Pond Systems

CEO: Jon P. Mortrud
Contact: Ernie Branch

Designs and installs custom-built personal computers/networks, industrial systems integration, robotics, and machine design. Authorized laser printer service and toner cartridge remanufacturer. Also provides Internet setup and Web pages.
28  **Thermo Nicolet**  
President:  Brenda Wilcox  
Contact:  Kathryn Callaghan  
5225 Verona Road  
P. O. Box 44451  
Madison, WI  53744-4451  
Phone No.:  (608) 276-6100  
Fax No.:  (608) 273-5046  
Web Site:  www.thermonicolet.com  
Designs and manufactures analytical instruments, accessories, microscopes, spectroscopy software, and spectral libraries for chemical analysis and research.  
*Parent Company:*  Thermo Electron Corporation  
*Parent Location:*  Waltham, MA  
*Subsidiary Company:*  Thermo Nicolet  
*Subsidiary Location:*  France, Germany, Japan, United Kingdom, China, and Hong Kong  
*Year Established:*  1967  
*Employees:*  300  
*Annual Sales:*  $94,000,000

29  **American Tel-A-Systems Inc. (AMTELCO)**  
CEO:  Joe Everly  
Contact:  James Becker  
Vice President  
4800 Curtin Drive  
McFarland, WI  53558  
Phone No.:  (608) 838-4194  
Fax No.:  (608) 838-8367  
Web Site:  www.amtelcom.com  
Designs and manufactures call center systems for hospitals, telephone answering services, contact centers and web enabled contact centers. Designs, assembles, and services PC-based computer/telephone boards for OEM telephone equipment developers.  
*Subsidiary Company:*  IXO, XDS, 1Call  
*Year Established:*  1947  
*Employees:*  120
30 Communication Technologies Inc.
President: Dick Gall
Contact: Dick Gall
6213 Middleton Springs Drive
Middleton, WI  53562
Phone No.: (608) 831-4636
Fax No.: (608) 836-1840
E-Mail: cti@ctiinfo.com
Web Site: www.ctiinfo.com
Designs, manufactures, and sells satellite antenna, pan and tilt, and camera control systems and character generators. Hardware and software engineering. Consulting in cable television, microwave, and satellite systems.

Year Established: 1985

31 Ultratec Inc.
CEO: Robert Engelke
Contact: Jacqueline Morgan
Director, Marketing
450 Science Drive, UW Research Park
Madison, WI  53711
Phone No.: (608) 238-5400
Fax No.: (608) 238-3008
E-Mail: service@ultratec.com
Web Site: www.ultratec.com
Worlds largest manufacturer of text telephones (TTYs) and amplified telephones for individuals who are deaf or hard of hearing.

Year Established: 1978

32 Locus, Inc.
Contact: Kevin Zamzow
Director, Sales and Marketing
5540 Research Park Drive
Madison, WI  53711-5377
Phone No.: (608) 270-0500
Fax No.: (608) 270-5257
Designs, manufactures, and sells OverAir Solutions wireless data modems to global industrial and utility automation markets, and Loran-C receivers for transmitter control, precise telecommunications timing, and land, marine, and aviation navigation.

Year Established: 1979
Employees: 33
33 **Alfalight, Inc.**

CEO: Eric Apfelbach
Contact: Mark Zager
CFO

1832 Wright Street
Madison, WI 53704
Phone No.: (608) 240-4800
Fax No.: (608) 240-4801
E-Mail: info@alfalight.com
Web Site: www.alfalight.com

Develops and manufactures diode lasers.

*Corporate Affiliation: Alphalight Canada, Inc., Montreal, Canada*

*Year Established: 1998*

*Employees: 50*

34 **Micro-Optics Technologies Inc.**

President: Jeffrey C. Buchholz
Contact: Jeffrey Buchholz

8608 University Green, No 5
P. O. Box 620377
Middleton, WI 53562
Phone No.: (608) 831-0655
Fax No.: (608) 831-5821
E-Mail: headset@fibersound.com
Web Site: www.fibersound.com

Manufactures fiber-optic acoustic microphones and headset speakers for use in high Electromagnetic Noise (EMI) environments. Performs related research and development.

*Year Established: 1986*

*Employees: 5*

*Annual Sales: $600,000*

35 **Quantum Devices, Inc.**

CEO: Ronald W. Ignatius
Contact: Ronald W. Ignatius

112 Orbison Street
P. O. Box 100
Barneveld, WI 53507
Phone No.: (608) 924-3000
Fax No.: (608) 924-3007
E-Mail: qdisales@quantumdev.com
Web Site: www.quantumdev.com

Manufactures wavelength-specific optoelectronic components and systems.

*Year Established: 1989*

*Employees: 37*
36  **Automation Plus CSF Inc.**  
President: Dennis J. Hilgendorf  
Contact: Geoffrey L. Smith  
Sales Manager  
810 Highway 51 East  
P. O. Box 227  
Stoughton, WI  53589-0227  
Phone No.: (608) 873-7130  
Fax No.: (608) 873-7226  
E-Mail: csfauto@inxpress.net  
Web Site: www.hilgendorf.com or www.csfincorporated.com  
Designs and manufactures automated assembly systems for consumer, electronics, food service, and pharmaceutical industries. Provides engineering and consulting services for complete product development from concept to production.  
*Year Established: 1961*

*Employees: 14*

*Annual Sales: $2,000,000*

*Percentage of International Sales: 2%*

*Accounting: Meicher & Associates*

*Banking/Other Financial: Amcore*

37  **Intelix LLC**  
CEO: Steven Cohan  
Contact: Steven Cohan  
8001 Terrace Avenue  
Middleton, WI  53562  
Phone No.: (608) 831-0880  
Fax No.: (608) 831-1833  
E-Mail: intelix@intelix.com or mail@intelix.com  
Web Site: www.intelix.com  
Manufactures professional media products including: audio, audio/visual, video, and related products. Included are seven series of professional audio mixing and matrixing systems and accessory devices.  
*Year Established: 1985*

*Employees: 25*

*Annual Sales: $2,000,000*

*Percentage of International Sales: 25%*

*Accounting: Virchow Krause*

*Management Consultant: Virchow Krause, Stiernberg Consulting*

*Banking/Other Financial: Johnson Bank*

38  **Precision Devices, Inc.**  
President: Christopher Sokol  
Manufactures crystals, filters, and oscillators.  
*Year Established: 1989*
39 Soft Switching Technologies Corp.

CEO: Deepak Divan
Contact: Dave Trungale
Vice President, Sales

8155 Forsythia Street
Middleton, WI 53562
Phone No.: (608) 662-7200
Fax No.: (608) 836-7300
E-Mail: info@softswitch.com
Web Site: www.softswitch.com

Designs, manufactures, and markets innovative electronic power solutions for the e-conomy.

Year Established: 1995
Employees: 60
Annual Sales: $3,500,000
Accounting: Virchow Krause
Banking/Other Financial: AMCORE Bank

40 La Mont Medical Inc.

CEO: Tony Montgomery
Contact: Tony Montgomery

555 D’Onofrio Drive
Madison, WI 53719
Phone No.: (608) 827-9000
Fax No.: (608) 827-8600
E-Mail: inquiry@lamontmedical.com
Web Site: www.lamontmedical.com

Designs and manufactures neurophysiological - monitoring equipment on an OEM and direct-sales basis. Specializes in neurophysiology preamplifiers, A/D interface boards, and other acquisition device componentry as well as complete neurophysiology systems for EEG and sleep studies. ISO 9001 accredited to MDD.

Subsidiary Location: Sydney, Australia
Branch Office Location: Massillon, OH
Year Established: 1994
Employees: 12
Percentage of International Sales: 15%
Accounting: Virchow Krause
Banking/Other Financial: AMCORE Bank

41 Medical Monitoring Systems

Produces radio transmitted activity and location monitoring
42 **NCI (Network Concepts Inc.)**

CEO: Robert E. Penrod  
Contact: Robert D. Nadler  
Vice President

2135 West Greenview Drive  
Middleton, WI 53562  
Phone No.: (608) 836-9334  
Fax No.: (608) 831-8333  
E-Mail: corpinfo@nci.com  
Web Site: www.nci.com

Designs and develops neurological and cardiology image and data management systems.  
*Year Established: 1990*

43 **Nicolet Biomedical Inc.**

CEO: Gerald Brew  
Contact: David Stephenson  
Senior Vice President

5225 Verona Road, Building 2  
P. O. Box 44451  
Madison, WI 53744-4451  
Phone No.: (608) 273-5000  
Fax No.: (608) 441-2003

Designs and manufactures medical instruments for neurophysiological, vascular, and auditory diagnosis and monitoring.  
*Parent Company: VIASYS Healthcare, Inc.*  
*Parent Location: King of Prussia, PA*  
*Subsidiary Company: Nicolet Vascular, Inc.*  
*Subsidiary Location: Colorado, England, Japan, Germany*  
*Year Established: 1967*  
*Employees: 300*  
*Percentage of International Sales: 50%*

44 **Nicolet Instrument Technologies (NIT)**

CEO: Christopher J. Barron  
Contact: Jon Milbrandt  
Vice President, Sales and Marketing

5225 Verona Road, Building No 4  
P. O. Box 44451  
Madison, WI 53744-4451

Develops, manufactures, sells, and services high-value, flexible data acquisition products for the physical measurement market place. Focus on the precision measurement of electrical and physical signals over varying time periods.  
*Subsidiary Company: England, France, Germany, and the Netherlands*  
*Year Established: 1967*
**45 PIEZOMAX Technologies**

CEO: John Biondi  
Contact: Katerina Moloni  
Vice President, Marketing  
3510 West Beltline Highway  
Middleton, WI 53562  
Phone No.: (608) 662-0088  
Fax No.: (608) 662-0092  
E-Mail: moloni@piezomax.com

Manufactures high-precision nanpositioning equipment and instrumentation, develops and sells probes and positioner for advanced surface and critical dimension (CD) metrology and other applications.

*Year Established: 1997*

*Employees: 9*

*Accounting: Randy Deilh*

*Banking/Other Financial: First Business Bank*

*State or Federal Funding Sources: Small Business Innovation Research (SBIR)*

---

**46 Platypus Technologies, LLC**

CEO: Dr. Christopher Murphy  
Contact: Dr. Barbara A. Israel  
COO  
505 South Rosa Road  
Madison, WI 53719  
Phone No.: (608) 441-2776  
Fax No.: (608) 441-2775  
E-Mail: bisreal@platypustech.com  
Web Site: www.platypus.com

Nanotechnology-based products for the life sciences.

*Year Established: 2000*

*Employees: 6*

*Accounting: Smith & Gesteland, LLP*

*Banking/Other Financial: First Business Bank*

*State or Federal Funding Sources: NSF, NIH*

---

**47 Standard Imaging**

CEO: Ed Neumueller  
7601 Murphy Drive  
Middleton, WI 53562  
Phone No.: (608) 831-0025  
Fax No.: (608) 831-2202  
E-Mail: ed@standardimaging.com  
Web Site: www.standardimaging.com

Develops, manufactures, and distributes radiation calibration instruments, radiation seed-handling equipment, quality-control test tools, and accessories for radiation therapy, radiology, and mammography.

*Year Established: 1989*

*Employees: 20*
<table>
<thead>
<tr>
<th><strong>48</strong> Automation Components, Inc.</th>
<th>Manufactures sensing devices for the building automation industry.</th>
</tr>
</thead>
<tbody>
<tr>
<td>CEO: Troy Schwenn and Mike Drury</td>
<td>Year Established: 1991</td>
</tr>
<tr>
<td>Contact: Mike Drury</td>
<td>Employees: 60</td>
</tr>
<tr>
<td>2305 Evergreen Road</td>
<td>Annual Sales: $7,000,000</td>
</tr>
<tr>
<td>2309 Evergreen Road</td>
<td>Percentage of International Sales: 25%</td>
</tr>
<tr>
<td>Middleton, WI 53562</td>
<td></td>
</tr>
<tr>
<td>Phone No.: (608) 831-2585</td>
<td></td>
</tr>
<tr>
<td>Fax No.: (608) 831-7407</td>
<td></td>
</tr>
<tr>
<td>E-Mail: <a href="mailto:miked@workaci.com">miked@workaci.com</a></td>
<td></td>
</tr>
<tr>
<td>Web Site: <a href="http://www.workaci.com">www.workaci.com</a></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>49</strong> Automation Electronics, Inc.</th>
<th>Manufactures UltraValve—the intelligent water delivery system for showers, baths, and spas. Fully integrated residential and commercial automation systems and services. Local community-based e-commerce Internet services.</th>
</tr>
</thead>
<tbody>
<tr>
<td>President: Robert R. Anderson</td>
<td>Year Established: 1997</td>
</tr>
<tr>
<td>Contact: Jack Herbert</td>
<td>Employees: 5</td>
</tr>
<tr>
<td>Director, Marketing and Sales</td>
<td>Annual Sales: $500,000</td>
</tr>
<tr>
<td>6101 Pepsi Way</td>
<td></td>
</tr>
<tr>
<td>Windsor, WI 53598</td>
<td></td>
</tr>
<tr>
<td>Phone No.: (608) 846-8285</td>
<td></td>
</tr>
<tr>
<td>Fax No.: (608) 846-8287</td>
<td></td>
</tr>
<tr>
<td>E-Mail: <a href="mailto:aei@inxpress.net">aei@inxpress.net</a></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>50</strong> Johnson Controls Inc. - Madison Branch</th>
<th>Installs and services building HVAC systems, facility management, security/fire alarm, and temperature control systems. Energy systems services contracting for institutional, industrial, and commercial buildings.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contact: Charles K. McGinnis</td>
<td>Parent Company: Johnson Controls Inc.</td>
</tr>
<tr>
<td>Branch Manager</td>
<td>Parent Location: Milwaukee, WI</td>
</tr>
<tr>
<td>2400 Kilgust Road</td>
<td>Year Established: 1954</td>
</tr>
<tr>
<td>Madison, WI 53713</td>
<td>Employees: 58</td>
</tr>
<tr>
<td>Phone No.: (608) 222-9100</td>
<td></td>
</tr>
<tr>
<td>Fax No.: (608) 222-9490</td>
<td></td>
</tr>
</tbody>
</table>
51 Bou-Matic
CEO: Robert Kmoch
Contact: Paul Thompson
1919 South Stoughton Road
P. O. Box 8050
Madison, WI 53708
Phone No.: (608) 222-3484
Fax No.: (608) 222-9314
E-Mail: pault@boumatic.com
Web Site: www.boumatic.com

Engineers and designs radio frequency identification systems; computer-based data collection and control systems; dedicated special-purpose computers and stainless steel fabrication for heat transfer systems, pressure vessels, and refrigeration processes.

Parent Company: DEC International Inc.
Parent Location: Madison, WI
Subsidiary Company: Dairy Xpress
Subsidiary Location: Janesville, WI
Branch Office Location: Australia, France
Year Established: 1939
Employees: 400

52 Intellectual Property, LLC
Manager: William N. Reining
Contact: William N. Reining
8030 Stagecoach Road
Cross Plains, WI 53528
Phone No.: (608) 798-1987
E-Mail: reining@ipllc.com
Web Site: www.ipllc.cc

Holds and develops patented intellectual property for license or sale.

Year Established: 1999
Accounting: Smith & Gesteland
Banking/Other Financial: State Bank of Cross Plains

53 Isthmus Engineering & Mfg. Cooperative
President: Ronald Sam
Contact: Mike Faas
General Manager

Designs, engineers, and manufactures custom automation equipment ranging from machining centers to automated assembly machines and material handling systems. Also provides integrated upgrades to existing automation systems.

Year Established: 1980
54 **R&D Engineering & Machining**  

President: Rodney Byers

261 South Street  
Sun Prairie, WI 53590  
Phone No.: (608) 825-6121  
Fax No.: (608) 837-9586  
E-Mail: byers@rdeng.com  
Web Site: rdeng.com

Specializes in CNC machining, custom robotics, and automated assembly equipment.

*Year Established: 1993*  
*Employees: 4*  

*Banking/Other Financial: Bank of Sun Prairie*

---

55 **Hi-Techniques Inc.**

CEO: Garry Williams  
Contact: Amelia Williams

2515 Frazier Avenue  
Madison, WI 53713  
Phone No.: (608) 221-7500  
Fax No.: (608) 221-7509  
E-Mail: das@hi-techniques.com  
Web Site: www.hi-techniques.com

Manufactures and markets digital oscilloscopes and data acquisition systems for research and industry.

*Year Established: 1985*  
*Employees: 19*  
*Annual Sales: $2,000,000*

---

56 **Imago Scientific Instruments Corporation**

CEO: Thomas F. Kelly  
Contact: Mary M. Pitas  
Office Manager

6300 Enterprise Lane, Suite 100  
Madison, WI 53719-1193  
Phone No.: (608) 274-6880  
Fax No.: (608) 442-0622

Manufactures scientific instruments, principally the Local Electrode Atom Probe.

*Year Established: 1998*  
*Employees: 20*

*Accounting: Dennis F. Breunig, Smith and Gesteland*  
*Banking/Other Financial: James E. Hartleib and David Lorentz, AMCore Bank*
### Instrument Manufacturing for Measuring and Testing of Electricity and Electrical Signals

**NAICS# 334515**

<table>
<thead>
<tr>
<th></th>
<th><strong>Stress Photonics Inc.</strong></th>
<th><strong>Bruker AXS, Inc.</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>57</td>
<td>President: Jon Lesniak</td>
<td>CEO: Martin Haase</td>
</tr>
<tr>
<td></td>
<td>Contact: John Lesniak</td>
<td>Contact: Peter Steinmetz</td>
</tr>
<tr>
<td></td>
<td>3002 Progress Road</td>
<td>5465 East Cheryl Parkway</td>
</tr>
<tr>
<td></td>
<td>Madison, WI 53716</td>
<td>Madison, WI 53711</td>
</tr>
<tr>
<td></td>
<td>Phone No.: (608) 224-1230</td>
<td>Phone No.: (608) 276-3000</td>
</tr>
<tr>
<td></td>
<td>Fax No.: (608) 244-1233</td>
<td>Fax No.: (608) 276-3006</td>
</tr>
<tr>
<td></td>
<td>E-Mail: <a href="mailto:info@stresphotonics.com">info@stresphotonics.com</a></td>
<td>E-Mail: <a href="mailto:info@bruker-axs.com">info@bruker-axs.com</a></td>
</tr>
<tr>
<td></td>
<td>E-Mail: <a href="mailto:info@stresphotonics.com">info@stresphotonics.com</a></td>
<td>Web Site: <a href="http://www.bruker-axs.com">www.bruker-axs.com</a></td>
</tr>
</tbody>
</table>


*Year Established: 1988
Employees: 15*

Specializes in the design, development, and manufacturing of x-ray instrumentation for life sciences, materials research and industry.

*Year Established: 1997
Employees: 100
Accounting: PricewaterhouseCoopers LLP
<table>
<thead>
<tr>
<th>Company</th>
<th>Address</th>
<th>Contact</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>59 Gilson, Inc.</strong></td>
<td>CEO: Dr. Robert Gilson</td>
<td>Contact: Daniel Maffet Sr. Vice President/Corporate Chief Operations Officer</td>
<td>Manufactures analytical instrumentation (liquid chromatography, automatic sample preparation) for drug discovery and genomics and proteomics and pharmaceutical companies. Subsidiary Company: Gilson, S.A./Cyberlab Inc./Gilson International B.V. Subsidiary Location: France, CT, Netherlands Year Established: 1967 Employees: 165 Annual Sales: $42,000,000 Percentage of International Sales: 20+ % Accounting: Grant Thornton Banking/Other Financial: M&amp;I Bank</td>
</tr>
<tr>
<td></td>
<td>3000 West Beltline Highway P. O. Box 620027 Middleton, WI 53562-0027 Phone No.: (608) 836-1551 Fax No.: (608) 831-4451 E-Mail: <a href="mailto:dmaffet@gilson.com">dmaffet@gilson.com</a> Web Site: <a href="http://www.gilson.com">www.gilson.com</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>60 National Electrostatics Corp.</strong></td>
<td>Contact: Gregory A. Norton</td>
<td></td>
<td>Designs and manufactures multimillion-volt ion beam systems and elemental surface analysis systems, research high-energy ion implanters, multimillion-volt x-ray systems, and components for ultra-high vacuum and particle-beam handling. Year Established: 1965 Employees: 86 Annual Sales: $8,000,000</td>
</tr>
<tr>
<td></td>
<td>7540 Graber Road P. O. Box 620310 Middleton, WI 53562-0310 Phone No.: (608) 831-9591 Fax No.: (608) 256-4103 E-Mail: <a href="mailto:nec@pelletron.com">nec@pelletron.com</a> Web Site: <a href="http://www.pelletron.com">www.pelletron.com</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>61 Prairie Technologies, LLC</strong></td>
<td>CEO: Mike Szulczewski</td>
<td>Contact: Mike Szulczewski</td>
<td>Manufactures scientific instruments for biological research. Year Established: 1996 Employees: 6</td>
</tr>
</tbody>
</table>
62  **Thermo NORAN**

President: Jon J. McCarthy, Ph.D.

Contact: John Benson
Vice President, Sales and Marketing

2551 West Beltline Highway
Middleton, WI  53562
Phone No.: (608) 831-6511
Fax No.: (608) 836-7224
E-Mail: info@thermonoran.com
Web Site: www.thermonoran.com

Offers solutions for materials analysis and characterization. Our products include: Digital x-ray microanalysis systems, WDS spectrometers, EBSD pattern analysis systems, and EDXRF systems in both small-spot and conventional configurations.

*Parent Company: Thermo Electron Corp.*

*Parent Location: Waltham, MA*

*Year Established: 1964*

*Employees: 106*

63  **Update Instrument Inc.**

President: Wayne Mueller

Contact: Donald L. Accola
Business Manager

6701 Seybold Road
Madison, WI  53719-1362
Phone No.: (608) 274-6960
Fax No.: (608) 274-6035
E-Mail: updateinst@aol.com
Web Site: www.updateinstrument.com

Manufactures scientific instruments (i.e., rapid mixing apparatus) and remanufactures vacuum tube spectrophotometers converting them to solid-state electronics.

*Year Established: 1973*

*Employees: 5*

*Accounting: Smith & Gesteland LLP*

*Banking/Other Financial: First Business Bank of Madison*

64  **GE Medical Systems Lunar**

President & GM: Terri Bresenham

Contact: Gitte Andreasen/826-7276

726 Heartland Trail
Madison, WI  53717

Designs, manufacturers, and services medical diagnostic instruments (e.g., x-ray-based bone densitometer, ultrasound, and MRI).

*Subsidiary Company: GE Medical Systems*

*Year Established: 1980*
65 Berntsen International Inc.
CEO: Rhonda L. Rushing
Contact: Jim Riege
3801 Hanson Road
P. O. Box 8670
Madison, WI 53708-8670
Phone No.: (608) 249-8549
Fax No.: (800) 249-9794
Web Site: www.bernsten.com
Specializes in orbital forging, upset forging, cold forging, stamping, and precision machining. Products include survey monuments, markers, and related accessories; underground utility marking systems; and global positioning systems.
Year Established: 1972
Employees: 14

66 Gammex/RMI
CEO: Charles Lescrenier
Contact: Inna Pyzhova
2500 West Beltline Highway
P. O. Box 620327
Middleton, WI 53562-0327
Phone No.: (608) 828-7000
Fax No.: (608) 828-7500
E-Mail: sales@gammex.com
Web Site: www.gammex.com
Tests instruments for diagnostic imaging, oncology machines, alignment systems, and ultrasound equipment.
Subsidiary Company: Gammex-RMI Ltd.; Gammex-RMI GmbH
Subsidiary Location: United Kingdom and Germany
Year Established: 1970
Employees: 63

67 Measurement Systems Technology Inc.
President: Myron S. Tanner
Contact: Myron S. Tanner
6917 Sam Road
P. O. Box 167
Lodi, WI 53555
Phone No.: (608) 592-5682
Fax No.: (608) 592-7183
E-Mail: myront@mstinc.com
Web Site: www.mstinc.com
Specializes as a consultant and manufacturer’s representative in the environmental and industrial data acquisition. Services include system configuration and deployment, presentation and training, and data retrieval and data reduction.
Year Established: 1990
Employees: 1
Accounting: Lynda S. Tanner, CPA
Management Consultant: Lynda S. Tanner, CPA
Electronic Theatre Controls Inc.

CEO: Fred Foster
Contact: Margy Acker
Vice President Finance & Administration
3030 Laura Lane
P. O. Box 620979
Middleton, WI 53562
Phone No.: (608) 831-4116
Fax No.: (608) 836-1736
E-Mail: macker@etcconnect.com
Web Site: www.etcconnect.com

Designs and manufactures lighting control systems for theaters, TV, theme parks, themed retail, and architectural settings.

Subsidiary Company: Electric Theatre Controls Asia Ltd, Electric Theater Controls Europe Ltd.

Subsidiary Location: Hong Kong, London
Year Established: 1977
Employees: 500
Annual Sales: $110,000,000
Percentage of International Sales: 15%

Full Compass Systems Ltd.

CEO: Jonathan Lipp
Contact: Susan Lipp
8001 Terrace Avenue
Middleton, WI 53562
Phone No.: (608) 831-7330
Fax No.: (608) 831-6330
E-Mail: webmaster@fullcompass.com
Web Site: www.fullcompass.com

Sells, designs, services, and integrates professional audio, video, lighting, and computer multimedia systems.

Subsidiary Company: INTELIX Corp., Full-Discount Wholesalers

Subsidiary Location: Madison, WI
Year Established: 1977
Employees: 145
Annual Sales: $45,000,000

Accuweb, Inc.
CEO: Raymond A. Buisker

Manufactures electronic Web guides for user’s original equipment. Manufactures in paper, film, and foil Web industries.
71 **Meridian Laboratory**

President: C. H. Krause  
Contact: Lawrence Van Epps

2415 Evergreen Road  
P. O. Box 620156  
Middleton, WI 53562-0156  
Phone No.: (608) 836-7571  
Fax No.: (608) 831-0300  
Web Site: www.meridianlab.com

Produces rotary electrical contacts (mercury slip rings) and high-friction, precision-molded materials.  
*Year Established: 1965*

---

72 **Rayovac Corporation**

CEO: David A. Jones  
Contact: Janet Masters

601 Rayovac Drive  
P. O. Box 44960  
Madison, WI 53744-4960  
Phone No.: (608) 275-3340  
Fax No.: (608) 275-4967  
E-Mail: mastersj@rayovac.com  
Web Site: www.rayovac.com

Manufactures alkaline and zinc carbon round cell batteries for consumer and industrial markets; watch and hearing aid batteries in zinc air, mercury, silver oxide, and lithium chemical systems; rechargeable batteries and chargers.  
*Parent Company: Thomas H. Lee Company, Boston, MA*  
*Year Established: 1906*  
*Employees: 750*  
*Annual Sales: $675,500,000*

---

**Laboratory Apparatus and Furniture Manufacturing**  
**NAICS# 339111**

73 **Flownamics Analytical Instruments Inc.**

President: Michael J. Biksacky  
Contact: David Prine  
Manager, Sales and Marketing

9 Marsh Court  
Madison, WI 53718

Manufactures, sells, and supports instruments that consist of in-situ cell free sampling probes, on-line biochemistry analyzers, multi-vessel sampling systems and cell enumeration systems. The products are focused on monitoring and controlling fermentors.  
*Year Established: 1994*
74 Research Products Corporation

CEO: Mike Fitzpatrick
Contact: Ron Reinhardt
Advertising and Sales Promotion Manager

1015 East Washington Avenue
P. O. Box 1467
Madison, WI 53701-1467
Phone No.: (608) 257-8801
Fax No.: (608) 257-4357
Web Site: www.aprilaire.com

Manufactures air treatment products including Aprilaire humidifiers, EZ Kleen air filters, Coolpad coolerpads, Paint Arrestors, AprilaireZone Control Systems and Aprilaire Thermostats, Aprilaire Air Cleaners, APrilaire Fresh Air Exchanger.

Year Established: 1938
Employees: 300

75 SciLog, Inc.

President: Juliette Schick, Ph.D.
Contact: Juliette Schick, Ph.D.

8845 South Greenview Drive, No.4
Middleton, WI 53562-2562
Phone No.: (800) 8240500
Fax No.: (608) 824-0509
E-Mail: schick@scilog.com and scilog@scilog.com
Web Site: www.scilog.com

Designs and manufactures smart pumps for use in the biotech, pharmaceutical, and food R&D labs and process areas. Application oriented designed to be easy to use automation that optimizes and documents liquid handling applications.

Year Established: 1990
Employees: 12
Annual Sales: $2,000,000
Percentage of International Sales: 10%
Accounting: Cliffton & Gunderson
Banking/Other Financial: Associated Bank

76 Datex-Ohmeda

CEO: Richard Atkin

Manufactures and develops anesthesia machines and systems for the medical industry.

Parent Company: Instrumentarium Corp.
77 **Computer & Networking Solutions, Inc.**

CEO: Brian Carlin
Contact: Brian Carlin

751 South Gammon Road
Madison, WI 53719
Phone No.: (608) 274-9910
Fax No.: (608) 274-4272
E-Mail: cnsinc@inxpress.net
Web Site: www.compnetsolutions.net

Provides complete network installation and support for Novell and Windows NT. Provides maintenance on computers, printers, and networks. Specializing in on-site maintenance. Provides new and refurbished computer systems and printers.

*Year Established: 1991*
*Employees: 8*
*Management Consultant: NA*
*Banking/Other Financial: First Federal*

78 **Credence Computer Services Inc.**

President: David A. Lyle

1501 Progress Lane
Stoughton, WI 53589
Phone No.: (608) 873-6639
Fax No.: (608) 873-6861
E-Mail: ccsi@inxpress.net

Services and repairs computer systems and peripherals. Sells new, used, and reconditioned computers, peripherals, add-ons, and upgrades. Sales and service of computers.

*Year Established: 1983*
*Employees: 2*

79 **Laser Pros International Corporation**

CEO: Scott Spencer
Contact: Kam Harper
Advising/Marketing & Web Design

5944 Seminole Court, Suite C
Madison, WI 53711
Phone No.: 888-558-5277
Fax No.: 715-369-5910
E-Mail: kamh@laserpros.com
Web Site: www.laserpros.com

Leading supplier of laser printer parts and services for Hewlett Packard, Canon, Lexmark, IBM and Apple.

*Branch Office Location: One International Lane, Rhinelander, WI 54501*
*Year Established: 1990*
*Employees: 5*
*Annual Sales: $8,000,000*
<table>
<thead>
<tr>
<th>#</th>
<th>Company Name</th>
<th>Contact Information</th>
<th>Description</th>
<th>Year Established</th>
<th>Employees</th>
<th>Annual Sales</th>
<th>Percentage of International Sales</th>
</tr>
</thead>
</table>
| 80 | **American Computer Software LLC** | CEO: Timothy M. Schaefer  
Contact: Heather Gullickson  
Executive Vice President  
2829 Royal Avenue  
Madison, WI 53713  
Phone No.: (608) 221-9449  
Fax No.: (608) 221-9422  
E-Mail: hgullickson@acsoftware.com  
Web Site: www.acsoftware.com | Provides the professional property management software solution for any size or type of property, including multi-family, condominium, commercial, manufactured housing, subsidized/TRACS, and others.  
*Year Established:* 1978  
*Employees:* 26  
*Annual Sales:* $12,000 | | | | |
| 81 | **Avid Technology**               | Director: Bob Long  
Contact: Griff Madigan  
Senior Program Marketing Manager  
6400 Enterprise Lane, Suite 200  
Madison, WI 53719  
Phone No.: (608) 274-8686  
Fax No.: (608) 273-5876  
Web Site: www.inewsroom.com | Specializes in broadcast newsroom automation and nonlinear video editing software and hardware.  
*Parent Location:* Tewksbury, MA  
*Year Established:* 1975  
*Employees:* 45  
*Annual Sales:* $450,000  
*Percentage of International Sales:* 50% | | | | |
| 82 | **Blue Iris Software**            | CEO: Joan M. Dorgan  
Contact: Charles E. Dorgan  
305 Valley View Street  
Verona, WI 53593  
Phone No.: (608) 845-7483  
Fax No.: (608) 827-6886  
E-Mail: dai@dorganai.com | Markets energy air flow IAQ refrigeration and air conditioning software for the PC. Develops custom programs that include building gas distribution models, software for court cases, etc.  
*Year Established:* 1990  
*Employees:* 2  
*Annual Sales:* $12,000 | | | | |
<table>
<thead>
<tr>
<th>#</th>
<th>Company Name</th>
<th>President</th>
<th>Contact</th>
<th>Address</th>
<th>Phone No.</th>
<th>Fax No.</th>
<th>E-Mail</th>
<th>Web Site</th>
<th>Industry Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>83</td>
<td>Centaur Systems Ltd.</td>
<td>Rob Latousek</td>
<td>Rob Latousek</td>
<td>407 North Brearly Street</td>
<td>(608) 255-6979</td>
<td></td>
<td><a href="mailto:latousek@centaursystems.com">latousek@centaursystems.com</a></td>
<td><a href="http://www.centaursystems.com">www.centaursystems.com</a></td>
<td>Develops and publishes educational software specializing in programs for classical languages and the humanities.</td>
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<td></td>
<td>Madison, WI 53703-1603</td>
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<td>Year Established: 1984</td>
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<td>Employees: 2</td>
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<td>Annual Sales: $80,000</td>
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<td>Percentage of International Sales: 25%</td>
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<td>Banking/Other Financial: M&amp;I Bank</td>
</tr>
<tr>
<td>84</td>
<td>Compuware Corporation</td>
<td>Peter Karmanos, Jr.</td>
<td>David Grzybowski</td>
<td>200 River Place</td>
<td>(608) 223-3800</td>
<td>(608) 223-3810</td>
<td><a href="mailto:dave.grzybowski@compuware.com">dave.grzybowski@compuware.com</a></td>
<td><a href="http://www.compuware.com">www.compuware.com</a></td>
<td>Provides software products and professional services that help information technology professionals efficiently develop, implement, and support the applications that run their businesses. Compuware ranks as one of the largest independent software providers.</td>
</tr>
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<td></td>
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<td>Branch Manager/Director</td>
<td>Madison, WI 53716-4027</td>
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<td>Year Established: 1973</td>
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<td>Employees: 130</td>
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<td></td>
<td></td>
<td></td>
<td>Annual Sales: $1,500,000,000/worldwide</td>
</tr>
<tr>
<td>85</td>
<td>Epic Systems Corporation</td>
<td>Judith R Faulkner</td>
<td>Shawn Kiesau</td>
<td>5301 Tokay Boulevard</td>
<td>(608) 271-9000</td>
<td>(608) 271-7237</td>
<td><a href="mailto:info@epicsystems.com">info@epicsystems.com</a></td>
<td><a href="http://www.epicsystems.com">www.epicsystems.com</a></td>
<td>Epic is one of the largest privately held developers of healthcare software. Epic software provides the information backbone for some of the country most progressive healthcare organizations enabling them to improve care and patient service.</td>
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<td>Communications Manager</td>
<td>Madison, WI 53711</td>
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<td>Year Established: 1979</td>
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<td>Employees: 600</td>
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<td>Annual Sales: $75,000,000</td>
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<td></td>
<td>Banking/Other Financial: Bank One</td>
</tr>
</tbody>
</table>
86 **F-Chart Software**

CEO: William A. Beckman  
Contact: William A. Beckman  
4406 Fox Bluff Road  
Middleton, WI  53562  
Phone No.: (608) 836-8531  
Fax No.: (608) 836-8536  
E-Mail: beckman@engr.wisc.edu  
Web Site: www.fchart.com  

Designs engineering software such as Energy Analysis and Engineering Equation Solver (EES).

*Year Established: 1975*  
*Employees: 3*  
*Annual Sales: $150,000*  
*Percentage of International Sales: 50%*

87 **Mindsurf Networks**

CEO: Bruce Davis  
Contact: Bob Tolly  
Vice President, Teaching Applications Development  
455 Science Drive  
Madison, WI  53711  
Phone No.: (608) 233-2707  
Fax No.: (608) 233-2708  
E-Mail: btolly@mindsurfnetworks.com  
Web Site: www.mindsurfnetworks.com  

Developer of “Discourse” a system used in classrooms where each student has a computer or handheld device and the teacher can see responses to questions from every student on his/her computer. The entire class is engaged and participating.

*Parent Company: Mindsurf Networks*  
*Parent Location: McLean, VA*  
*Year Established: 2000*  
*Employees: 80*

88 **Norback Ley and Associates**

Contact: John P. Norback, Ph.D.  
3022 Woodland Trail  
Middleton, WI  53562  
Phone No.: (608) 233-3814  
Fax No.: (608) 233-3895  
E-Mail: nla@norbackley.com  
Web Site: www.norbackley.com  

Provides software and other services to the food industry. Specializes in HACCP plan development and educational tools for food safety and thermal process information systems. Available in English, Spanish, French, and Japanese.

*Year Established: 1993*  
*Employees: 4*  
*Percentage of International Sales: 40%*  
*Accounting: Marshall Mennenga*
89 Prairie Software Engineering
CEO: Jeff Manion
Contact: Jeff Manion
6909 Raywood Road
Madison, WI 53713
Phone No.: (608) 222-5267
Fax No.: (608) 221-9307
E-Mail: info@prairiesoftware.com
Web Site: www.prairiesoftware.com
Specializes in custom software/firmware development. Examples of applications we have developed include instrumentation control, client/server architectures, wireless data/Internet communications, and real time data acquisition.
Year Established: 1996
Accounting: Madison Bookkeeping & Tax Service
Banking/Other Financial: M&I Bank

90 Professional Computer Solutions, Inc. (PCSI)
President: William W. Thousand
Contact: Rae W. Thousand
Vice President, Client Development
8500 Greenway Boulevard, Suite 102
Middleton, WI 53562
Phone No.: (608) 836-0006
Fax No.: (608) 836-0306
E-Mail: info@pcsinet.com
Web Site: www.pcsinet.com
Solves business challenges by providing the consultation, training, implementation, management, and support of business solutions that help midmarket companies become more competitive.
Branch Office Location: Wauwatosa, WI; Rochester, MN; and Wheaton, IL
Year Established: 1987
Employees: 30

91 Raven Software
Studio Head: Brian Raffel
Contact: Michael Crowns
Director, Product Development
Three Point Place, Suite One
Madison, WI 53719
Phone No.: (608) 833-5791
Fax No.: (608) 833-7178
E-Mail: mcrowns@mail.ravensoft.com
Web Site: www.ravensoft.com
Develops computer game software for systems using Intel-based Pentium or better technology. Also develops games for Playstation2.
Parent Company: Activision
Parent Location: Santa Monica, CA
Year Established: 1990
Employees: 65
Annual Sales: $4,000,000
92 **ScheduleSoft Corporation**

CEO: Gregory Flessas
Contact: Gregory Flessas

8001 Excelsior Drive, Suite 220
Madison, WI 53717
Phone No.: (608) 662-7601
Fax No.: (608) 662-7610
E-Mail: sales@schedulesoft.com
Web Site: www.schedulesoft.com

Produces and markets human resource management software and services to the public safety service retail manufacturing and health care sector nationally and in select foreign markets.

*Year Established: 1986*

*Employees: 12*

*Percentage of International Sales: 4%*

93 **Sensible Automation, Ltd.**

President: Rick Abegglen
Contact: Rick Abegglen

2629 Cochise Trail
Madison, WI 53711
Phone No.: (608) 277-5053
Fax No.: (608) 277-5054
E-Mail: rick@sal.com
Web Site: www.sal.com

Provides software and Internet server development services. Specializes in C language development and system administration on various UNIX platforms (Solaris SunOS HP-UX) and Windows NT/2000.

*Year Established: 1991*

*Employees: 1*

94 **SITEL North America**

President: Frank Marvin
Contact: Jon King

1117 Deming Way
Madison, WI 53717
Phone No.: (608) 827-8000
Fax No.: (608) 827-3871
Web Site: www.siteltech.com

Provides technical support and help desk services for corporate help desks, software publishers, hardware manufacturers, ISPs, and organizations developing software to provide products and services to their customers by public and private contracts.

*Parent Company: SITEL Corporation Baltimore MD*

*Year Established: 1983*

*Employees: 900*

95 **Sonic Foundry**

Produces multimedia and sound-related products for Windows. Provides custom programming and consulting
96 StationeryCentral.com, Inc.

CEO: Rex Weston
Contact: Rex Weston

506 North Main Street
Lake Mills, WI 53551
Phone No.: (920) 648-5408
Fax No.: (920) 648-3237
E-Mail: rex@stationerycentral.com
Web Site: stationerycentral.com

Develops a software product available via free Web
download that enables the composition and transmission of
more visually appealing and self-expressive e-mail
messages which also include a subtle, permission-based
advertising component.

Year Established: 2000
Annual Sales: $100,000
Banking/Other Financial: Bank of Lake Mills
Venture Capital: private equity investors

97 Stewart & Associates Engineering Software, Inc.

CEO: Warren E. Stewart
Contact: Warren E. Stewart

734 Huron Hill
Madison, WI 53711
Phone No.: (608) 233-4613
E-Mail: stewart_associates@msn.com
Web Site: www.athenavisual.com

Produces and distributes chemical engineering software.

Branch Office Location: Naperville, IL
Year Established: 1998
Employees: 1
Annual Sales: $50,000
Percentage of International Sales: 40%
Accounting: Suby & Associates
Banking/Other Financial: Forster

98 Uclid Software, LLC

President: David Rasmussen
Contact: Paige Medlin
Marketing Director

8383 Greenway Boulevard, Suite 500
Madison, WI 53744-5137
Phone No.: (608) 664-0570

Develops software that helps people create digital maps.
Our unique patented technology speeds the conversion
process from paper to digital.

Year Established: 1998
Employees: 15
Annual Sales: <$1,000,000
Accounting: Smith & Gesteland
99 **Locken Information**  
President: Sharon Locken  
432 North Few Street  
Madison, WI 53703-1737  
Phone No.: (608) 256-0091  
Fax No.: (608) 255-3956  
E-Mail: slocken@tds.net  
Specializes as a research and information-gathering company. Customizes search services in the areas of business development and new product research, industry trends, competitor profiles, and competitor/industry monitoring of sci-tech literature reviews for regulatory compliance.  
*Year Established: 1989*

100 **Scribe Shop**  
CEO: Donna Lewein  
2194 Conover Circle  
Oregon, WI 53575-1908  
Phone No.: (608) 835-7227  
Fax No.: (608) 835-7224  
E-Mail: scribe@scribeshop.com  
Specializes in proposal writing in response to government RFPs. Other marketing support includes newsletter production, writing, editing, and design services.  
*Year Established: 1993*

101 **AgSource Cooperative Services**  
CEO: Peter Giacomini  
Contact: Steve Rasmussen  
Vice President Info Tech  
135 Enterprise Drive  
PO Box 930230  
Verona, WI 53593-0230  
Phone No.: (608) 845-1900  
Fax No.: (608) 845-1999  
E-Mail: srasmussen@crinet.com  
Web Site: www.agsource.com  
Provides laboratory testing, management information services, and computerized production records and software for the dairy industry.  
*Parent Company: Cooperative Resources International*  
*Parent Location: Shawano, WI*  
*Year Established: 1959*  
*Employees: 200*  
*Annual Sales: $11,000,000*
102 **Diversified Computer Solutions, Inc.**

- President: Mark Simmons
- Contact: Herb Quandt
- Vice President

1001 West Main Street
P. O. Box 105
Sun Prairie, WI  53590
Phone No.: (608) 825-4413
Fax No.: (608) 825-4614

**Provides inventory control solutions for retail point of sale, wholesale distribution, and e-commerce. Provides turnkey solutions for single and multisite stores on Novell NT and UNIX.**

*Year Established: 1994*

*Employees: 7*

*Annual Sales: $450,000*

103 **EDS**

- CEO: Richard Brown
- Contact: Todd Oberg
- Account Manager

5325 Wall Street, Suite 1000
Madison, WI  53718
Phone No.: (608) 245-6337
Fax No.: (608) 245-6344
E-Mail: Todd.Oberg@eds.com
Web Site: www.eds.com/madison

**Provides information systems and data processing services including programming data, processing, data transmission, systems design consulting, and IT services ranging from mainframe platforms to the Internet.**

*Parent Company: EDS Corporation, Plano, TX*

*Year Established: 1962*

104 **EDS Federal Corporation**

- Contact: Mark Gajewski
- Account Manager

6406 Bridge Road
Madison, WI  53713
Phone No.: (608) 221-4747
Fax No.: (608) 221-0885

**Offers data processing services for the medical claims industry.**

*Year Established: 1962*

105 **TDS Computing Services**

- President: Thomas A. Burke
- Contact: John E. Ritchie

**Provides high-quality business-focused information technology and services in support of TDS and business unit objectives to create and sustain highly satisfied customers.**
106 **TDS TELECOM**

CEO: James Barr III  

Contact: DeAnne Boegli  
Director, Communications

301 South Westfield Road  
P. O. Box 5158  
Madison, WI 53705-0158  
Phone No.: (608) 664-4428  
Fax No.: (608) 664-4035  
E-Mail: deanne.boegli@tdstelecom.com  
Web Site: www.tdstelecom.com

Provides telephone communication systems and services.

**Parent Company:** Telephone & Data Systems, Chicago, IL

**Subsidiary Company:** TDS Telecommunications Corp., United States Cellular, TDS Metrocom, TDS Telecom, HBC Telecom, Chorus Networks

**Year Established:** 1969  
**Employees:** 1,135  
**Annual Sales:** $545,000,000

107 **Affiliated Engineers, Inc.**

CEO: John Nelson

Contact: Julie Bauer  
National Communications Director

625 North Segoe Road  
Madison, WI 53705  
Phone No.: (608) 238-2616  
E-Mail: jbauer@aeieng.com

Provides MEP engineering consulting

**Year Established:** 1927  
**Employees:** 210
108 **BIT 7, Inc.**  
CEO: James Frater  
Contact: Jim Frater  
2 Fen Oak Court  
Madison, WI 53718  
Phone No.: (608) 224-0377  
Fax No.: (608) 224-0455  
E-Mail: vision@bit7.net  
Web Site: www.bit7.com  
Provides product design, testing, and production which includes industrial design; mechanical, electronic, software, and compliance engineering; FEA/CFD analysis; PCB design; CAD services; modelmaking; prototypes, research and testing, and assembly.  
Corporate Affiliation: TechniCor Group  
Parent Company: BIT 7 Inc.  
Parent Location: Mundelein, IL  
Subsidiary Company: Bjorksten Research and Testing Laboratory,  
Subsidiary Location: Madison, WI  
Year Established: 1987  
Employees: 17  
Accounting: Suby, Von Haden & Associates  
Banking/Other Financial: M&I Bank

109 **Contour Design & Engineering Inc.**  
President: Troy F. Berg  
Contact: John Lehman  
Vice President  
100 River Place, Suite 250  
Madison, WI 53716  
Phone No.: (608) 224-0700  
Fax No.: (608) 224-0513  
E-Mail: info@contourdesign.net  
Web Site: www.contourdesign.net  
Mechanical engineering, industrial design, prototypes, and light manufacturing.  
Year Established: 1996  
Employees: 7  
Accounting: Bremser, Schommer & McHugh, CPA’s, LLC  
Management Consultant: Bremser, Schommer & McHugh, CPA’s, LLC  
Banking/Other Financial: Monona State Bank

110 **Creative Design Associates**  
Provides industrial design and product development
111 **Design Concepts Inc.**

CEO: Bradley D. Wendt  
Contact: Oliver Julien  
Director  
5301 Buttonwood Drive  
Madison, WI  53718  
Phone No.: (608) 221-2623  
Fax No.: (608) 221-2133  
E-Mail: info@design-concepts.com  
Web Site: www.design-concepts.com  

Provides product design and engineering development. Services include: industrial design, mechanical engineering, electrical/electronic engineering, and visual models/working prototypes. Approximately 1,300 projects in a wide variety of industries.  

*Year Established: 1970*  
*Employees: 42*  
*Annual Sales: $5,000,000*  
*Percentage of International Sales: 5%*  
*Accounting: L R Grobe & Assoc.*  
*Banking/Other Financial: Johnson Bank*

112 **Earth Tech, Inc.**

Contact: Kathleen Walker  
Office Administrator  
1210 Fourier Drive, Suite 100  
Madison, WI  53717  
Phone No.: (608) 836-9800  
Fax No.: (608) 836-9767  
E-Mail: kathleen_walker@earthtech.com  
Web Site: www.earthtech.com  

Engineering consulting firm.  

*Parent Company: Tyco*  
*Year Established: 1995*  
*Employees: 50*

113 **Eriksson Research LLC**

CEO: Larry J. Eriksson, Ph.D., P.E.  
Contact: Larry J. Eriksson, Ph.D., P.E.  
6105 Fairfax Lane  
Madison, WI  53718  
Phone No.: (608) 222-2689  
E-Mail: erikssonresearch@execpc.com  
Web Site: www.execpc.com/~erikres  

Provides consulting services in technology evaluation and management with specialties in acoustics, silencers, active sound and vibration control, adaptive signal processing, and product noise control.  

*Year Established: 1998*  
*Employees: 2*  
*Banking/Other Financial: Firstar Bank*
114 Farnsworth Group, Inc.

President: John R. Farnsworth
Contact: Chad B. Dorgan

7601 Ganser Way
Madison, WI 53719
Phone No.: (608) 827-6880
Fax No.: (608) 827-6886
E-Mail: cbdorgan@f-w.com
Web Site: www.f-w.com

Provides engineering services specializing in HVAC commissioning, industrial refrigeration, thermal energy storage, indoor air quality, productivity and cogeneration systems; performs research and development on new applications for space conditioning systems.

Corporate Affiliation: Dorgan Associates
Parent Location: Bloomington, Il
Year Established: 1984
Employees: 7
Annual Sales: $28,000,000
Banking/Other Financial: First Business Bank

115 Flad & Associates

CEO: Robert G. Graves, AIA
Contact: Laura J. Stillman, Assoc. AIA Principal

644 Science Drive
P. O. Box 44977
Madison, WI 53744-4977
Phone No.: (608) 238-2661
Fax No.: (608) 238-6727
E-Mail: flad@flad.com
Web Site: www.flad.com

Serves key knowledge-based industries, assisting in all areas of A/E planning and design. Specialties include: research and development laboratories and process/production; office facilities, training centers, and data centers, and academic facilities.

Branch Office Location: Florida, Connecticut, California, N. Carolina, and Missouri
Year Established: 1927
Employees: 220
Annual Sales: $45,000,000

116 Foth & Van Dyke and Associates, Inc.

CEO: Tim Weyenberg
Contact: Jami Dappern
Comm. Generalist

Municipal engineering, solid waste management, environmental compliance/permitting, wastewater treatment, packaging and production systems engineering.

Branch Office Location: Green Bay, WI; Minneapolis, MN; Des Moines, IA
117 KiwiChem International Inc.

President: Dr. Michael Cockrem
Contact: Dr. Michael Cockrem
505 South Rosa Road, Suite 27
Madison, WI 53719
Phone No.: (608) 273-4445
Fax No.: (608) 441-2980
E-Mail: info@kiwichem.com
Web Site: www.kiwichem.com

Biochemical and chemical separation process technology development, Engineering consulting, distillation design, extraction, crystallization, ion exchange, analysis, ASPEN modeling, laboratory testing and organ chemical synthesis.

Year Established: 1994
Employees: 3

118 KJWW Engineering Consultants

CEO: Vern Wegner, P.E.
Contact: David Smith, P.E.
Branch Office Manager
802 West Broadway, Suite 312
Madison, WI 53713-1839
Phone No.: (608) 223-9600
Fax No.: (608) 223-9601
E-Mail: smithda@kjww.com
Web Site: www.kjww.com

Provides mechanical, electrical, plumbing, structural engineering design and consulting, telecommunications design and consulting.

Parent Company: KJWW Engineering Consultants
Parent Location: Rock Island, IL
Branch Office Location: Des Moines, IA; Batavia, IL; Rockford, IL
Year Established: 1941
Employees: 28
Annual Sales: $21,000,000

119 Matrix Product Development, LLC

President: Ronald J. Pulvermacher
Contact: Ronald Pulvermacher
2829 Nashua Lane
Cottage Grove, WI 53527
Phone No.: (608) 839-5613
Fax No.: (608) 839-3590
E-Mail: ronp@matrixdesign.net

Specializes in electronic packaging, smart sensors circuit design incorporating embedded controllers, wireless applications, Internet appliances, plastic design, light sheet metal, and environmental packaging of electronic circuits.

Year Established: 1998
Employees: 2
Accounting: Martin Verherst
120 Montgomery Watson Harza

CEO: Robert Uhler
Contact: Daniel W. Hall
Program Director, Vice President
One Science Court, UW Research Park
P. O. Box 5385
Madison, WI 53705
Phone No.: (608) 231-4747
Fax No.: (608) 231-4777
E-Mail: daniel.w.hall@mwhglobal.com
Web Site: www.mw.com or www.mwmadison.com

Provides envirostructure and information technology services for industrial, municipal, and government clients worldwide. Local expertise includes groundwater, hazardous/solid waste, IT, stormwater, remediation assessments and remediation.

Parent Company: Montgomery Watson Harza Americas Inc.
Parent Location: Denver, CO and Pasadena, CA
Branch Office Location: 160 Locations Worldwide
Year Established: 1955
Employees: 55
Annual Sales: $425,000,000
Percentage of International Sales: 50%

121 Paradigm Design Inc.

CEO: Jeffrey Wong
5413 Larkspur Road
Middleton, WI 53562
Phone No.: (608) 831-8860
Fax No.: (608) 831-2341
E-Mail: jeffwong@midplains.net

Provides mechanical and optical engineering consulting specializing in solid modeling computer-aided design. Offers mechanical design services using SolidWorks and Ashlar Vellum software for CAD and CAM seamless integration.

Year Established: 1996
Employees: 1

122 Pro-Active Engineering, Inc.

CEO: Toby Klusmeyer, P.E.
Contact: Toby Klusmeyer, P.E.
1500 West Main Street, Suite 450
Sun Prairie, WI 53590-0062
Phone No.: (608) 837-7838

Designs electronic products. Services include defining design requirements, schematic design, PCB layout, prototyping, firmware and PC software design, design verification, compliance testing and production integration with contract manufacturers.

Year Established: 1996
Employees: 5
123 RMT Inc.

President: Stephen D. Johannsen
Contact: Barbara J. Robins
Corporate Marketing Director
744 Heartland Trail
P. O. Box 8923
Madison, WI  53708-8923
Phone No.: (608) 831-4444
Fax No.: (608) 831-3334
E-Mail: info@rmtinc.com
Web Site: www.rmtinc.com

Specializes in solid and hazardous waste management, environmental management, services proprietary waste treatment technologies, landfill engineering and resource recovery, air and groundwater investigations, regulatory liaison and more.

Parent Company: Alliant Energy Corporation


Branch Office Location: Ann Arbor, Appleton, Austin, Atlanta, Chicago, Corpus Christy

Year Established: 1977
Employees: 565
Annual Sales: $78,000,000

124 SourceOne Automation, LLC

Partner: John Kohl-Riggs
Contact: John Kohl-Riggs
Managing Member
406 Science Drive
Madison, WI  53711
Phone No.: (608) 238-9998
Fax No.: (608) 238-3699
E-Mail: jkr@soallc.com
Web Site: soallc.com

Provides custom automation equipment for manufacturing design/build. Supplier of machined, fabricated, and finished parts to a broad customer base. Also controls engineering consulting services.

Year Established: 1999
Employees: 7
Annual Sales: $1,500,000
Accounting: Verhelst CPA
Banking/Other Financial: First Business Bank
125 **Strand Associates Inc.**

CEO: Theodore J. Richards, P.E.

Contact: Howard L. Isnor  
Assistant Director, Marketing

910 West Wingra Drive  
Madison, WI 53715  
Phone No.: (608) 251-4843  
Fax No.: (608) 251-8655  
E-Mail: marketing@strand.com  
Web Site: www.strand.com

Provides planning, design, testing, and construction services in the areas of environmental, wastewater, water supply, stormwater, hazardous and solid waste, transportation, municipal, civil, electrical, mechanical, and structural engineering.

*Subsidiary Company: PEH Engineers; TAI Environmental Sciences*

*Subsidiary Location: Lexington, KY; Louisville, KY; and Mobile, AL*

*Branch Office Location: Joliet, IL*

*Year Established: 1946*

*Employees: 145*

126 **Strang, Inc.**

President: David Hyzer, P.E., AIA

Contact: Ann E. Leahy  
Marketing Director and Associate

6411 Mineral Point Road  
Madison, WI 53705  
Phone No.: (608) 276-9200  
Fax No.: (608) 276-9204  
E-Mail: information@strang-inc.com  
Web Site: www.strang-inc.com

Provides integrated architectural, engineering and interior design services for the science and technologies industries including biotechnology, microelectronics, contract research and development, telecommunications, pharmaceuticals and computer technology.

*Year Established: 1935*

*Employees: 36*

*Annual Sales: $4,300,000*

*Accounting: Grant Thorton*

*Banking/Other Financial: First Business Bank*
127 **URS Corp.**

CEO: Martin Koffel  
Contact: Lawrence Annen  
Vice President, Wisconsin Operations

5250 East Terrace Drive, Suite J  
Madison, WI 53718  
Phone No.: (608) 244-5656  
Fax No.: (608) 244-1779  
E-Mail: larry_annen@urscorp.com  
Web Site: www.urscorp.com

Provides comprehensive engineering and consulting services that include: civil, environmental, forensic, geotechnical, and transportation-related earth atmospheric sciences; air, solid/hazardous waste, soils/landfills and groundwater studies.

*Parent Company: URS Corporation*

*Subsidiary Company: Dames & Moore, Woodward Clyde, Radigan Intl., and BRW*

*Branch Office Location: Appleton, Milwaukee, WI.*

*Year Established: 1984*

*Employees: 80*

*Annual Sales: $10,000,000*

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128 **Venus Graphics Corp.**

President: Michael Allex  
Contact: Michael Allex

7920 Hamilton Meadows Road  
Verona, WI 53593-9067  
Phone No.: (608) 845-6965  
Fax No.: (608) 845-1745  
E-Mail: mike@venusgraphics.com  
Web Site: www.venusgraphics.com

Rapid prototyping and mechanical design services. Specialized in the support and use of SolidWorks in design and manufacturing. Most rapid prototypes delivered overnight.

*Year Established: 1995*

*Employees: 1*

*Accounting: Sorge CPA*

*Banking/Other Financial: Bank of Verona*
129 ZMD Reining, Inc.  
President: William N Reining  
Contact: Mary Wallace  
8413 Excelsior Drive  
Madison, WI  53717-1910  
Phone No.: (608) 829-1987  
Fax No.: (608) 829-2984  
E-Mail: reining@reining.com  
Web Site: www.reining.com  
Designs integrated circuits, medical devices, process control systems, and automation systems; provides software development services; licensing of product designs; and expert services as litigation support.  
Parent Company: ZMD America, Inc  
Parent Location: Cupertino, CA  
Year Established: 1989  
Employees: 12  
Annual Sales: $1,500,000  
Percentage of International Sales: 10%  
Accounting: Smith & Gesteland  
Banking/Other Financial: Forster

130 Audible Difference LLC  
CEO: Veronica H. Heide, Au.D.  
5727 Pembroke Drive  
Madison, WI  53711-5225  
Phone No.: (608) 273-3036  
Fax No.: (608) 273-0779  
E-Mail: vheide@audible-difference.com  
Web Site: www.audible-difference.com  
Provides advanced hearing technology (signal processing) for the hearing impaired. Renders hearing conversation programs consultations diagnostic counseling and rehabilitation services. Provides high-fidelity customer ear protection and listening devices.  
Year Established: 1991  
Employees: 1  
Accounting: Millard Johnson with Johnson & Block

131 Electrical Testing Lab LLC  
Provides testing of high-voltage safety equipment.  
Year Established: 1978
132 **Engineering Forensics and Testing, Ltd.**

President: John E. Johnson, Ph.D., P.E.

W9240 US Highway 18
Cambridge, WI 53523
Phone No.: (608) 423-4330
Fax No.: (608) 423-3583

Provides expert forensic engineering services in the areas of construction accidents, ladders, structural investigation, and material failure analysis. Testing laboratory services.

*Year Established: 1988*

*Employees: 5*

133 **Intertek Testing Services - Warnock Hersey**

Contact: Jim Husom
Manager

8431 Murphy Drive
Middleton, WI 53562
Phone No.: (608) 836-4400
Fax No.: (608) 831-9279
E-Mail: jhusom@itsqs.com
Web Site: www.worldlab.com

Provides product testing and certification for safety and performance.

*Year Established: 1983*

*Employees: 25*

134 **PFS Corporation**

CEO: Michael Slifka

Contact: Michael Slifka

2402 Daniels Street
Madison, WI 53718
Phone No.: (608) 221-3361
Fax No.: (608) 221-0180
E-Mail: mslifka@pfs-teco.com
Web Site: www.pfscorporation.com

Provides third-party testing; full range of wood products testing, inspection, quality assurance, and certification serving the engineered wood, wood panel, and factory-built construction industries.

*Subsidiary Company: Dallas, TX; Los Angeles, CA; Bloomsburg, PA; and Raleigh, NC*

*Year Established: 1978*

*Employees: 35*

*Annual Sales: $2,000,000*

*Accounting: Smith-Gesteland*

*Banking/Other Financial: Johnson Bank*

135 **Prism Analytical Inc.**

Performs industrial hygiene and analytical testing for
136 **Safety Engineering Associates**

CEO: Kris Kubly

2798 South Fish Hatchery Road
Madison, WI 53711
Phone No.: (608) 271-7884
Fax No.: (608) 271-3720

Provides engineering and consulting services, accident reconstruction investigation, and product failure analysis.

*Year Established: 1947*

*Employees: 20*

137 **Wisconsin Crop Improvement Association**

Contact: Eugene R. Amberson

1575 Linden Drive
554 Moore Hall UW-Madison
Madison, WI 53706-1597
Phone No.: (608) 262-1341
Fax No.: (608) 262-0210
E-Mail: wcia@mhub.agronomy.wisc.edu

Provides seed certification, seed testing, and variety development. Third party documentation of seed quality and grain production.

*Year Established: 1901*

*Employees: 2*

*Annual Sales: $500,000*

138 **Wisconsin Radiological Laboratories Inc.**

Director: Lawrence J. McDonnell

Contact: Lawrence J. McDonnell

1902 Tennyson Lane, Suite 6
Madison, WI 53704
Phone No.: (608) 244-4646
Fax No.: (608) 244-4608
E-Mail: wrl@itis.com

Provides radiological testing and consulting services. U.S. EPA listed analytical lab, provides radon detectors and complete analysis; provides radiological testing of environmental media air water and other samples; Licensed by U.S. NRC.

*Year Established: 1990*

*Employees: 2*

*Accounting: Bookkeeping Plus*

*Banking/Other Financial: M&I Bank*

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**Custom Computer Programming Services**

NAICS# 541511

Develops and distributes software for DNA and protein
140 **AE Business Solutions**  
CEO: Tom Muschitz  
Contact: Brian Tinkler  
Marketing Manager  
2030 Pinehurst Drive  
Middleton, WI 53562  
Phone No.: (608) 664-1100  
Fax No.: (608) 664-1111  
E-Mail: marketing@aebs.com  
Web Site: http://www.aebs.com  

Provides full range of technology solutions through their networking/internetworking, Web application development, managed operations, service, desktop and logistics, data tools/business intelligence, data center and principal consulting units.  

*Branch Office Location: Wauwatosa, Madison, La Crosse*  
*Year Established: 1949*  
*Employees: 160*  
*Annual Sales: $85,000,000*

141 **Bugaboo Software**  
Owner: Craig Heilman  
Contact: Craig Heilman  
5800 Seminole Ridge Circle  
Fitchburg, WI 53711-5200  
Phone No.: (608) 274-2003  
Fax No.: (608) 274-6888  
E-Mail: craigh@bugsoft.com  
Web Site: www.bugsoft.com  

Assists corporations with the design and development of electronic products and software. Primary focus is developing firmware for embedded systems products. Experienced in embedded communications for industrial control including ControlNet and DeviceNet.  

*Year Established: 1988*  
*Employees: 1*  
*Accounting: Beals & Associates*  
*Banking/Other Financial: M&I Madison Bank*

142 **Coppock Software Company**  
President: John Coppock  
Contact: John Coppock  
6845 Raymond Road  
Madison, WI 53719  
Phone No.: (608) 271-2341  
E-Mail: j coppock@ieee.org  

Designs, develops, and maintains custom computer software with emphasis on intuitive easy-to-use user interfaces and easily maintainable code.  

*Year Established: 2000*  
*Employees: 1*  
*Annual Sales: $60,000*  
*Banking/Other Financial: Park Bank*
143 **DNASTAR Inc.**

CEO: Frederick Blattner, Ph.D.

Contact: Vickie Rodgers

1228 South Park Street
Madison, WI 53715
Phone No.: (608) 258-07420
Fax No.: (608) 258-7439
E-Mail: sales@dnastar.com
Web Site: www.dnastar.com

Develops and distributes software products for DNA and protein analysis for molecular biology research including alignment, comparison, restriction, site analysis, sequence project management, and database search.

*Year Established: 1982*

*Employees: 20*

144 **Engineering and Computer Services**

CEO: Frank Fox

Contact: Mark Novak
President

4924 Highwood Circle
Middleton, WI 53562-1404
Phone No.: (608) 836-5106
Fax No.: (608) 836-5106
E-Mail: novak@trace.wisc.edu

Develops application software using M, C, C++, JAVA and assembly programming languages. Other services include: database design custom hardware design Windows device drivers and Macintosh, DOS, or Windows applications.

*Year Established: 1991*

*Employees: 2*

145 **EraGen Biosciences, Inc.**

President: Dr. Gary Alianell

Contact: Dr. James R. Prudent
Chief Scientific Officer

918 Deming Way
Madison, WI 53717
Phone No.: (608) 662-9000
Fax No.: (608) 662-9003
E-Mail: jprudent@eragen.com
Web Site: www.eragen.com

Designs, develops, and markets genomic and drug/diagnostic discovery platform technologies. EraGen’s multidimensional technology suite is changing how the world looks at genetic information.

*Year Established: 1996*

*Employees: 45*

*Percentage of International Sales: 30%*

*Accounting: In House*

*Management Consultant: In House*

*Venture Capital: Novartis Venture Fund and Angel*
146 **Esker, Inc.**

CEO: Dan Speer
Contact: Janet Berger
CFO

465 Science Drive, UW Research Park
Madison, WI 53711
Phone No.: (608) 273-6000
Fax No.: (608) 273-8227
Web Site: www.esker.com

Offers a complete line of legacy-to-Web/wireless, fax automation, and host access software products that connect users to the information they need to do business. Product lines include: Pulse, Faxgate, SmarTerm, and Tun

**Parent Company:** Esker S. A.

**Parent Location:** Lyon, France

**Year Established:** 1985

**Employees:** 80

147 **Evaluation Technologies Inc.**

CEO: Robert Newsom, Ph.D.

2802 Center Avenue
Madison, WI 53704
Phone No.: (608) 244-4522
Fax No.: (608) 244-8207
E-Mail: evaltech@execpc.com

Provides consulting management and software solutions to data and information intensive organizations. Service areas include: planning, analysis, project development, measurement - evaluation, information technology, and communications.

**Year Established:** 1988

**Employees:** 2

148 **Farin & Associates Inc.**

President: Thomas Farin
Contact: S. Kim Rickard
Vice President, Finance & Administration

6506 Schroeder Road
Madison, WI 53711
Phone No.: (608) 273-1004
Fax No.: (608) 273-2374
Web Site: www.farin.com

Develops and distributes planning and analytical software for the finance industry. CyFi Services division is a leading Web site developer/host serving financial institutions.

**Year Established:** 1985

**Employees:** 25

**Annual Sales:** $2,600,000

**Percentage of International Sales:** 5%

**Accounting:** Suby, Von Haden & Assoc.

**Banking/Other Financial:** Amcore Bank

**Venture Capital:** Private investors
149 **Galaxy Technologies, Inc.**

CEO: James D. Wacek

Contact: Kevin McWilliams

Operations Manager

725 Heartland Trail, Suite 301
Madison, WI 53717
Phone No.: (608) 836-9096
Fax No.: (608) 836-9097
E-Mail: galaxy@galaxy-inc.com
Web Site: www.galaxy-inc.com

Specializes in time and attendance, payroll, and human resource software for a wide variety of businesses. Provide implementation services including installation and training.

Branch Office Location: Cleveland, OH and Twin Cities, MN

Year Established: 1989

Employees: 23

Accounting: Grant Thornton

Banking/Other Financial: First Business Bank

150 **Image Processing Software Inc.**

President: Frank L. Scarpace

Contact: Peggy Bostwick

Vice President

6409 Appalachian Way
P. O. Box 5016
Madison, WI 53705
Phone No.: (608) 233-5033
Fax No.: (608) 238-7086
Web Site: www.surfacemapper.com

OrthoMapper for making and updating orthophotos from aerial images.

Year Established: 1981

151 **Information Transform Inc.**

CEO: Hank Epstein

6409 Odana Road
Madison, WI 53719-1125
Phone No.: (608) 270-1102
Fax No.: (608) 270-1107
E-Mail: mitinet@mitinet.com
Web Site: www.mitinet.com

Develops Windows-based expert automation systems (MARC Magician, MITINET/Marc and MARC Transformer) and database cleanup services for school, public, academic, special, and government libraries on PC systems.

Year Established: 1977

Employees: 14

152 **Integrated Planning Systems Inc.**

Develops, markets, and sells business software. Provides management consulting services.
153 **JG Software**

CEO: John W. Gatewood

5934 Mayhill Drive
Madison, WI  53711
Phone No.: (608) 271-7800
E-Mail: gatewood@itis.com

Develops system and application software for use by engineering firms primarily in the biomedical instrumentation field.

*Year Established: 1984*  
*Employees: 1*

154 **Laboratory Consulting Inc.**

President: G. P. Hicks  
Contact: G. P. Hicks

2702 International Lane  
Madison, WI  53704
Phone No.: (608) 241-4151  
Fax No.: (608) 241-0361  
E-Mail: admin@lcinet.com  
Web Site: www.lcinet.com

Develops, sells, and supports computer software for medical facilities.

*Year Established: 1969*  
*Employees: 13*

155 **Lakeside Software**

President: Linda Leighton

1515 Morrison Street  
Madison, WI  53703
Phone No.: (608) 250-0088  
Fax No.: (608) 255-6549  
E-Mail: l2leighton@aol.com

Designs, develops, and maintains microcomputer database software systems to streamline the client’s business operations and enhance the client’s image with its customers.

*Year Established: 1986*

156 **LifeSketch, Inc.**

CEO: Joe Palzkill  
Contact: Joe Palzkill

6510 Schroeder Road  
Madison, WI  53711
Phone No.: (608) 298-4600

Online multimedia software product designed to create personal presentations of stories and memories which can be professionally published and sold in the form of custom CDs, printed albums and other related products.

*Year Established: 1999*  
*Employees: 14*
157 **MACE Inc.**

CEO: Carl Voelz

2313 Center Avenue
Madison, WI 53704
Phone No.: (608) 244-3331

Develops, distributes, and publishes IBM-compatible PC software; image and voice/DTMF telephone processing equipment and software.

*Year Established: 1983*

*Employees: 2*

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158 **Madison Software Inc.**

CEO: Joseph M. Calloway

6666 Odana Road, PMB 118
Madison, WI 53719
Phone No.: (608) 833-5410
Fax No.: (608) 833-2278
E-Mail: madsoft@midplains.net

Provides custom computer programming, retail apparel, and POS.

*Year Established: 1978*

*Employees: 3*

**Accounting:** Jeff Kuchenbecker, Gary Meicher & Assoc.

**Banking/Other Financial:** M&I Bank

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159 **Matrix Development**

CEO: James A. Spellman

Contact: James Spellman

113 Robyn Ridge
Mt. Horeb, WI 53572-1401
Phone No.: (608) 437-4494
Fax No.: (509) 472-4298
E-Mail: matrix@itis.com
Web Site: www.matrixdevelopment.com

Provides management, marketing, information technology consulting, and custom application development for government, industry, and organizations. Microsoft Access, VB, and SQL server technology specialists.

*Year Established: 1976*

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160 **Northern Database Consulting**

President: Jeffrey Rex Manthei

Contact: Jeffrey Rex Manthei
Senior Database Consultant

Provides full life-cycle software development/consulting services primarily for the Oracle RDBMS: including data modeling and design, forms/reports development, systems integration and implementation, system/user documentation and training.

*Year Established: 1996*
Custom Computer Programming Services
NAICS# 541511

161 Omni Resources, Inc.

President: Roger L. Mueller
Contact: Shelley Udell
Branch Manager

131 West Wilson Street, Suite 505
Madison, WI  53703
Phone No.: (608) 284-2040
Fax No.: (608) 284-2050
E-Mail: shelley.udell@omniresources.com
Web Site: www.omniresources.com

Provides highly skilled, professional consultants. They serve in a variety of technical roles on multiple platforms. We offer the immune software OS Network Took Kit and Citrix solutions.

Parent Company: Omni Resources, Inc.
Parent Location: Brookfield, WI
Branch Office Location: Green Bay & Milwaukee, WI; Minneapolis, MN; Chicago, IL
Year Established: 1984
Employees: 60

162 Pinnacle Software

Owner: Roland G. Tschoeke

4634 Toepfer Road
Middleton, WI  53562
Phone No.: (608) 836-9400
Fax No.: (608) 836-9060
E-Mail: pinnacle@chorus.net

Provides application design and software development services for enterprisewide applications specializing in client/server and Internet/Intranet technologies.

Year Established: 1984
Banking/Other Financial: Midwest Asset Management

163 RR Software Inc.

President: Randall Brukardt
Contact: Ian Goldberg
General Manager

2318 Winnebago Street
P. O. Box 1512
Madison, WI  53701-1512
Phone No.: (608) 245-0375
Fax No.: (608) 245-0379
E-Mail: info@rrsoftware.com
Web Site: www.rrsoftware.com

Develops and markets Ada programming language compilers and tools; custom Ada programming work in DOS, Windows, Windows NT, Windows 95, and UNIX. First company to develop Ada for the PC.

Year Established: 1981
Employees: 4
Annual Sales: $600,000
Percentage of International Sales: 30%
Banking/Other Financial: Dane County Credit Union
165 SoftCraft Inc.

CEO: Robert Fenchel

2701 University Avenue, No. 475
Madison, WI 53705
Phone No.: (608) 232-1859
Fax No.: (608) 232-1859
E-Mail: softcraft@charter.net

Provides computer software consulting and development including presentation graphics for Windows and custom graphics modules for developers.

Year Established: 1981

166 Standard Networks Inc.

President: Reid MacGuidwin
Contact: Reid MacGuidwin

344 South Yellowstone Drive
Madison, WI 53705
Phone No.: (608) 227-6100
Fax No.: (608) 227-6109
E-Mail: reid@stdnet.com
Web Site: www.stdnet.com

Develops software for secure, reliable, and cost-effective data exchange between different operating systems and applications. Our products and integration and security services are used by clients worldwide to help solve business problems.

Year Established: 1989
Employees: 7
Percentage of International Sales: 11%
Accounting: Virchow Krause
Banking/Other Financial: First Business Bank

167 Tara Software, Inc.

CEO: Roger Mills
Contact: Lynne Pilsner
Co-Owner

6417 Odana Road
Madison, WI 53719
Phone No.: (608) 274-9945
Fax No.: (608) 274-9241
E-Mail: inquiry@tarasoftware.com
Web Site: www.tarasoftware.com

A co-development and staffing solutions provider. A Microsoft GOLD Partner and Microsoft Solutions Framework trainer specializing in co-software development, .NET services, project management, and software product design

Year Established: 1992
Employees: 22
Annual Sales: $4,000,000
Percentage of International Sales: 3%
Accounting: Verhelst CPA
168 **Universal Software and Support Services Inc.**

CEO: Steven Wear  
Contact: Kristen Wear  
Office Manager

710B Cottage Grove Road  
Madison, WI 53716  
Phone No.: (608) 223-8989  
Fax No.: (608) 223-9191  
E-Mail: swear@ussi.com

Develops custom software for accounting, manufacturing, and other business applications; network software and hardware and evaluation of software and hardware requirements.  
Year Established: 1983  
Employees: 2

169 **Wingra Technologies**

President: Jan Eddy  
Contact: Jan Eddy

450 Science Drive One West  
Madison, WI 53711-1056  
Phone No.: (608) 238-4454  
Fax No.: (608) 238-8986  
Web Site: www.wingra.com

Designs, develops, and markets connectivity and migration software products that unite otherwise incompatible e-mail systems and products. Provides planning and consulting services to organizations that are migrating e-mail users from one system to another.  
Branch Office Location: Alabama, Virginia, Ohio  
Year Established: 1991  
Employees: 35  
Accounting: Grant Thornton  
Banking/Other Financial: Anchor Bank
170 **AC Enterprises of WI, Inc. d/b/a OnIT Consulting**

CEO: Chris Cook  
Contact: Matthew Ebert  
Sales Manager  
2801 West Beltline Highway, Suite 204  
Madison, WI 53713  
Phone No.: (608) 227-5000  
Fax No.: (608) 227-5005  
E-Mail: mebert@onitconsulting.com  
Web Site: www.onitconsulting.com  

Provides network infrastructure, LAN/WAN design, engineering support, multi-platform network integration, IT consultation services, computer training, and IT staffing. Core competencies are Citrix, IP Telephony, Converged Networks, and VPN.  

**Subsidiary Company:** AC Computer Exchange, 4325 West Beltline Highway, Madison, WI  

**Branch Office Location:** Brookfield, WI and Rockford, IL  

**Year Established:** 1995  

**Employees:** 40  

**Annual Sales:** $8,500,000  

**Accounting:** Virchow Krause

171 **Accessible Computing Inc.**

President: William C. Cummings  
104 South Shuman Street  
Verona, WI 53593  
Phone No.: (608) 848-8649  
Fax No.: (608) 835-2200  

Computerizes businesses including hardware, software, installation, training, and support (primarily in the UNIX and Windows environment). Full line business consulting.  

**Year Established:** 1990  

**Employees:** 1

172 **ADAC Laboratories**

6400 Enterprise Lane  
Madison, WI 53719-1029  
Phone No.: (608) 298-2100  
Fax No.: (608) 298-2101  
Web Site: www.adaclabs.com  

Develops software for medical imaging and three-dimensional radiotherapy treatment planning.  

**Parent Company:** ADAC Laboratories, 540 Alder Drive, Milpitas, CA 95035  

**Year Established:** 1996  

**Employees:** 30

173 **AMPRO Data Services, Inc.**

Systems Integrator (VAR) that provides hardware, software, peripherals, supplies, accessories, audio visual, and a
174 Applied Tech Solutions Inc.

President: Kurt Sippel
Contact: Kurt Sippel
100 South Baldwin Street, No. 308
Madison, WI  53703
Phone No.: (608) 257-6051
Fax No.: (608) 268-6007
E-Mail: info@appliedtechsolutions.com
Web Site: www.appliedtechsolutions.com

Specializes in the design, sales, implementation, and training of information technology infrastructure. We will design and implement a complete network solution and then train individuals to use their system. We specialize in small- to medium-sized networks.

Year Established: 1999
Employees: 5
Annual Sales: $350,000
Accounting: Joe Stephany
Banking/Other Financial: Forster Bank

175 Automated Vision LLC

President: Reddiar S. Anbalagan
Contact: Reddiar S. Anbalagan
918 Deming Way
Madison, WI  53717
Phone No.: (608) 836-9393
Fax No.: (608) 836-5151
E-Mail: anbu@automatedvision.com
Web Site: www.automatedvision.com

Provides turnkey Machine Vision Systems for the manufacturing industries to improve product quality and productivity. The system includes computer imaging, processing, and characterization of objects (parts) in the production line.

Year Established: 1997
Employees: 6
Annual Sales: $1,000,000
Accounting: Clifton Gunderson
Banking/Other Financial: Wells Fargo

176 Cleveland Publishing Services Inc.

Owner: Susan J. Cleveland
2109 Manor Green Drive
Madison, WI  53711
Phone No.: (608) 288-9627
Fax No.: (608) 288-9629

Provides electronic prepress services including design layout and scanning on both PC and Mac platforms as well as consulting and training.

Year Established: 1992
Employees: 1
177 **DCH Enable Fuel Cell**
Vice President: Mark Daugherty
Contact: Gail Hernandez
Office Manager
2120 West Greenview Drive, Suite 1
Middleton, WI 53562
Phone No.: (608) 831-6775
Fax No.: (608) 831-6835
E-Mail: g hernandez@enablefuelcell.com
Web Site: www.dcht.com

Manufacturer and systems integrator specializing in hydrogen energy systems. Develops, fabricates, andlogistically supports equipment used for power generation and control and safety. Supplies hardware and systems.

**Parent Company:** DCH Technology

**Parent Location:** Valencia, CA

**Year Established:** 1995

**Employees:** 17

**State or Federal Funding Sources:** WI IRB’s

178 **DLM Imaging**
CEO: Michael Kienitz
Contact: Michael Kienitz
2002 Atwood Avenue, Suite 208
Madison, WI 53704
Phone No.: (608) 231-6184
Fax No.: (608) 242-1333

Specializes in digital imaging. Services include: digital image capture, transmission, and new software and hardware testing; digital systems integrators for publishing; digital enhancement of photographs training and integration.

**Year Established:** 1991

**Employees:** 2

**Annual Sales:** $3,000,000

179 **Genome International Corporation**
CEO: Periannan Senapathy
583 D’Onofrio Drive, Suite 3
Madison, WI 53719
Phone No.: (608) 833-5855
Fax No.: (608) 833-5856
E-Mail: consult@genome.com

Develops software for genetic engineering research and provides computer consulting services.

**Year Established:** 1991

**Employees:** 25

180 **IBM Corporation**

Develops, manufactures, and sells advanced information processing products including computers and microelectronic technology software, networking systems,
181 **InfoStar.com**  
Owner: Peter H. Greene  
Contact: Peter Greene  
7637 Farmington Way  
Madison, WI 53717-1812  
Phone No.: (608) 833-8432  
E-Mail: pgreene@infostar.com  
Web Site: www.infostar.com and www.webhitz.com  

Specializes in Internet marketing and e-commerce strategies, affiliate and permission marketing, and other services including e-books and infoproducts to grow your e-Biz.  

**Parent Location:** Madison  
**Year Established:** 1985

182 **Innovative Business Systems Inc.**  
CEO: John C. Klein  
Contact: John C. Klein  
6501 Watts Road, Suite 110  
Madison, WI 53719  
Phone No.: (608) 271-2010  
Fax No.: (608) 271-6921  
E-Mail: jklein@ibs-madison.com  
Web Site: www.ibs-madison.com  

Is an IBM Premier Business Partner and provides data processing consulting, design and programming, sales and support of IBM midrange servers - e-server iSeries, IBM Printers and IBS application software for IBM e-servers. Network and Web design services.  

**Year Established:** 1978  
**Employees:** 13  
**Accounting:** Smith and Gesteland  
**Banking/Other Financial:** Forster

183 **Lotus Development Corp.**  
Contact: David Sahakian  
Senior Programmer Manager  
3113 West Beltline Highway  
Madison, WI 53713  
Phone No.: (608) 273-5299  
Fax No.: (608) 233-9925  
E-Mail: david_sahakian@lotus.com  
Web Site: www.lotus.com  

Develops knowledge management e-business and learning software. Provides professional consulting support and education services.  

**Parent Company:** IBM Corp.  
**Year Established:** 1982  
**Employees:** 13  
**Percentage of International Sales:** 45%
184 **Power System Engineering Inc.**

CEO: Dennis R. Eicher  
Contact: Peter Daly  
Vice President  
2000 Engel Street  
Madison, WI 53713  
Phone No.: (608) 222-8400  
Fax No.: (608) 222-9378  
E-Mail: dalyp@powersystem.org  
Web Site: www.powersystem.org  

Provides consults to electric power industry: financial planning and retail rate design, SCADA distribution automation, wide-area networks, transmission distribution and substation design, distribution system planning and operations, and power supply planning.  

*Branch Office Location: Minneapolis, MN; Indianapolis, IN; and Des Moines, IA*  

*Year Established: 1974*  

*Employees: 35*  

*Annual Sales: $6,000,000*  

*Percentage of International Sales: 5%*  

*Accounting: Grant Thornton*  

185 **Unisys Corporation**

CEO: Lawrence A. Weinbach  
Contact: Ron Nagel  
4710 East Broadway  
P. O. Box 8640  
Madison, WI 53708  
Phone No.: (608) 221-3311  
Fax No.: (608) 223-2903  
E-Mail: ron.nagel@unisys.com  

Provides mission critical services and IS services globally. Manufacturer of the fastest NT servers currently available.  

*Parent Company: Unisys*  

*Parent Location: Bluebell, PA*  

*Year Established: 1986*  

*Employees: 65*  

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186 **3D-Readers**

President: Mina C. Johnson-Glenberg  
4284 Jordan Drive  

Creates Web-based, interactive educational software. Specializes in training reading comprehension in children in middle and high schools.  

*Year Established: 2000*
Other Computer-Related Services

NAICS# 541519

187 78square Design & Technology Cooperative, Inc.

Co-owner: Johanna Solms
Contact: Johanna Solms
100 South Baldwin Street, Suite 204
Madison, WI 53703
Phone No.: (608) 280-8378
Fax No.: (608) 280-8387
E-Mail: info@78square.com
Web Site: www.78square.com

Web development and Internet applications development. End-to-end services: strategy, creative design, content, programming, and marketing.

Year Established: 2001
Employees: 23
 Accounting: Martin Verhelst
Banking/Other Financial: M&I Bank, First Wisconsin

188 Aesention, Inc.

President: Sandra Bradley
Contact: Sandra Bradley
305 South Paterson Street
Madison, WI 53703
Phone No.: (608) 227-1999
Fax No.: (608) 227-1997
E-Mail: info@aesention.com
Web Site: www.aesention.com

Provides strategic consulting, e-commerce, Web design, and printing services.

Year Established: 1999

189 Alpha Technology Group, LLC

Principal: Kim Peterson
Contact: Kim Peterson
1805 Van Hise Avenue
Madison, WI 53705-4052
Phone No.: (608) 233-3203
E-Mail: alphatechgroup@yahoo.com

IT strategic planning, project management, enterprise document management planning, IT-related research (e.g., focus groups, etc.) enterprise architecture integration, Web site design and evaluation and e-business consulting.

Year Established: 1999
Employees: 3
Annual Sales: <$1,000,000
Banking/Other Financial: Anchor Bank

190 Apex Embedded Systems

Designs and manufactures high-performance
191 Aplus Computech Inc.

CEO: J. Philip Wang
Contact: Philip Wang
5513 Odana Road
Madison, WI 53719
Phone No.: (608) 274-3425
Fax No.: (608) 274-3458
E-Mail: aplus@apluscomp.com
Web Site: www.apluscomp.com

Provides computer equipment, sales, parts, repair, and networking services.

Year Established: 1993
Employees: 4
Annual Sales: $800,000
Banking/Other Financial: First Business Bank

192 Aurora Computer Services, Inc.

President: Daniel E. Field
Contact: Dennis F. Grejczyk Jr.
Vice President, Operations
611 North Sherman Avenue
Madison, WI 53704
Phone No.: (608) 243-8866
Fax No.: (608) 243-8979
E-Mail: aurora@auroracsi.com
Web Site: www.auroracsi.com

Provides computer sales, services, networking systems, and Web page development.

Branch Office Location: 515 University Avenue, Madison
(608) 256-3070
Year Established: 1989
Employees: 30

193 AXcess Computers, Inc.

CEO: Stuart T. Click
Contact: Mandy Koper
Office Manager
2919 Commerce Park Drive
Madison, WI 53719
Phone No.: (608) 288-0505
(608) 274-1589 (ISP)
Fax No.: (608) 274-1589
E-Mail: info@axcomp.com
Web Site: www.axcomp.com

Manages, installs, procures, and protects computer systems. Consulting services for businesses from troubleshooting networking solutions to maintaining the integrity of current systems. Internet provider.

Subsidiary Company: AXcess Communications, Inc.
Year Established: 1992
Employees: 12
194 **Beacon Technologies Inc.**  
CEO: Todd F. Meier  
Contact: Todd F. Meier  
6110 Mineral Point Road  
Madison, WI 53705  
Phone No.: (608) 233-9910  
Fax No.: (608) 233-1748  
E-Mail: tmeier@beaconstechinc.com  
Web Site: www.beaconstechinc.com  

Provides technology consulting and custom software solutions. Services from complete software solutions to on-site consulting; system design, software development, business analysis, project management, and quality assurance; e-commerce, Web, Client/Server and Mainframe systems.  

*Year Established: 1998  
Employees: 40*

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195 **Berbee Information Networks Corporation**  
CEO: Jim Berbee  
Contact: Fran Nahabedian  
Director, Marketing  
5520 Research Park Drive  
Madison, WI 53711  
Phone No.: (608) 288-3000  
Fax No.: (608) 288-3007  
E-Mail: talkwithus@berbee.com  
Web Site: www.berbee.com  

Provides network consulting, network security, e-business application development, Web enablement, network server and database server consulting, enterprise data centers, co-location and hosting services, IP telephony solutions, and ISP.  

*Branch Office Location: Milwaukee, Minneapolis, Appleton, Grand Rapids, Chicago  
Year Established: 1993  
Employees: 175  
Annual Sales: $70,000,000*

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196 **Clarity Technology Group, LLC**  
Partner: Bill Thousand, Jr.  
Contact: Andy Wilke  
Partner  
210 North Bassett Street, Suite 200  
Madison, WI 53703  
Phone No.: (608) 258-4500  
Fax No.: (608) 258-4503  
E-Mail: info@claritytech.com  
Web Site: www.claritytech.com  

Provides computer network design, Web site consulting and design, hosting database system design and development, and general application support.  

*Year Established: 1999  
Employees: 5*
197 **Clotho Advanced Media, Inc.**

CEO: Preston Austin  
Contact: Amy M. Sanborn  
Business Manager  
211 South Paterson Street, Suite 260  
Madison, WI 53703  
Phone No.: (608) 294-7900  
Fax No.: (608) 294-7025  
E-Mail: info@clotho.com  
Web Site: www.clotho.com  

Specializes in Web site development and design, including highly interactive content.  
*Year Established: 1996*

*Employees: 15*

*Annual Sales: $2,000,000*

*Accounting: Virchow Krause*

*Banking/Other Financial: Firstar Bank*

198 **CompuTALK**

Owner: James Bendewald  
Contact: James Bendewald  
245 Alden Drive  
Madison, WI 53705  
Phone No.: (608) 233-5556  
Fax No.: (608) 233-3566  
E-Mail: mail@speak-it.com  
Web Site: www.speak-it.com  

Authorized Dragon Speech Solutions Partner. Provides sales, training, and support for medical, legal, safety and corporate customers specializing in NaturallySpeaking speech recognition software.  
*Year Established: 1992*

*Employees: 1*

199 **Computer Development Services, Inc.**

President: Norris Hudson  
Contact: Norris Hudson  
814 West Lexington Parkway  
DeForest, WI 53532  
Phone No.: (608) 846-3112  
Fax No.: (208) 445-2493  
E-Mail: hudsonnr@aol.com  
Web Site: www.compdev.net  

Specializes in computer consulting, program development, integration LAN/WAN, and Web pages.  
*Year Established: 1996*

*Employees: 1*

200 **Computer Magic, Inc.**

Provides computer and network consulting.
201 **Computers To Help People, Inc.**

Director: John Boyer  
Contact: John Boyer  

825 East Johnson Street  
Madison, WI 53703  
Phone No.: (608) 257-5917  
Fax No.: (608) 257-3480  
E-Mail: director@chpi.org  
Web Site: www.chpi.org  

Provides innovative software for people with disabilities, consulting and installing of assistance technology, and individualized computer training. Provides technical material in braille, large print, and special computer format.

*Year Established: 1981*  
*Employees: 6*  
*Annual Sales: $60,000*  
*Banking/Other Financial: Associated Bank and M&I Bank*

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202 **Computing Technologies Services, Inc.**

CEO: Michael R. Clemens  
Contact: Michael R. Clemens  

7106 Fortune Drive, No. 14  
Middleton, WI 53562  
Phone No.: (608) 831-3141  
Fax No.: (608) 824-9075  
E-Mail: ctsmail@ctsorg.com  
Web Site: ctsorg.com  

Provides PC systems service for small business accounts; LAN/WAN networking, programming, strategic planning, consulting, Novell service, and support.

*Year Established: 1994*  
*Employees: 1*  
*Annual Sales: $70,000*  
*Accounting: Craig & Ellis, LLC*  
*Banking/Other Financial: CUNA Credit Union*

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203 **Consultis**

CEO: Barbara Dettman Fleming  
Contact: Connie Pasierb  
Branch Manager  

2810 Crossroads Drive, Suite 1400  
Madison, WI 53718  
Phone No.: (608) 241-4390  
Fax No.: (608) 241-7527  
E-Mail: madison@consultis.com  
Web Site: www.consultis.com  

Provides information technology support, resource placement, project staffing, and implementation services. Also provides IT consultants and full-time employees to the nation’s most innovative organizations. ISO9002 Certified  

*Parent Company: Consultis, Inc.*  
*Parent Location: Boca Raton, FL*  
*Branch Office Location: Milwaukee, Florida, Texas, Ohio, Georgia*  
*Year Established: 1984*
204 Custom Computer Systems/ICC
CEO: Cynthia Heberling
6406 Odana Road
Madison, WI 53719
Phone No.: (608) 277-8000
Fax No.: (608) 276-6406
E-Mail: info@iccnow.com
Web Site: www.iccnow.com

Independent, locally-owned provider of technology planning, acquisition, implementation, training, services and support-allowing clients to merge technology from different manufacturers into one comprehensive solution.

Corporate Affiliation: Custom Computer Systems of Wisconsin Inc.

Year Established: 1984
Employees: 30

205 Custom Internetworking, Inc.
CEO: C. L. Heberling
Contact: C. L. Heberling
6406 Odana Road
Madison, WI 53719
Phone No.: (608) 277-8000
Fax No.: (608) 276-6406
E-Mail: clheberling@cinet.net
Web Site: www.cinet.net

Provides business-focused Internet service. Also provides internetworking solutions including but not limited to: dial-up Internet access, dedicated lines, web hosting, e-mail solutions, network design and implementation, and security consulting.

Year Established: 1998
Employees: 6

206 Customized Support Services, Inc.
President: Mark Peterson
Contact: Patrick McGettigan
Controller
1111 Deming Way
Madison, WI 53717
Phone No.: (608) 827-1105
Fax No.: (608) 827-1130
E-Mail: mpeterson@customss.com
Web Site: www.csspower.com

Turnkey provider of uninterruptible power supplies and power quality equipment. Also monitoring and infrastructure consulting and installation.

Year Established: 1990
Employees: 28

Annual Sales: $10,000,000
Percentage of International Sales: 15%
Accounting: Bremser, Shommer, McHugh
Banking/Other Financial: FMCC
207 **Data Base Solutions Inc.**

CEOs: Walter Steger  
Contact: Walter Steger  
6525 Grand Teton Plaza, Suite C  
Madison, WI, 53719  
Phone No.: (608) 833-8515  
Fax No.: (608) 833-1430  
E-Mail: wsteger@dbsweb.com  
Web Site: www.dbsweb.com  

Provides consulting, custom programming, systems analysis and project management for relational database management systems (Oracle, DB2, SQL Server, Sybase). Other services include: networking, client/server and computer-aided software engineering.

*Year Established:* 1986  
*Employees:* 10

208 **Datakeep, Inc.**

President: Karl W. Wellensiek  
Contact: Karl W. Wellensiek  
2538 Daniels Street  
P.O. Box 148  
Madison, WI, 53718-6771  
Phone No.: (608) 221-3212  
Fax No.: (608) 221-4110  
E-Mail: kwellensiek@datakeepinc.com  
Web Site: www.datakeepinc.com  

Provides climate-controlled vault. Storage and delivery of various computer media, rotational and archival plans, disaster planning. Meets ANSI environmental standards. Also provides storage and delivery services for paper documents.

*Year Established:* 1987  
*Employees:* 10

209 **DecisionOne**

CEO: George DeSola  
Contact: Shirley Everson  
Account Executive  
2701 International Lane, Suite 101  
Madison, WI, 53704  
Phone No.: (608) 241-1616  
Fax No.: (608) 241-1327  

Largest independent provider of multivendor computer maintenance and technology support services. With a single point of contact, we offer planning, consulting, deployment and support, call center, network, and logistic services.

*Corporate Affiliation:* DecisionOne, Frazer, PA  
*Year Established:* 1960

210 **Doyleweb Services, LLC**

Develops customized marketing/communications solutions for technology driven businesses. Services include web
211 Enterprise Solutions Technology Group Inc.

Contact: B. J. Pfeiffer

403 West Washington Avenue
Madison, WI 53703
Phone No.: (608) 287-0222
Fax No.: (608) 287-0232
E-Mail: info@estgi.com
Web Site: www.estgi.com

Provides information systems consulting for individual or entire project team solutions. Diverse staff expertise and specialization in client/server and Web-based application development and infrastructure.

Year Established: 1996
Accounting: Virchow Krause
Banking/Other Financial: Forster

212 EXACTA Corporation

President: Ken Wanasek

Contact: Ken Wanasek

5325 Wall Street, Suite 2900
Madison, WI 53718
Phone No.: (608) 241-5100
Fax No.: (608) 241-5133
E-Mail: ken.wanasek@exactacorp.com
Web Site: www.exactacorp.com

Provides consulting services to a wide variety of environments and platforms including: mainframe computers client/server Internet/Intranet PC AS/400 and UNIX. Expertise in application development, system analysis, design implementation, and support.

Parent Company: EXACTA Corp.
Parent Location: Brookfield, WI
Branch Office Location: Milwaukee and Appleton
Year Established: 1976
Employees: 30
Annual Sales: $15,000,000
Accounting: Don Roble, CPA
Banking/Other Financial: M&I Bank

213 ForeThought Development, LLC

President: David Wysocki

Contact: David Wysocki

583 D’Onofrio Drive

Provides engineering and consulting services including analog and digital hardware design, software development, biotechnical interfaces, and medical electronics research.

Year Established: 1999
Employees: 5
214 **ForumNet, Inc.**

CEO: Victor Barger  
Contact: Victor Barger  

P. O. Box 5648  
Madison, WI 53705-0648  
Phone No.: (608) 231-9030  
Fax No.: (608) 231-9031  
E-Mail: info@forum.net  
Web Site: www.forum.net

Provides complete Internet marketing and connectivity solutions to businesses nationwide. Key services include World Wide Web hosting, site design, consulting, and training, as well as secure Internet access and network consulting.

*Year Established: 1994*  
*Employees: 3*

215 **GeoAnalytics, Inc.**

CEO: William S. Holland  
Contact: William S. Holland  

1716 Fordem Avenue  
Madison, WI 53704  
Phone No.: (608) 241-7100  
Fax No.: (608) 241-7116  
E-Mail: office@geoanalytics.com  
Web Site: www.geoanalytics.com

An information technology company providing consulting services and applications and software development related to land development activities and geographic information systems.

*Branch Office Location: Chicago, IL; West Palm Beach, FL*  
*Year Established: 1992*  
*Employees: 30*

216 **Global Dialog Internet/Smartech Inc.**

Owner: Scott Trautman  
Contact: Scott Trautman  

2810 Crossroads, Suite LL2  
Madison, WI 53718  
Phone No.: (608) 240-4638  
Fax No.: (608) 240-4637  
E-Mail: scott@gdinet.com  
Web Site: www.gdinet.com

Provides Internet service: dial-up/ISDN  
Individuals/Business dedicated high-speed connections and Web hosting. Local service to Madison, Milwaukee, Oconomowoc, Watertown, Beaver Dam, Fort Atkinson, Lake Mills, and other south central and eastern Wisconsin locations.

*Year Established: 1994*  
*Employees: 4*  
*Annual Sales: $1,200,000*  
*Banking/Other Financial: Park Bank*
217 Goliath Networks

CEO: Mark Bakken  
Contact: David Levihn  
Vice President, Sales and Marketing

1966 South Stoughton Road  
Madison, WI 53716  
Phone No.: (608) 278-7888  
Fax No.: (608) 224-0788  
E-Mail: david.levihn@goliath.com  
Web Site: www.goliath.com

Provides corporate computer solutions, products, and consulting services. Helps companies gain a competitive advantage with strategic networking and Internet technologies. Areas of expertise include network design, implementation and support and e-commerce infrastructure.

Year Established: 1993  
Employees: 110  
Annual Sales: $20,000,000

218 Greenbrier & Russel

President: Eric Warner  
Contact: Lew Snyder  
Regional Vice President

8383 Greenway Boulevard  
Middleton, WI 53562  
Phone No.: (608) 827-6760  
Fax No.: (608) 827-6767  
E-Mail: info@gr.com  
Web Site: www.gr.com

Focuses on using technology to meet business goals and objectives. Skilled project managers and proven processes successfully define, plan, engineer and deploy e-business solutions, systems integration and training.

Branch Office Location: Chicago, Atlanta, Milwaukee, Appleton, Denver, Dallas

Year Established: 1984  
Employees: 63  
Annual Sales: $9,500,000

219 Heindel Group Inc.

CEO: Lee E. Heindel, Ph.D.  
Contact: Mary Belle Heindel

8434 Castle Pines Drive  
Madison, WI 53717-2631  
Phone No.: (608) 826-0565  
Fax No.: (608) 826-0566  
E-Mail: heindel@itis.com  
Web Site: www.userpages.itis.com/heindel

Provides information systems, project management, consulting, personal communications, and team building training.

Year Established: 1996  
Employees: 2
220 **HJ Steudel & Associates Inc.**

- **President:** Harold J. Steudel
- **Contact:** Sherry Soehnlein  
  Vice President, Operations
- **Address:** 6417 Normandy Lane, Suite 205  
  Madison, WI 53719
- **Phone No.:** (608) 271-3121  
  **Fax No.:** (608) 271-4755
- **E-Mail:** info@hjsteudel.com  
  **Web Site:** www.hjsteudel.com

Consults/trains for ISO/QS-9000 & ISO 14000 system implementation, including documentation development, internal auditing, and quality/engineering processes. Also TQM implementation, SPC team training and lead auditor training.

*Branch Office Location: Wausau, WI*

*Year Established: 1974*

*Employees: 3*

*Accounting: Baker & Launder, SC*

*Banking/Other Financial: First Business Bank*

221 **Hypercosm Inc.**

- **CEO:** Abe Megahed
- **Contact:** Sara Mueller
- **Address:** 3230 Deming Way, Suite 100  
  Madison, WI 53562-1476
- **Phone No.:** (608) 821-0500  
  **Fax No.:** (608) 821-0505
- **Web Site:** www.hypercosm.com

Provides interactive e-learning solutions to large corporations and the training system providers that service them. Offers custom development consulting training and support services leveraging our proprietary technology.

*Year Established: 1999*

*Employees: 18*

*Annual Sales: $600,000*

222 **IDEX Inc.**

- **CEO:** Eugene Karpinski
- **Address:** 6133 North American Lane  
  DeForest, WI 53532
- **Phone No.:** (608) 241-4339  
  **Fax No.:** (608) 241-4360

Provides engineering design services specializing in electronics. Services include product design and leading-edge circuit board design.

*Year Established: 1985*

*Employees: 6*

*Accounting: Grobe & Associates*

*Banking/Other Financial: Middleton Community Bank*
Imagiware, Inc.

President: Brian Casey
Contact: Thomas Tongue
6441 Enterprise Lane, Suite 115
Madison, WI 53719
Phone No.: (608) 271-2711
Fax No.: (608) 271-8919
E-Mail: imagiware@imagiware.com
Web Site: www.imagiware.com

Provides Internet hosting and consulting services, Doctor HTML online service and software package.

Year Established: 1995
Employees: 3

IMS (Interactive Media Solutions)

CEO: Mark Clear
Contact: Mark Clear
6510 Grand Teton Plaza
Madison, WI 53719-1029
Phone No.: (608) 662-9990
Fax No.: (608) 662-9996
E-Mail: info@ims.net
Web Site: http://www.ims.net/

Provides Internet consulting and application development, Web site design and development.

Year Established: 1995
Employees: 10
Annual Sales: $1,000,000
Percentage of International Sales: 10%
Accounting: Suby, VonHaden

Inacom Information Systems

CEO: Laurie Benson
Contact: Laurie Benson
3001 West Beltline Highway
Madison, WI 53713
Phone No.: (608) 661-7700
Fax No.: (608) 661-7701
E-Mail: laurie.benson@inacom-msn.com
Web Site: www.inacom-msn.com

Systems integrator providing planning, design, implementation and project management. Expertise in e-business, security, storage, voice, internetworking, and certified technical education. Cisco, Citrix, Microsoft, Novell, EMC authorized.

Corporate Affiliation: Independent
Year Established: 1984
Employees: 135
Annual Sales: $50,000,000
Accounting: Williams Young
226 Industry Connection, Inc.

President: Zanne Marie Gray
Contact: Zanne Marie Gray
136 Owen Road
Monona, WI 53716
Phone No.: (608) 833-1994
Fax No.: (608) 833-1220
E-Mail: zanne@industryconnection.com
Web Site: www.industryconnection.com

Designers of award-winning World Wide Web sites for local and national companies and organizations.
Specializing in interactivity databases, shopping carts, e-commerce, and income generating sites since 1993.

Parent Company: The Industry Connection, Inc.
Year Established: 1993
Employees: 8

227 Interactive Business Systems, Inc.

President: Dan Williams
Contact: Gregory C. Schopp
802 West Broadway, Suite 214
Madison, WI 53713
Phone No.: (608) 233-1000
Fax No.: (608) 222-8265
E-Mail: madison@ibs.com
Web Site: www.ibs.com

IBS is a leading provider of IT services, offering specialized solutions and resources to meet the evolving needs of business. Our clients include Fortune 1000 companies, government agencies, and other organizations requiring the strategic application of IT systems.

Year Established: 1981
Employees: 60

228 Internet Concepts LLC

President: Stephan Spencer
Contact: Jody Hartwig
CEO
6400 Gisholt Drive, Suite 100
Madison, WI 53713
Phone No.: (608) 285-6600
Fax No.: (608) 285-6601
E-Mail: jhartwig@netconcepts.com
Web Site: netconcepts.com

Applies data warehousing and search engine experience to create innovative Internet/Extranet/Intranet sites with real-time response, Web access to corporate knowledge bases, one-to-one marketing, e-commerce, e-mail marketing, and personalized Web site design.

Subsidiary Company: Netconcepts
Subsidiary Location: Auckland, New Zealand
Year Established: 1995
Employees: 3

Accounting: Smith & Gestleland
229 **Internet Express, Inc.**

CEO: Fran Diederich  
Contact: Fran Diederich

802 West Broadway, Suite 101  
Madison, WI 53713-1866  
Phone No.: (608) 223-5555  
Fax No.: (608) 223-1818  
E-Mail: fran@inxpress.net  
Web Site: www.inxpress.net

Provides Internet access, server hosting, Web page development, graphics design programming, database solutions, secure server solutions, and network solutions.

*Year Established: 1994*

*Employees: 5*

*Annual Sales: $500,000*

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230 **Isthmus Group, Inc.**

President: David Hannon  
Contact: Mike Spude  
CFO

222 State Street, Suite 300  
Madison, WI 53703  
Phone No.: (608) 661-1234  
Fax No.: (608) 661-1235  
E-Mail: contact@isthmusgroup.com  
Web Site: www.isthmusgroup.com

IT consulting for Web development and deployment. Providing project management, quality assurance, performance and tuning, development services to help clients attain their corporate Internet goals. Large or small, project-based or staff implementation.

*Branch Office Location: Pittsburgh, San Francisco*

*Year Established: 2000*

*Employees: 20*

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231 **Keane Inc.**

CEO: Brian Keane  
Contact: Robert A. Mozgawa  
Senior Account Executive

2418 Crossroads Drive, Suite 600C  
Madison, WI 53718  
Phone No.: (608) 244-4880  
Fax No.: (608) 833-8871  
E-Mail: robert_a_mozgawa@keane.com  
Web Site: www.keane.com

Application development outsourcing; consulting services and supplemental IT staffing.

*Year Established: 1965*

*Employees: 10*

*Annual Sales: $3,000,000*
232 Kurt Salmon Associates

Partner: Meredith A. Spear, National Director of Health Services Division
Contact: Thomas A. Decant Principal
2870 University Avenue, Suite 108 Madison, WI 53705
Phone No.: (608) 238-2999
Fax No.: (608) 238-2482
E-Mail: mespear@kurtsalmon.com and tadechant@kurtsalmon.com
Web Site: www.kurtsalmon.com

Specializes in providing management advisory services in strategy, facilities, and information technology to hospitals and physician practices.

Parent Location: Atlanta, GA
Subsidiary Location: KA is a worldwide corporation
Branch Office Location: San Francisco, CA; New York, NY; and Minneapolis, MN
Employees: 8

233 LANA Computers

CEO: Norm Aren’t
Contact: Lucie Aren’t
6630 Clovernook Road Middleton, WI 53562
Phone No.: (608) 831-5899
Fax No.: (608) 273-6391
E-Mail: njarendt@mail.execpc.com


Year Established: 1992
Employees: 2
Accounting: Tom Adler, CPA
Banking/Other Financial: AnchorBank

234 Madison Computer Works Inc.

Contact: Brian Lisse
353 Island Drive Madison, WI 53705
Phone No.: (608) 231-8000
Fax No.: (608) 231-8019
E-Mail: mew@madtown.net
Web Site: www.madisoncomputerworks.com

Sells, services, upgrades, and supports computers, networks, printers. Setup and installation of networks, DSL/cable modems, computer-integrated phone systems. Troubleshooting hardware, software, operating system, network conflicts a specialty.

Year Established: 1982
Employees: 16
235 Madison Productions, Inc.

CEO: Jon Aleckson
Contact: Patty Haeger
Business Manager
2987 Yarmouth Greenway
Madison, WI 53711
Phone No.: (608) 277-8900
Fax No.: (608) 277-8908
E-Mail: jaleckson@mpitime.com
Web Site: www.mpitime.com

Specializes in new media development professionals for touch-screen kiosks; video, DVD, and eDVD services; Web applications and e-learning.

Year Established: 1977
Employees: 17
Accounting: Virchow Krause
Management Consultant: Opportunity, Inc.
Banking/Other Financial: First Business Bank

236 Marcia Brenner Associates

Contact: Marcia Brenner
8017 Excelsior Drive, Suite 120
Madison, WI 53717
Phone No.: (608) 836-4000
Fax No.: (608) 836-3893

Provides system analysis and design, custom programming, conversion assistance, and consulting; IBM and NCS business partner.

Year Established: 1984
Employees: 12
Annual Sales: $1,400,000
Accounting: Bailey & Stolzman
Banking/Other Financial: First Business Bank

237 MicroAge

CEO: Paul Frank
Contact: Tony Meade
Vice President
122 Junction Road
Madison, WI 53717
Phone No.: (608) 829-3585
Fax No.: (608) 833-5805
Web Site: www.mamadison.com

Sells, services and supports computers, communications, and networking. Systems for the home and office.

Year Established: 1984
Employees: 30
**Microsys**

CEO: Theresa Uicker  
Contact: Chris Zenchenko  
Manager  
421 Wynnwood Way  
Madison, WI 53705  
Phone No.: (608) 233-7381

Provides personal computer sales, service, consulting and training. Specializing in systems and applications for the visually impaired. Also CD-ROM mastering, music preservation and archive.

*Year Established:* 1987  
*Annual Sales:* $75,000  
*Banking/Other Financial:* AnchorBank

---

**Mode Computer Services, Inc.**

CEO: Ben Shih  
1930 South Stoughton Road  
Madison, WI 53716  
Phone No.: (608) 226-9900  
Fax No.: (608) 226-9904  
E-Mail: modecs@modecs.com  
Web Site: www.modecs.com

Provides computer hardware, software, network, and consulting.

*Year Established:* 1997  
*Employees:* 5

---

**Modern Business Technology, Inc.**

Contact: Kyle Rentmeester  
2902 Agriculture Drive  
Madison, WI 53718  
Phone No.: (608) 222-3344  
Fax No.: (608) 222-5261  
E-Mail: krent@mbtmadison.com  
Web Site: www.mbtmadison.com

Provides total business solutions to our customers. Our goal is to partner with our customer to provide hardware, software, and technical services that produce results.

*Year Established:* 1977  
*Employees:* 50  
*Annual Sales:* $30,000,000  
*Accounting:* Grant Thornton  
*Management Consultant:* Grant Thornton  
*Banking/Other Financial:* M&I, Bank One

---

**Netphoria, Inc.**

Provides Internet/Intranet consulting, commercial Web site design, multimedia computer-based training (CBT),
242 Network Engineering Technologies

CEO: Greg Williams
Contact: Bruce Crass
8705 Montclair Drive
Middleton, WI 53562
Phone No.: (608) 827-6700
Fax No.: (608) 827-8677
E-Mail: crass@nettechnology.com
Web Site: www.nettechnology.com

Specializes in computer networking, engineering design, consultation, installation, support services, and computer hardware and software sales. Wiring installation (voice video and data) services. Local and national coverage.

Branch Office Location: Wausau, WI
Year Established: 1993
Employees: 36
Annual Sales: $8,000,000

243 New Horizons Computer Learning Inc. of Madison and Green Bay

Contact: Pam Gray
1255 Deming Way
Madison, WI 53717
Phone No.: (608) 664-1000
Fax No.: (608) 664-1010
E-Mail: pam.gray@newhorizons.Net
Web Site: www.newhorizons.com

Provides quality microcomputer training on- or off-site for PC, Macintosh, Novell, and Microsoft. Also a Novell-authorized education center, Corel-certified training partner, and certified intranet Webmaster center. On-line anytime and LIVE.

Corporate Affiliation: New Horizons Worldwide
Branch Office Location: Green Bay, Appleton, Milwaukee, Wausau, and more.
Year Established: 1982
Employees: 42
Banking/Other Financial: Capitol
State or Federal Funding Sources: MDC

244 Optimum Design Inc.

President: Randy McHugh
Contact: Randy McHugh
101 Nichols Road
Monona, WI 53716
Phone No.: (608) 243-9418

Provides professional printed circuit design and engineering services for surface-mount technology and high-density multilayer designs. Resells EDA CAD software.

Year Established: 1988
Employees: 3
Annual Sales: $500,000
<table>
<thead>
<tr>
<th>245</th>
<th><strong>Paragon Development Systems, Inc. (PDS)</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>CEO:</td>
<td>Craig Schiefelbein</td>
</tr>
<tr>
<td>Contact:</td>
<td>John Miller</td>
</tr>
<tr>
<td>2005 West Beltline Highway, Suite 100</td>
<td></td>
</tr>
<tr>
<td>Madison, WI  53713</td>
<td></td>
</tr>
<tr>
<td>Phone No.: (608) 277-5977</td>
<td></td>
</tr>
<tr>
<td>Fax No.: (608) 277-1757</td>
<td></td>
</tr>
<tr>
<td>E-Mail:  <a href="mailto:jmiller@pdspc.com">jmiller@pdspc.com</a></td>
<td></td>
</tr>
<tr>
<td>Web Site:  <a href="http://www.pdspc.com">www.pdspc.com</a></td>
<td></td>
</tr>
</tbody>
</table>

Specializes in Total Cost of Ownership (TCO) consulting and Lifecycle Management. ISO 9002-certified computer manufacturer and Enterprise Services provider. Serves health care nationwide and corporate/government regionally.  

- **Parent Location:** Oconomowoc, WI  
- **Year Established:** 1986  
- **Employees:** 140  
- **Annual Sales:** $63,000,000

<table>
<thead>
<tr>
<th>246</th>
<th><strong>PARTS NOW! LLC</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>CEO:</td>
<td>Dan Olszewski</td>
</tr>
</tbody>
</table>
| Contact: | Jason Jensen  
Direct, Marketing and Strategy |
| 3517 West Beltline Highway |
| Madison, WI  53713 |
| Phone No.: (608) 276-8688 |
| Fax No.: (608) 276-9593 |
| E-Mail:  jjensen@partsnowllc.com |
| Web Site:  www.partsnowllc.com |

World’s largest laser printer parts distributor, sells new and refurbished printers, parts and repair services. The company is the largest printer parts distributor for HP, Lexmark, and Canon Computer Systems, Inc.  

- **Parent Location:** Delray Beach, FL  
- **Year Established:** 1989  
- **Employees:** 200  
- **Annual Sales:** $65,000,000  
- **Percentage of International Sales:** 10%  
- **Accounting:** Virchow Krause & Co LLP  
- **Management Consultant:** Virchow Krause & Co LLP  
- **Banking/Other Financial:** M&I Bank  
- **Venture Capital:** Bank of America Capital Investors/Svoboda Collins LLP

<table>
<thead>
<tr>
<th>247</th>
<th><strong>PC-COM</strong></th>
</tr>
</thead>
</table>

Sells, leases, and services IBM-compatible computers and printers.
248 Phoenix Consulting Inc.

CEO: Herb Leiting
Contact: John Petterle
Vice President
3769 East Washington Avenue
Madison, WI 53704-3646
Phone No.: (608) 249-6200
Fax No.: (608) 249-6205
E-Mail: john@pcons.com
Web Site: www.pcons.com

Provides professional consulting, technology planning, and custom programming for the PC, mid-range, and mainframe environments. Value-added reseller of custom-built and name-brand computer equipment including service support and training.

Year Established: 1982
Employees: 24

249 PowerNet Consulting Group

President: James Zantow
Contact: James Zantoe
801 Atlas Avenue
Madison, WI 53714
Phone No.: (608) 222-2979
Fax No.: (608) 222-2978
E-Mail: jzantow@pncg.com
Web Site: www.pncg.com

Integrates local-area and wide-area networks, designs and maintains security access control, and closed circuit TV, voice and data cabling.

Year Established: 1998
Employees: 12
Annual Sales: $1,500,000
Accounting: Rick Wrensch CPA
Banking/Other Financial: Monona State Bank

250 SBS Technologies Inc., Communications Group, Madison

General Manager: Rob Scidmore
Contact: Rob Scidmore
401 Charmony Drive
Madison, WI 53719
Phone No.: (608) 232-7877
E-Mail: rscidmore@sbs.com
Web Site: www.sbs.com

Provides telecommunications products to the embedded market.

Parent Company: SBS Technologies Inc.
Parent Location: Carlsbad California
Year Established: 1995
Employees: 22
Annual Sales: $200,000,000
251 **SoftMill Productions**

President: Christopher Hujanen

Contact: Christopher Hujanen

4129 Redtail Pass
Middleton, WI 53562
Phone No.: (608) 828-4228
Fax No.: (608) 828-4229
E-Mail: chujanen@softmill.com

Provides its clients with solutions to complex computer and software issues using the most effective technology available in today’s market. These solutions have included Web application development, database integration, and software automation.

*Year Established: 1995*

*Employees: 3*

252 **Software Resource Publications Inc.**

CEO: Lisa Ruffolo

Contact: Dan Seiter

2125 Chamberlain Avenue
Madison, WI 53705
Phone No.: (608) 236-0538
Fax No.: (608) 236-0540
E-Mail: tsr@msn.fullfeed.com

Designs, writes, and produces computer user documentation for scientific, manufacturing, financial, and health care developers with national and international markets.

*Year Established: 1985*

*Employees: 3*

*Annual Sales: $200,000*

*Accounting: Skala*

*Banking/Other Financial: M&I Bank*

253 **Solutions Inc.**

CEO: Scott H. Dell

1255 Deming Way, Suite 200
Madison, WI 53717
Phone No.: (608) 664-1020

Provides microcomputer assistance, accounting, and office automation systems.

*Year Established: 1986*

*Employees: 2*

254 **Spangler Computers**

CEO: Dan Spangler

Contact: Tim Bentheimer

Provides network implementation maintenance administration security backup and Y2K. Is also a full-service Internet service provider. Home-Net - Future-ready homes and businesses.

*Year Established: 1994*
255 **Spectrum Research, LLC**

CEO: Dr. Prashanth Darba  
Contact: Ann Krohn  
505 South Rosa Road, UW Research Park, Madison, WI 53719  
Phone No.: (608) 233-4882  
Fax No.: (608) 233-1870  
E-Mail: sales@specres.com  
Web Site: www.specres.com  

Develops and markets computer software products and services to the pharmaceutical, biotech, and chemical industries. Spectrum’s software fills a niche market for automating drug discovery through innovative computer-aided drug design methods.  

*Subsidiary Company:* Spectrum Research Laboratories, LLC  
*Subsidiary Location:* 505 South Rosa Road, Suite 29, Madison, WI 53719  
*Year Established:* 1994  
*Employees:* 7  
*Accounting:* Johnson Block and Company, Inc.  
*Management Consultant:* Mr. Carl Kircher

256 **Spherion Technology**

CEO: Ray Marcy  
Contact: Julie Nickel, Account Executive  
UW Research Park  
440 Science Drive, Suite 102  
Madison, WI 53711  
Phone No.: (608) 233-8201  
Fax No.: (608) 233-8416  
E-Mail: julienickel@spherion.com  
Web Site: www.spherion.com  

Provides networking, telecommunication, help desk, data center, and training solutions. Supplemental staffing, permanent placement, projects, and outsourcing also available.

257 **Stratagem, Inc.**

CEO: Gary Krieger  
Contact: Stu Moebus, Office Executive  

Comprehensive information technology consulting firm. Provides full-scale project management, client/server services, e-commerce/Web/Internet development services, e-learning development, and conversion services and administration and business and technical writing services.
258 SupraNet Communications, Inc.

CEO: Bryan Chan
Contact: Bryan Chan
8000 Excelsior Drive
Madison, WI 53717
Phone No.: (608) 836-0282
Fax No.: (608) 836-0283
E-Mail: connect@supranet.net
Web Site: www.supranet.net

Provides a complete array of Internet service to the greater Madison and Dane County area. Primary focus is business-to-business. Includes Internet access, Web page development, consulting, networking, security, and Internet software development.

Year Established: 1994

259 Systems Seminar Consultants Inc.

President: Steven J. First
Contact: Elizabeth First
Office Manager
2997 Yarmouth Greenway Drive
Madison, WI 53711
Phone No.: (608) 278-9964
Fax No.: (608) 278-0065
E-Mail: train@sys-seminar.com
Web Site: www.sys-seminar.com

Provides SAS software training, consulting and help desk services. Experts in the development of data systems, decision support systems, and production reporting systems. We analyze business needs and deliver effective solutions.

Year Established: 1982
Employees: 7

260 SyTech Integration, Inc.

CEO: Mark Schultze
Contact: Mark Schultze
6314 Odana Road
Madison, WI 53719
Phone No.: (608) 274-5454
Fax No.: (608) 274-4320
E-Mail: marks@sytechintegration.com
Web Site: www.sytechintegration.com

Provides computer network consulting, design, and support; systems integration; custom programming; commercial hardware and software sales; and document imaging and management.

Year Established: 1989
Employees: 5
Annual Sales: $1,000,000

261 TechSkills

We offer certification training for Microsoft, Cisco, Oracle, etc., and customized training schedules.
262  **University of Wisconsin Learning Innovations**

CEO:  David J. Ward  

Contact:  Doug Bradley  
Director, External/Public Relations

505 South Rosa Road, Suite 200  
Madison, WI 53719-1257  
Phone No.: (608) 265-0548  
Fax No.: (608) 265-9396  
E-Mail: bradley@learn.uwsa.edu  
Web Site: http://learn.wisconsin.edu

Provides instructional design and development, marketing, and learner support services to the 26 UW campuses in support of their online degree and certificate programs. Also provides external clients with creative, e-learning solutions.

*Parent Company:*  University of Wisconsin System  

*Parent Location:*  1220 Linden Drive; Madison, WI 53706-1559  

*Year Established:*  1997  

*Employees:*  62

263  **Vanguard Computers, Inc.**

CEO:  Steven C. Wangard  

Contact:  Steve Wangard

2222 Evergreen Road, Suite 1  
Middleton, WI 53562  
Phone No.: (608) 227-7270  
Fax No.: (608) 227-7277  
E-Mail: steve.w@vanguardinc.com  
Web Site: www.vanguardinc.com

Provides computer sales and value-added reseller of computer equipment and peripherals including IBM Hewlett Packard and Compaq (Microsoft Network and Novell Gold authorized). Manufacturer of custom-built computers.  

*Corporate Affiliation:*  Vanguard Computers Milwaukee WI  

*Year Established:*  1982  

*Employees:*  7  

*Annual Sales:*  $20,000,000

264  **Vivid Media, Inc.**

President:  Barry Sherbeck  

Contact:  Barry Sherbeck

49 Kessel Court, Suite 103  
Madison, WI 53711  
Phone No.: (608) 270-9770  
Fax No.: (608) 270-9774  
E-Mail: barry@vividmedia.com

Provides full-service Web, CD-ROM, and multimedia design and development. Develops database driven e-commerce Web sites, and also specialize in streaming media.  

*Year Established:*  1991  

*Employees:*  9
265 **Web Data Works, LLC**

CEO: Hani Elabed  
Contact: Hani Elabed  

P. O. Box 730335  
Madison, WI  53593  
Phone No.: (608) 848-6958  
E-Mail: hani@elabed.net  
Web Site: www.webdateworks.com

Specializes in building software for deployment on the Internet/Intranet that access backend databases. Have experience in building middleware software solutions in JAVA. Also specialize in distributed messaging systems using JAVA and XML technology.

*Year Established: 1997*  
*Employees: 1*

266 **Web-Net**

Owner: Karen A. Carlson  
Contact: Karen A. Carlson  

2156 Colladay Point Drive  
Stoughton, WI  53589  
Phone No.: (608) 873-0557  
Fax No.: (608) 873-0604  
E-Mail: karen@web-net-wi.com  
Web Site: www.web-net-wi.com

Specializes in Web site design, hosting, shopping carts, e-commerce, and consulting. Also provides search engine marketing, Internet consulting, and marketing services. Broadcast faxing, also Fax-On-Demand, broadcast e-mail, and data lists.

*Year Established: 1996*

267 **Wegner Consulting, Inc.**

Contact: Dave Vogelson  

2110 Luann Lane  
Madison, WI  53713  
Phone No.: (608) 256-8006  
Fax No.: (608) 274-3361  
Web Site: www.wegnercpas.com

Provides complete IT, human resource and payroll services. Provides services that meet the individual needs of our clients.

*Corporate Affiliation: Wegner CPAs LLP*  
*Year Established: 1995*  
*Employees: 11*

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Research and Development in the Physical, Engineering and Life Sciences  
NAICS  #54171
269 **AGSTAT**

CEO: Jon Baldock, Ph.D.
Contact: Jon Baldock, Ph.D.

6394 Grandview Road
Verona, WI 53593
Phone No.: (608) 845-7993
Fax No.: (608) 848-7999
E-Mail: agstat@aol.com

Performs agricultural contract research and provides statistical consulting.

*Year Established: 1980*

*Employees: 3*

---

270 **American Superconductor**

General Manager: Chuck Stankiewicz
Contact: Tim Poor
Business Development Manager

2114 Eagle Drive
Middleton, WI 53562-2550
Phone No.: (608) 831-5773
Fax No.: (608) 831-5793
E-Mail: tpoor@amsuper.com

Develops and sells superconducting magnetic energy storage devices. These devices are used to provide improved power quality for industrial customers and to provide transmission and distribution voltage stability support for utility customers.

*Parent Company: American Superconductor Corporation*

*Parent Location: Westborough, MA*

*Year Established: 1988*

*Employees: 100*

---

271 **Astronautics Corporation of America**

CEO: Dr. Ronald Zelazo
Contact: Michael Sumera

5802 Cottage Grove Road
Madison, WI 53718
Phone No.: (608) 221-9001
Fax No.: (608) 221-9104
E-Mail: m.sumera@astronautics.com
Web Site: http://www.astronautics.com/

Researches and develops magnetic refrigeration systems. Design, development, and manufacture of displays and computers for aircraft navigation, and aircraft cockpit instrumentation.

*Parent Company: Astronautics Corporation of America*

*Parent Location: Milwaukee, WI*

*Year Established: 1959*

*Employees: 20*
273 **Bjorksten Research Labs**

President: Michael J. Maloney

Contact: Michael Maloney

2 Fen Oak Court
Madison, WI 53718
Phone No.: (608) 271-6900
Fax No.: (608) 224-0455
E-Mail: bjorksten@bit7.net
Web Site: www.members.aol.com/bjorkstn/bjorkstn.htm

Provides research, development, testing, and design services. Conducts research and development studies involving chemistry and engineering. Performs third-party product testing. Designs and develops specialized testing apparatus.

*Corporate Affiliation: TechniCor Group*

*Parent Company: BIT 7, Inc.*

*Parent Location: Madison, WI*

*Year Established: 1944*

*Employees: 37*

*Accounting: Suby, Von Haden & Associates*

*Banking/Other Financial: M&I Bank*

274 **Bone Care International, Inc.**

Acting President: Dr. Richard B. Mazess

Contact: Robert Becjman
Vice President, Finance/CFO

1600 Aspen Commons
Middleton, WI 53562-4719
Phone No.: (608) 662-7800
Fax No.: (608) 662-0032
E-Mail: info@bonecare.com
Web Site: www.bonecare.com

Bone Care is a pharmaceutical company engaged in discovering, developing and commercializing improved vitamin D-hormone therapies to treat secondary hyperparathyroidism, kidney renal and osteoporosis & cancers of the breast, colon and prostate.

*Year Established: 1987*

*Employees: 100*

*Annual Sales: $10,000,000 projected*

*Accounting: Arthur Andersen LLP*

*Banking/Other Financial: Forster Bank/Paine Webber*
275 **Custom Synthesis Services**

President: Richard H. Charles  
Contact: Heidi Charles-Kleven  
Administrative Assistant

1202 Ann Street  
Madison, WI 53713  
Phone No.: (608) 251-3005  
Fax No.: (608) 251-3007  
E-Mail: hkleven@cussyn.com  
Web Site: www.cussyn.com

Provides organic synthesis and characterization services for research recertification of analytical standards, isolation and purification of compounds from finished formulations, and internal standard chemical synthesis, and metabolite synthesis via biotransformation.

*Year Established: 1981*  
*Employees: 8*  
*Annual Sales: $1,200,000*  
*Percentage of International Sales: 40%*  
*Accounting: Bremser, Schommer, McHugh, CPAs*  
*Banking/Other Financial: M&I Bank*

276 **DeKalb Genetics Corporation**

Contact: Richard Stelpflug

200 DelMonte Road  
Arlington, WI 53911-9501  
Phone No.: (608) 635-8981  
Fax No.: (608) 635-8983

Researches, develops, and sells hybrid seed corn, soybeans, alfalfa, sorghum, and sudax.

*Parent Company: Monsanto Company*  
*Parent Location: St. Louis, MO*  
*Year Established: 1979*  
*Employees: 7*

277 **ElasTek Inc.**

President: Anthony DeGregoria  
Contact: Anthony DeGregoria

2 Chippewa Court  
Madison, WI 53711  
Phone No.: (608) 238-6466  
Fax No.: (608) -2380270  
E-Mail: inquire@purifresh.com

Researches and develops in the area of heat exchange and refrigeration. Its first product PuriFresh is an integrated heat-recovery ventilator and HEPA filter.

*Year Established: 1993*  
*Employees: 2*  
*Accounting: Ragsdale Spitz and Reuschlein CPA*  
*Banking/Other Financial: First Business Bank of Madison*
### Energy Center of Wisconsin

CEO/President: Susan E. Stratton  
Contact: Susan E. Stratton  
595 Science Drive  
Madison, WI 53711  
Phone No.: (608) 238-4601  
Fax No.: (608) 238-8733  
E-Mail: ecw@ecw.org  
Web Site: www.ecw.org  

Conducts research and demonstrates efficient use of energy and renewable energy resources and provides training and information to the marketplace. Independent nonprofit organization, funded in part by Wisconsin utilities.  

**Year Established:** 1989  
**Employees:** 35  
**Annual Sales:** $5,500,000  
**Banking/Other Financial:** Johnson Bank, First Business Bank  
**State or Federal Funding Sources:** WI. DOA, US DOE

### Focused Research, Inc.

Vice President: Rob Marsland  
Contact: Rob Marslandt  
8551 Research Way, Suite 170  
Middleton, WI 53562  
Phone No.: (608) 824-6000  
Fax No.: (608) 827-9033  
E-Mail: rmarsland@newfocus.com  
Web Site: www.focusedresearch.com  

Provides advanced product development in the area of photonics laboratory tools and telecommunications. Activities include IC design and fiber optic receiver design and verification.  

**Parent Company:** New Focus Inc.  
**Parent Location:** San Jose, CA  
**Year Established:** 1993  
**Employees:** 28

### Forest Products Society

Contact: Arthur Brauner  
Executive Vice President  
2801 Marshall Court  
Madison, WI 53705-2295  
Phone No.: (608) 231-1361  
Fax No.: (608) 231-2152  
E-Mail: info@forestprod.org  
Web Site: www.forestprod.org  

A nonprofit educational association that provides a link for technical interchange between industry and research in the forest products industry.  

**Year Established:** 1947  
**Employees:** 12  
**Annual Sales:** $1,500,000  
**Percentage of International Sales:** 15%
<table>
<thead>
<tr>
<th>No.</th>
<th>Company Name</th>
<th>Address</th>
<th>Phone</th>
<th>Fax</th>
<th>Contact Name</th>
<th>Industry Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>281</td>
<td>Frontier Science and Technology Research Foundation</td>
<td>505 South Rosa Road, Madison, WI 53719</td>
<td>(608) 2310940</td>
<td>(608) 441-2941</td>
<td>Bernadette Keul, Administrator</td>
<td>A not-for-profit corporation engaged mainly in cancer and aids clinical trials research and provides consulting services in the organization management and analysis of clinical trials research with staff expertise in biostatistics data processing and structure.</td>
</tr>
<tr>
<td>282</td>
<td>GateWave Northern, Inc.</td>
<td>3002 Progress Road, Madison, WI 53716</td>
<td>(608) 224-1250</td>
<td>(608) 224-1233</td>
<td>Ericia Gertsch</td>
<td>Designs and fabricates microwave and superconducting circuits, provides contract research and development, and product development in microwave and superconducting microelectronics, circuit board design and fabrication.</td>
</tr>
<tr>
<td>284</td>
<td>Genetic Visions Inc.</td>
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<td></td>
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<td>Identifies and develops genetic markers for use in cattle</td>
</tr>
</tbody>
</table>
285 **Gentel, Inc.**

President: Ken Johnson

505 South Rosa Road
Madison, WI  53719
Phone No.: (608) 441-2971
Fax No.: (608) 441-2970

Specializes in biotechnology research and product development.

286 **GeriGene Medical Corporation**

CEO: Don Kleinsek

Contact: Jim Broughton
COO

535 Science Drive
Madison, WI  53711
Phone No.: (608) 274-2228
Fax No.: (608) 274-3650
E-Mail: gerigene@gerigene.com

Research and development in age-related disease: genetic and tissue engineering and gene and cell therapy.

*Year Established: 1996*

287 **Harlan-Sprague-Dawley Inc.**

CEO: Hal P. Harlan

Contact: Robert M. Norberg
Vice President

2826 Latham Drive
P. O. Box 44220
Madison, WI  53744-4220
Phone No.: (608) 277-2000
Fax No.: (608) 277-2120

Produces laboratory animals and animal bioproducts for research and manufactures specialized lab animal diets.

*Parent Company: Harlan-Sprague-Dawley*

*Parent Location: Indianapolis, IN*

*Year Established: 1980*

*Employees: 400*

288 **Harvard Bioscience/Mitoscan**

MitoScan Manager: Molli Rasmussen

Contact: Molli Rasmussen

Manufactures and markets toxicity bioassays based on submitochondrial particles for drug discovery, environmental monitoring, and public safety.

*Parent Company: Harvard Bioscience, Inc*
289 Illinois Foundation Seeds, Inc.  
Contact: Jeffrey T. Freppon  
6959 River Road  
DeForest, WI 53532  
Phone No.: (608) 846-3066  
Fax No.: (608) 846-3072  
E-Mail: wifsi@yahoo.com  
Web Site: www.ifsi.com

Corn-breeding research and development.

290 Kendrick Laboratories Inc.  
CEO: Nancy Kendrick, Ph.D.  
1202 Ann Street  
Madison, WI 53713  
Phone No.: (608) 258-1565  
Fax No.: (608) 258-1569  
E-Mail: www.2d@kendricklabs.com  
Web Site: www.kendricklabs.com

Performs protein electrophoresis as a service for academia federal institutions and industry. Helps clients solve protein problems quickly and economically especially those requiring two-dimensional (2D) electrophoresis.

Year Established: 1981  
Employees: 7  
Accounting: Skalao Associates  
Banking/Other Financial: M&I Bank

291 Knight Hollow Nursery Inc.  
CEO: Debra McCown  
3333 Atom Road  
Middleton, WI 53562  
Phone No.: (608) 831-5570  
Fax No.: (608) 831-3099

Performs cloning of elite germplasm; produces uniform high-quality young plants of superior clones of ornamental trees and shrubs for U.S. nurseries and arboreta.

Year Established: 1981  
Employees: 5

292 Monsanto Company Agracetus Campus  
CEO: Paul Umbeck  
Contact: Thomas W. Grade Controller

Provides biotechnical research on agricultural plants. Emphasis is on production of pharmaceutical proteins in plants and production of food, feed, and industrial enzymes in plants.

Parent Company: Monsanto Company
293 **Nutra-Park Inc.**

**CEO:** Kent Prince  
**Contact:** Jan Hayler  
Administrative Assistant

8383 Greenway Boulevard, Suite 520  
Middleton, WI 53562  
Phone No.: (608) 662-9080  
Fax No.: (608) 662-8259  
E-Mail: jhayler@nutrapark.com  
Web Site: www.nutrapark.com

Agriculture biotech company  
**Year Established:** 1996  
**Employees:** 15

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294 **Orbital Technologies Corporation (ORBITEC)**

**CEO:** Eric E. Rice, Ph.D.  
**Contact:** Eric E. Rice, Ph.D.

1212 Fourier Drive, Space Center  
Madison, WI 53717  
Phone No.: (608) 827-5000  
Fax No.: (608) 827-5050  
E-Mail: ricee@orbitec.com  
Web Site: www.orbitec.com

Researches, designs, and develops space systems and other high-tech devices. Includes: controlled environments for space applications, plant growth chambers, microgravity research systems, and advanced rocket propulsion systems.  
**Year Established:** 1988  
**Employees:** 65  
**Annual Sales:** $7,000,000  
**State or Federal Funding Sources:** NASA and other governmental agencies

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295 **PowderJect Vaccines, Inc.**

**Contact:** Russ Smestad  
Vice President, Corporate Development

585 Science Drive  
Madison, WI 53711  
Phone No.: (608) 23-13150  
Fax No.: (608) 231-6990  
Web Site: www.powderject.com

Markets conventional vaccines and develops a range of dry powdered DNA and conventional vaccines that are administered in the needle-free painless PowderJect Delivery System. PowderJect is the 6th largest vaccine company worldwide.  
**Parent Company:** Wholly owned subsidiary of PowderJect Pharmaceuticals PLC  
**Parent Location:** Oxford, U.K.  
**Year Established:** 1997  
**Employees:** 84
296 **Power & Energy International**

CEO: Simon K. Chen, Ph.D., P.E.
Contact: Simon K. Chen, Ph.D., P.E.

2020 University Avenue
Madison, WI 53705
Phone No.: (608) 238-2020
Fax No.: (608) 238-4412

Develops “engine tech” series that includes: DAB analyzer and simulators, diesel engine failure analysis, vehicle design assessments, engine application modeling, and emission test systems. Also provides technical consulting and product development.

*Year Established: 1980*  
*Employees: 8*

297 **PPD Development**

CEO: Fred Eschelman
Contact: Megdalema Mejillano
Executive Director

8500 Research Way  
Middleton, WI 53562-0650  
Phone No.: (608) 827-9400  
Fax No.: (608) 827-8806  
Web Site: www.ppdi.com

Performs contract research, analysis, and testing for the pharmaceutical industry in areas of physiological fluids and drug products.

*Parent Company: PPD Inc.*  
*Parent Location: Wilmington, NC*  
*Year Established: 1984*  
*Employees: 225*

298 **ProCertus BioPharm, Inc.**

CEO: Robert Lippert

505 South Rosa Road  
Madison, WI 53719  
Phone No.: (608) 441-2880  
Fax No.: (608) 441-2881  
E-Mail: robert.lippert@att.net  
Web Site: www.procertus.com

Research, development and commercialization of proprietary biopharmaceuticals that (1) protect healthy human cells against toxic cancer chemo- and radiotherapy and (2) protect livestock and humans from harmful gastrointestinal pathogens.

*Year Established: 1997*  
*Employees: 3*

299 **Promoter Neurosciences, LLC**

CEO: Ned Kalin, M.D.

Research and development.

*Year Established: 2000*
300 **SLIL Biomedical Corp.**

President: Peter L. Molloy  
Contact: Marla Johnson  
Executive Administrator  
37 Kessel Court, Suite 211  
Madison, WI 53711-6233  
Phone No.: (608) 270-3712  
Fax No.: (608) 270-3715  
E-Mail: slil@slil.com  
Web Site: www.slil.com

Researches and develops anticancer and anti-infectious drugs.  
*Branch Office Location:* 535 Science Drive, Madison, WI and Menlo Park, CA  
*Year Established:* 1996  
*Employees:* 11  
*Accounting:* Virchow Krause  
*Banking/Other Financial:* M&I Bank

301 **TomoTherapy, Inc.**

CEO: John J. Barni  
Contact: Barbara Ziemer  
Business Manager  
2228 Evergreen Road  
Middleton, WI 53562-4241  
Phone No.: (608) 824-0995  
Fax No.: (608) 824-0996  
E-Mail: info@tomotherapy.com  
Web Site: www.tomotherapy.com

Development and commercialization of a new system combining radiotherapy and CT-style doses detection systems to accurately deliver, verify and review radiotherapy treatments for cancer patients.  
*Year Established:* 1997  
*Employees:* 46  
*Accounting:* Dan Andersen, Ernst & Young, LLP  
*Banking/Other Financial:* Sandra Bruhn, Johnson Bank, Madison, WI  
*Venture Capital:* Venture Investors, Avalon, Baird, Open Prairie, WARF & other  
*State or Federal Funding Sources:* Wisconsin Dept of Commerce; DHHS - SBIR

**Research and Development in the Social Sciences and Humanities**

NAICS# 54172

302 **Winston J. Brill & Associates**

Consults and speaks on creativity and innovation. Publishes monthly newsletter *Innovative Leader* on
303 **Dane County Cytology Center, Inc.**

Manager: Gail Klein  
Contact: Gail Klein  
One South Park Street, Suite 525  
Madison, WI 53715  
Phone No.: (608) 255-5135  
Fax No.: (608) 255-2640  

Cytology testing laboratory.  
*Year Established: 1960*  
*Employees: 30*

304 **General Medical Laboratories**

Vice President: Tim Sio  
Contact: Susan G. Stupica  
Director, Sales and Account Management  
202 South Park Street  
Madison, WI 53715  
Phone No.: (608) 267-5624  
Fax No.: (608) 267-5591  
E-Mail: sstupica@meriter.com  
Web Site: www.meriter.com  

Provides medical lab testing for area hospitals, clinics, and research facilities and drug testing for private employers.  
*Parent Company: Meriter Health Services Inc.*  
*Parent Location: Madison, WI*  
*Year Established: 1987*  
*Employees: 134*  
*Annual Sales: $12,000,000*

305 **Meriter Health Enterprises**

Contact: Susan Stupica  
309 West Washington Avenue  
Madison, WI 53703-2795  
Phone No.: (608) 284-3311  
Fax No.: (608) 284-3306  

Provides medical lab testing for area hospitals, clinics, and research facilities and drug testing for private employees.  
*Corporate Affiliation: Meriter Health Services Inc.*  
*Year Established: 1987*  
*Employees: 250*  
*Annual Sales: $10,000,000*

306 **Metabolic Analysis Labs Inc.**

CEO: Kathryn J. Shug  
Specializes in the analysis of L-Carnitine (an essential component of human and animal health and nutrition) for clinical diagnosis product quality control and research. Serves health care academic and industrial customers.
307 Quest Diagnostics, Inc.

CEO: Ken Freeman

Contact: Mathew Bowe
Manager

4121 East Towne Boulevard
Madison, WI 53704
Phone No.: (608) 249-4563
Fax No.: (608) 249-7880

Clinical laboratory.

Parent Company: Quest Diagnostics

Parent Location: Teterboro, NJ

Year Established: 1967

Employees: 5
Unclassified
308 **ADDS Center**

President: Jay Mattison
Contact: Mike Opperman
Projects Manager

415 Venture Court
P. O. Box 930369
Verona, WI 53593
Phone No.: (608) 848-9055
Fax No.: (608) 848-7675
E-Mail: thesource@adds.org
Web Site: www.adds.org

Provides support and infrastructure for United States Department of Agriculture, Land Grant Universities, and community organizations with data warehousing and InfoBases for decision support.

*Employees: 4*

*Percentage of International Sales: 15%*

*Accounting: Stotlar and Stotlar*

*Banking/Other Financial: Park Bank*

*State or Federal Funding Sources: USDA, FSIS*

309 **Agave Group, LLC**

Contact: Al Hawkins
Partner

408 East Wilson Street
Madison, WI 53703
Phone No.: (608) 250-4907
E-Mail: al@agave.group.com
Web Site: www.agave-group.com

Provides management consulting services tailored to start-up companies. Assists scientists and technologists with business planning, marketing, strategy, securing financing and administrative functions including managing companies for short periods.

*Year Established: 2000*

*Employees: 3*

310 **Air & Water Technology Inc (AWTI)**

President: John Menz
Contact: John Menz

6645 Wood Circle West
P. O. Box 620332
Middleton, WI 53562
Phone No.: (608) 831-3033
Fax No.: (608) 831-3093
E-Mail: airwaterman@airwater.com
Web Site: www.airwater.com

Specializes in air and water disinfection and purification systems for healthcare, food processors, labs, and governments. Products: UVc/UVGI irradiation, chemical filtration, ionization, ozonation, nanofiltration, magnetics, etc.

*Year Established: 1995*

*Employees: 1*

*Annual Sales: $500,000.00*

*Accounting: FWW Int’l Tax, Inc.*

*Banking/Other Financial: Wells Fargo Bank, Wisconsin*

311 **ALERT Systems Inc.**

Designs, develops, and markets first direct-to-the-home emergency notification system for 911, county, state,
312 **Applied Signal Processing, Inc.**

CEO: Edward E. Stroup
Contact: Edward E. Stroup
3 Marsh Court
Madison, WI 53718
Phone No.: (608) 441-9921
Fax No.: (608) 441-9924
E-Mail: ed.stroup@appliedsignalprocessing.com
Web Site: www.appliedsignalprocessing.com

Complete signal processing engineering services with an experienced team of hardware, software and applications engineers. Focus on delivering creative custom solutions reliably and on-time. Specializes in real-time embedded control of acoustic signals.

Year Established: 2001

Employees: 5

Annual Sales: $500,000

Accounting: Williams Young

Banking/Other Financial: Monona State Bank

313 **Bahr Management Inc.**

President: Dennis E. Bahr, P.E.
Contact: Dennis E. Bahr, P.E.
3510 West Beltline Highway
Middleton, WI 53562-1535
Phone No.: (608) 831-2310
Fax No.: (608) 831-2303
E-Mail: bahr@inxpress.net
Web Site: www.bahr.com

Bahr Management, Inc.’s objective is the commercial development of advanced technologies through the management of high technology limited liability companies (LLCs). These companies develop products that are usually marketed by larger companies.

Year Established: 1995

Employees: 1

314 **Biopulping International**

CEO: Masood Akhtar
Contact: Masood Akhtar
2403 Industrial Drive
Madison, WI 53713
Phone No.: (608) 221-2516
Fax No.: (608) 221-2522
E-Mail: makhtar@facstaff.wisc.edu

Developed biopulping to commercialization and hold exclusive patent rights to their technological breakthrough.

Year Established: 1997

Employees: 5

Accounting: Smith & Gesteland

Management Consultant: Terry Sivesand

Banking/Other Financial: M&I Bank

State or Federal Funding Sources: Wis DOC, US DOE, US DOA, angel investors, Wis. Investment Group
315 **BOSS International**

CEO: Chris Maeder

Contact: Chris Maeder

6300 University Avenue
Middleton, WI 53562
Phone No.: (608) 258-9910
Fax No.: (608) 258-9943
E-Mail: info@bossintl.com
Web Site: www.bossintl.com

Develops, distributes, and markets civil and environmental engineering software and training to hydrologists, hydrogeologist and civil engineers.

*Year Established: 1987*

*Employees: 30*

*Annual Sales: $2,000,000*

*Percentage of International Sales: 50%*

316 **Burne Photo Imaging, Inc.**

President: Barry R. Burne

Contact: Patricia A. Burne

Vice President

4289 West Beltline Highway
Madison, WI 53711-3859
Phone No.: (608) 277-0802
Fax No.: (608) 274-5845
E-Mail: barry@burne.com
Web Site: www.burne.com

Digital service bureau. Commercial digital imaging lab, trade show graphics production.

*Year Established: 1978*

317 **Cartographic Solutions Inc.**

Owner: Kithy Elliott

P. O. Box 45264
Madison, WI 53744
Phone No.: (608) 277-9979
Fax No.: (608) 277-9979
E-Mail: csimaps@midplains.net
Web Site: www.madison.com/cartographic

Provides digital cartographic design and geographic analysis for business, technical, and individual applications. GIS, CAD, and publishing services.

*Year Established: 1995*

*Employees: 1*

318 **Catalyst Consulting, LLC**

Owner: Terrance S. Mihm

Contact: Dan Mihm

Business Manager

Technology consulting and training in Java, Oracle, JBuilder and Delphi. Also trains in IBM VisualAge for Java, network design, server setups/configurations, administration, cabling and network security services.

*Year Established: 1996*
319 **Celebrus Consulting Group**  
*(formerly Market Value Concepts)*  
President: Cay Villars  
Contact: Cay Villars  
6202 Rivercrest Drive  
McFarland, WI 53558  
Phone No.: (608) 838-6533  
Fax No.: (608) 838-6281  
E-Mail: cvillars@biotactics.com  
Web Site: www.biotactics.com  
Provides consulting, executive coaching, team synergy building, and contract marketing and business development services for companies wishing to develop leadership positions in Biosciences related markets.  
*Year Established: 1997*

320 **Class Biologically Clean Ltd.**  
President: Karen Holland  
Contact: Karen Holland  
3202 Watford Way  
Madison, WI 53713  
Phone No.: (608) 273-9661  
Fax No.: (608) 273-9668  
E-Mail: info@cbclean.com  
Web Site: www.cbclean.com  
Designs and produces flexible film clean rooms, germ-free isolators, and chemically protective suits.  
*Year Established: 1978*  
*Employees: 6*

321 **Computer Aided Technology, Inc.**  
CEO: Robert Roberman  
100 River Place, Suite 255  
Madison, WI 53716  
Phone No.: (608) 223-9800  
Fax No.: (608) 223-9802  
Web Site: www.cati.com  
Performs computer aided design, computer aided engineering, rapid prototyping machine, integrated Web site solutions, computer aided manufacturing, desktop publishing and training, service, sales and support of CAD/cam software.  
*Parent Company: Computer Aided Technology*  
*Parent Location: Buffalo Grove, IL*  
*Branch Office Location: Milwaukee, Appleton, Indianapolis, IN*  
*Year Established: 1992*  
*Employees: 10*  
*Annual Sales: $10,000,000*
322 Corporate Custom Products

President: Laura Fisk
Contact: Laura Fisk
905 Bethel Circle
Waunakee, WI 53597
Phone No.: (608) 849-1900
Fax No.: (608) 849-1901
E-Mail: lauraf@wildernesswoods.com

Manufactures wood and plastic products using laser engraving and cutting techniques.

Year Established: 1991
Employees: 50

323 CPM Marketing Group, Inc.

CEO/President: John Hallick
Contact: Ginger Benz
Director of Marketing
450 Science Drive, Suite 120
Madison, WI 53711
Phone No.: (608) 236-0475
Fax No.: (608) 236-0485
E-Mail: sales@cpm.com
Web Site: www.cpm.com

Develops database marketing technology, delivery systems, and customer relationship management. Applies these systems for solving healthcare, finance, and telecommunications business problems through integrated customer warehouse and delivery systems.

Branch Office Location: East Peoria, IL
Year Established: 1992
Employees: 25
Accounting: Clifton Gunderson
Banking/Other Financial: Home Federal Savings

324 Creative Video Editing Inc.

General Manager: Scott Green
3220 Syene Road
Madison, WI 53713
Phone No.: (608) 274-7373
Fax No.: (608) 274-0140
E-Mail: sgreen@cve.com
Web Site: www.cve.com

Video and multimedia production facility. In-house services include: concept development, location/studio shooting, on-line and nonlinear/digital video production, broadcast television production, mass video duplication, CD-ROM/multimedia creation.

Year Established: 1987
Employees: 4

325 CyberKnight

CEO: Robert J. Gold

Innovation consulting services and intellectual property (IP) asset development and protection. Creation of new concepts for products, markets, and technology expansion. Development of strategic innovation programs; complete
DHD Enterprise

CEO: Dave Drives
6509 Sutton Road
Madison, WI 53711
Phone No.: (608) 278-4500
E-Mail: dhd@tds.net

Manufacturer’s representative specializing in the design and manufacture of electronic assemblies. Services include: electronic design and manufacturing software design and development, cable wire assembly, testing, printed circuit boards, and more.

Year Established: 1994
Employees: 1

DirectNetworks, Inc.

Contact: Colin Mehlum
Vice President, Sales
131 West Wilson Street
Madison, WI 53703
Phone No.: (608) 270-9980
Fax No.: (608) 298-9980
E-Mail: info@directnetworksinc.com
Web Site: www.directnetworksinc.com

End-to-end computer network interaction, computer hardware and software supplier, network administration outsourcing, and high speed integration.

Year Established: 1999
Employees: 6
Annual Sales: $1,000,000
Accounting: Accounting Associates
Management Consultant: Richard Crespo
Banking/Other Financial: Firstar Bank, Associated Bank

Eric S. Brown - Management Consultant

CEO: Eric S. Brown
Contact: Eric S. Brown
5818 Piping Rock Road
Madison, WI 53711
Phone No.: (608) 274-3055
Fax No.: (608) 274-3055
E-Mail: esbrown@facstaff.wisc.edu
Web Site: www.madisonconsultants.com

Assists with startup and growing technology-based companies with business planning and strategic planning, market analysis and marketing strategy, and financing and financial management.

Year Established: 1987
Employees: 1
**ForTheFarm.com**

President: Larry Kline
Contact: Jason Batton
6417 Normandy Lane
Madison, WI  53719
Phone No.: (608) 277-5952
Fax No.: (608) 278-1051
E-Mail: jasonb@forthefarm.com
Web Site: www.forthefarm.com

Provides a comprehensive agricultural destination Internet site. Services include: local cash grain prices e-mailed to you daily, weather forecasts and more.

*Corporate Affiliation: C-Corp.*

*Year Established: 1998*

*Employees: 20*

*Annual Sales: $1,000,000*

*Percentage of International Sales: 5%*

*Accounting: Virchow Krause & Co. LLP*

*Banking/Other Financial: M&I Bank*

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**Future Systems Inc.**

CEO: George M. Marko
Contact: George M. Marko
136 South Hancock Street
Madison, WI  53703
Phone No.: (608) 255-1159
E-Mail: gmarko@ibm.net

Provides management consulting in new product development, fiber-optic systems, and manufacturing systems.

*Branch Office Location: Royal Oak, MI*

*Year Established: 1988*

*Employees: 1*

*Annual Sales: $2,000,000*

*Accounting: Williams Young LLC*

*Banking/Other Financial: Charter One*

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**GartonWorks, Inc.**

President: Deirdre Wilson Garton
Contact: Marcia Kasieta
Vice President, Marketing and Customer Care
1320 Mendota Street

Provides Web-based information services for law enforcement.

*Year Established: 1999*

*Employees: 15*

*Accounting: Grant Thornton*
332 **GBC Pro-Tech**

Director: Marshall Alwin

4151 Anderson Road  
DeForest, WI 53532  
Phone No.: (608) 246-8844  
Fax No.: (608) 246-8645

Designs and manufactures large roller laminators and sells a complete line of films and accessories for the print finishing industry.

*Year Established: 1986*

*Employees: 50*

*Annual Sales: $30,000,000*

333 **Genetel Laboratories, LLC**

CEO: David Huang  
Contact: David Huang

1202 Ann Street  
Madison, WI 53713  
Phone No.: (608) 257-1385  
Fax No.: (608) 257-1385  
E-Mail: info@genetel-lab.com  
Web Site: www.gentel-lab.com

Provides antibody and peptide synthesis services, antibodies against proteomes, chicken antibodies. Antibody arrays and protein profiling.

*Year Established: 2001*

*Accounting: Wegner LLP*

*Banking/Other Financial: M&I Bank*

*State or Federal Funding Sources: Department of Commerce, Madison Development Corporation*

334 **Genetic Software Services**

COO: Goedhart Westers  
Contact: Goedhart Westers

415 Venture Court  
P. O. Box 930398  
Verona, WI 53593  
Phone No.: (608) 848-6455  
Fax No.: (608) 848-7675  
E-Mail: gwesters@requestltd.com  
Web Site: www.dairybulls.com

Develops genetic and agri-food software applications.

*Branch Office Location: Arnhem, The Netherlands*

*Year Established: 1996*

*Employees: 6*

*Percentage of International Sales: 60%*

*Accounting: Stotlar and Stotlar*

*Banking/Other Financial: Bank of Verona*

335 **Geneva Flavors Inc.**

President: Warren Meyer  
Contact: Warren Meyer

Manufactures and markets savory flavors to the food industry.

*Year Established: 1991*

*Employees: 25*
Golden Communications Associates

CEO: Jeffrey Golden
Contact: Jeffrey Golden
P. O. Box 5255
Madison, WI  53705
Phone No.: (608) 663-1988
E-Mail: jgolden1@compuserve.com
Web Site: www.goldencommunications.com

Provides full-service video and multimedia production and Web site enhancements. Specializes in product introduction, marketing support, and customer training for high-tech companies. Includes: CD-ROM and Web sites, foreign language translation and seminars.

Year Established: 1983
Employees: 2

Harlan-Bioproducts for Science

CEO: Hal P. Harlan
Contact: Robert Norberg
P. O. Box 44220
Madison, WI  53744-4220
Phone No.: (608) 277-2000
Fax No.: (608) 277-2120

Year Established: 1985
Employees: 35

Healthcare Technology Systems Inc.

CEO: John H. Greist, M.D.
Contact: Kristin Brand
7617 Mineral Point Road, Suite 300
Madison, WI  53717
Phone No.: (608) 827-2440
Fax No.: (608) 827-2444
E-Mail: sales@healthtechsys.com
Web Site: www.healthtechsys.com

Provides clinical technology, authoritative research, and medical education to the pharmaceutical and healthcare industries. Our core competency is providing clinical IUR rating scales to pharmaceutical companies to help them collect data directly from study subjects.

Year Established: 1998
Employees: 34
Annual Sales: $3,200,000
Accounting: Ragsdale, Spitz & Reuschelein, SC
Banking/Other Financial: First Business Bank
State or Federal Funding Sources: Grants from NIH and SBIR

Heartland Diagnostic Services Inc.

Supplier of radiopharmaceuticals, i.e., radiopharmacy.
**InForm Product Development, Inc.**

President: Mark A. Gilbertson  
Contact: Mark A. Gilbertson  
700 Wilburn Road  
Sun Prairie, WI 53590  
Phone No.: (608) 825-4700  
Fax No.: (608) 825-4707  
E-Mail: gilbertson@in-form.com  
Web Site: www.in-form.com

New product development. Services include: new concept development, DFMA, product styling, mechanical and electrical engineering, and tooling design. Analytical capabilities include: finite element analysis, kinematics, and mold-flow analysis.

Year Established: 1995  
Employees: 14  
Accounting: Smith & Gesteland, LLP  
Banking/Other Financial: Associated Bank

**InnOvation**

CEO: Doug Schwartz  
Contact: Kelly Morgan  
Marketing Director  
1841 Bourbon Road  
P. O. Box 183  
Cross Plains, WI 53528  
Phone No.: (608) 798-3555  
Fax No.: (608) 798-3567  
Web Site: www.innovationvt.com

Designs and manufactures voice messaging and computer telephony products for the lodging industry.

Corporate Affiliation: ComTelco International, Inc.  
Parent Location: Switzerland  
Year Established: 1989  
Employees: 31

**INI Global**

President/CEO: Nancy Peckham  
Contact: Nancy Peckham  
5940 Seminole Centre Court, Suite 230  
Madison, WI 53711  
Phone No.: (608) 274-3515, Ext. 224  
Fax No.: (608) 274-4364  
E-Mail: npeckham@iniglobal.com  
Web Site: www.iniglobal.com

Consults, specializing in the audit, analysis and invoice management of telecommunications services including: local, long distance, 800, calling card, WAN, cellular, Internet, and pagers. Serves manufacturing, healthcare, and financial markets.

Subsidiary Location: Milwaukee, Chicago, Indianapolis  
Year Established: 1991  
Employees: 30  
Annual Sales: $2,000,000  
Accounting: Smith & Gesteland  
Management/H.R. Consultant: QTI Inc.
343 Iogenetics LLC
CEO: Jane Homan
280 Washington Street
Prairie Du Sac, WI  53578
Phone No.: (608) 643-2926
Fax No.: (608) 643-0153
E-Mail: ioinfo@iogenetics.com

Produces transgenic livestock for agricultural applications.
Year Established: 2000
Employees: 1
Accounting: Grant Thornton
Venture Capital: Venture Investors

344 ITAdvantage Corp.
CEO: Eric Larson
Contact: Tony Larson
Director, Business Development
611 South Dickenson Street
Madison, WI  53703
Phone No.: (608) 288-9486
E-Mail: tolson@itadvant.com
Web Site: www.itadvant.com

Certified in the Rational Unified Process(RUP) to bring projects in on time, on budget, and on target. Specialists in applying the best practices of RUP to small and mid-sized organizations.
Year Established: 2000
Accounting: Skala & Associates
Management Consultant: Smith & Gesteland
Banking/Other Financial: Amcor, Morgan Stanley

345 IT Controls
CEO: Scott Coutre’
Contact: Scott Coutre’
544 East Wilson Street
Madison, WI  53703
Phone No.: (608) 257-9629
E-Mail: itcontrols@itcontrols.com

Designs/develops property technologies, home automation, custom electronic installations, video display sales and installations, security systems, and Web-based control systems.
Year Established: 2000
Annual Sales: $250,000
Accounting: Wegner, LLC
Banking/Other Financial: Anchor

346 Kegonsa Technology, Inc.
CEO: Ken Johnson
Contact: Patti Cross

Provides new business development services to new ventures. Typically intellectual property management, licensing, and corporate partnering. Initiated the formation of eight plus new companies.
Year Established: 1996
347 **Large Format Digital**

President: Jeff Rank  
Contact: Jeff Rank  
5283 Felland Road  
Madison, WI 53718  
Phone No.: (608) 241-9533  
Fax No.: (608) 241-3511  
E-Mail: LFD@largeformatdigital.com  
Web Site: www.largeformatdigital.com

Provides large format digital printing. Wisconsin’s only six-color digital 3M Scotchprint® vendor, for world-class unsurpassed durability and performance. Used for Trade Show Exhibits, Vehicle Graphics, Banners, POP displays/Variable Data, Posters, Murals

*Year Established: 1998*  
*Employees: 8*  
*Annual Sales: $2,000,000*  
*Percentage of International Sales: 5%*  
*Accounting: Bremser, Schommer & McHugh*  
*Banking/Other Financial: Anchor Bank*

348 **Lucigen Corp.**

President: David Mead, Ph.D.  
Contact: Thomas Schoofeld, Vice President  
2120 West Greenview Drive  
Middleton, WI 53562  
Phone No.: (608) 831-9011  
Fax No.: (608) 831-9012  
E-Mail: lucigen@lucigen.com  
Web Site: www.lucigen.com

Provides molecular cloning products and services, and cloning the unclonable.

*Year Established: 1998*  
*Employees: 6*  

349 **Mapping Specialists Ltd.**

CEO: Jeff Kranz  
Contact: Jeff Kranz  
1319 Applegate Road  
Madison, WI 53713  
Phone No.: (608) 274-4004  
Fax No.: (608) 274-9689  
E-Mail: jlkranz@chorus.net  
Web Site: www.mappingspecialists.com

Specializes in thematic mapping for textbooks, encyclopedias, trade and reference books, and travel guides. Full-service map program development and consultation services using the latest computer and animated techniques with PC, Mac, and CD-ROM output.

*Year Established: 1984*  
*Employees: 42*  
*Annual Sales: $2,500,000*
350 **MasterGraphics**

President: Steven Skolaski  
Contact: Paige Verhelst  
Marketing Manager  
810 West Badger Road  
P. O. Box 259508  
Madison, WI 53725-9508  
Phone No.: (608) 256-4884  
Fax No.: (608) 210-2810  
E-Mail: mastergraphics@masterg.com  
Web Site: www.masterg.com

Provides computer-aided design software and systems; consulting, training, installation, and sales; scanning services (large format and color); digital printing technology, including large and small format (black and white and color); and plotting services.

**Subsidiary Company:** MasterGraphics, Appleton and Milwaukee, WI; and Rockford, IL

**Year Established:** 1947  
**Employees:** 97

351 **Matrix Tek**

President: Kevin Hammond  
Contact: Kevin Hammond

6515 Grand Teton Plaza, Suite 210  
Madison, WI 53719  
Phone No.: (608) 664-2003  
Fax No.: (608) 662-9199  
E-Mail: info@matrixtek.com  
Web Site: www.matrixtek.com

Outsourced information technology solutions for small and medium sized businesses. Firewall, VPN, high availability and other Internet access solutions and technologies and general computer and network consulting.

**Year Established:** 2000  
**Employees:** 1  
**Annual Sales:** $200,000  
**Accounting:** Porter & Sack  
**Banking/Other Financial:** M&I Bank

352 **Midwest Prototyping, LLC**

Owner: Steve Grundahl  
Contact: Steve Grundahl  
4070A East Brigham Road  
Blue Mounds, WI 53517  
Phone No.: (608) 437-1400  
Fax No.: (608) 437-4083  
E-Mail: info@midwestprototyping.com  
Web Site: www.midwestprototyping.com

Rapid prototyping with in-house stereolithography (SLA) system, concept models, working prototypes, custom finished trade show and photo shoot models, custom short run manufacturing. Sources for: CAD work, urethane casting, injection molding, product development. Quick turnaround with convenient location.

**Year Established:** 2001  
**Employees:** 1  
**Percentage of International Sales:** 2%  
**Banking/Other Financial:** State Bank of Cross Plains
**MTM, Inc.**

CEO: Mike Suter  
Contact: Jack Arnston, Senior Vice President, Sales/Service  
Dan Nordloh, General Manager  
2979 Triverton Pike Drive  
Madison, WI 52711  
Phone No.: (608) 270-3830  
Fax No.: (608) 270-3831  
E-Mail: msuter@mtmimage.com  
Web Site: www.mtmimage.com  

Provides optical disk-based electronic imaging systems. Systems integrator of computer hardware and software utilizing optical disk-based, high-density information storage technology.  

Branch Office Location: Rockford, Chicago, Milwaukee, Indianapolis  

Year Established: 1986  
Employees: 45  
Annual Sales: $8,000,000  
Accounting: Smith & Gesteland LLP  
Banking/Other Financial: Anchor Bank

**NameProtect.com**

CEO: Brian Wiegand  
Contact: Brian Wiegand  
918 Deming Way  
Madison, WI 53717  
Phone No.: (608) 824-7000  
Fax No.: (608) 824-7001  
E-Mail: btw@nameprotect.com  
Web Site: www.nameprotect.com  

Trademark research and consulting.  

Year Established: 1997  
Employees: 19

**Network Technologies & Applications Inc.**

CEO: Marcy C. Egges  
Contact: Brian Holtz  
Director, Technical Systems  
115 Glenthistle Road  
Madison, WI 53705-1130  
Phone No.: (608) 233-7991  
Fax No.: (608) 233-7996  
E-Mail: nta@dataflows.com  
Web Site: www.dataflows.com  

Systems engineering firm specializing in network architecture, network design, and emerging communications protocols. Conducts research and technical studies regarding the feasibility of incorporating new protocols and services to support enhanced electro  

Year Established: 1991  
Accounting: Steve C. Awisati  
Banking/Other Financial: First Business Bank
356 **Optical Partners Inc.**

CEO: Rudy Lindich  
Contact: Rudy Lindich  
4829 Sheboygan Avenue, Suite 111  
Madison, WI  53705  
Phone No.: (608) 288-0607  
E-Mail: OPI@att.net

Provides comprehensive product/management services to technology-driven companies. Services: product/technology search and placement, on-site product/tech transfer assistance, and contract product development. Active in startup company development.

*Parent Company: Optical Partners, Inc.*

*Parent Location: 1187 Wilmette Avenue, Suite 101, Wilmette, IL  60091*

*Year Established: 1989*

357 **Pair O Docs Professionals, LLC**

Executive Director: Dr. Susan W. Tait  
Contact: Dr. W. Stephen Tait  
CSO & Principal Consultant  
505 South Rosa Road, Suite 55  
Madison, WI  53719  
Phone No.: (608) 441-2792  
Fax No.: (608) 441-2790  
E-Mail: rustdr@pairodocspro.com  
Web Site: www.pairodocspro.com

Consulting and research focused on control and prevention of corrosion of consumer aerosol and food containers; chemical mfg. Equipment. Provides specialized electrochemical testing and training on corrosion control and prevention.

*Year Established: 1990*

*Employees: 2*

*Annual Sales: <$1,000,000*

*Percentage of International Sales: 1%*

*Accounting: Kolb Lauwasser & Co.*

*Banking/Other Financial: Home Savings*

358 **Perfect Computing, LLC**

CEO: Daniel G. Guerra, Jr.  
3833 Dennett Drive  
Madison, WI  53719  
Phone No.: (608) 244-9112  
E-Mail: info@perfectcomputingllc.com  
Web Site: www.perfectcomputingllc.com

Provides computer service and repair and Internet Web hosting.

*Year Established: 2001*

*Employees: 2*

*Annual Sales: $10,000*

*Banking/Other Financial: First Federal*
359  **Plus International**  
Owner:  Kevin Cumley  
Contact:  Shirley Crocker  
5102A Pflaum Road  
Madison, WI 53718  
Phone No.: (608) 216-0304  
Fax No.: (608) 216-0322  
E-Mail:  ahirley.crocker@plusnetusa.com  
Web Site:  www.plusnetusa.com  
Installs, sells and supports accounting software for the non-profit, retail, service and manufacturing industries. Sell and support ACCPAC, BusinessVision and Adagio.  
**Parent Company:**  Plus International  
**Parent Location:**  Seattle, WA  
**Branch Office Location:**  Chicago, Il  
**Year Established:**  2001  
**Employees:**  3  
**Annual Sales:**  $1,000,000

360  **Productive Technology, Inc.**  
CEO:  Timothy G. Mally  
Contact:  Timothy G. Mally  
145 South Franklin Street  
Madison, WI 53703  
Phone No.: (608) 280-9150  
Fax No.: (608) 280-9140  
E-Mail:  timally@execpc.com  
Engineering development and design of new ideas that provide innovative productive equipment solutions.  
**Year Established:**  1996

361  **ProVideo, LLC**  
CEO:  Tom Oakley  
Contact:  Jerry Emmerich, General Manager  
2302 West Badger Road  
Madison, WI 53713  
Phone No.: (608) 271-1226  
Fax No.: (608) 271-2737  
E-Mail:  jim@provideo.com  
Web Site:  www.provideo.com  
Provides complete digital video production services, digital editing, computer graphics, animation, special effects, multimedia, CD-ROM/DVD production, high-definition video production, 35mm/16mm film production, video duplication, and digital non-linear on-line services.  
**Parent Company:**  Quincy Newspapers Inc.  
**Parent Location:**  Quincy, IL  
**Subsidiary Company:**  Pro2  
**Subsidiary Location:**  7878 Big Sky Drive, Madison, WI 53719  
**Year Established:**  1985
**362 Quality and Regulatory Associates, LLC**  
President: Gary Syring  
Contact: Gary Syring  
800 Levanger Lane  
Stoughton, WI 53589  
Phone No.: (608) 877-2635  
Fax No.: (608) 873-7382  
E-Mail: qrasupport@aol.com  
Web Site: www.qrasupport.com  
Provides experienced quality and regulatory support to FDA regulated industry. Expertise with Good Manufacturing Practices; International and FDA quality system development and compliance; new product submissions and submission strategies.  
*Year Established: 1996*  
*Employees: 2*

**363 Quintessence Biosciences, Inc.**  
President: Ronald T. Rains  
Contact: Laura Strong  
Vice President, Chemistry  
505 South Rosa Road  
Madison, WI 53719  
Phone No.: (608) 441-2950  
Fax No.: (608) 441-2801  
E-Mail: info@quintbio.com  
Web Site: www.quintbio.com  
Develops and markets human chemotherapeutics and related biotechnology.  
*Year Established: 2000*  
*Employees: 1*  
*Accounting: Smith & Gesteland*  
*Banking/Other Financial: First Business Bank*

**364 Quiq, Inc.**  
CTO: Professor Raghu Ramakrishnan  
Contact: Paul Parker  
Director, Engineering  
25 Kessel Court, Suite 201  
Madison, WI 53711  
Phone No.: (608) 230-7200  
E-Mail: info@quiq.com  
Web Site: www.quiq.com  
Provides knowledge networks to enable companies to improve customer service at lower costs than traditional e-mail and call center solutions while building a reusable knowledge base from community dialogue.  
*Branch Office Location: San Mateo, CA*  
*Year Established: 1999*  
*Employees: 14*

**365 Real World Research, LLC**  
Contact: Ben Kadel  
Director, Social Inquiry  
Value-added research consultation dedicated to helping clients answer social research questions. Focus on practical answers through surveys, focus groups and facilitated meetings.
366 Realtime CADD Services, Inc.
President: Robert Strycharske
Contact: Mel Mitchell
  Marketing Director
8417 Excelsior Drive
Madison, WI  53717
Phone No.: (608) 664-2008, Ext. 100
Fax No.: (608) 664-2009
E-Mail: mmitchell@rtcad.com
Web Site: www.rtcad.com

Provides Computer Aided Design (CAD), 2D & 3D design
and drafting outsourcing to architects, design build firms,
engineers, manufacturers and utilities. (AutoCAD,
Microstation, SolidWorks CAD platforms).

Year Established: 1995
Employees: 30

367 Renovar, Inc.
President: Dr. Stuart Knechtle
Contact: Terry Sivesind
  Vice President
505 South Rosa Road
Madison, WI  53719
Phone No.: (608) 441-2871
Fax No.: (608) 441-2872

Develops diagnostic assays and drugs used in organ
transplant procedures.

Year Established: 2000
Employees: 2

Accounting: Grant Thornton
Management Consultant: Terry Sivesind

368 ReQuest Ltd.
President: Mary Mattison
415 Venture Court
P. O. Box 930398
Verona, WI  53593
Phone No.: (608) 848-6455
Fax No.: (608) 848-7675
E-Mail: mmattison@requestltd.com
Web Site: www.requestltd.com

Provides management information services, software
applications and animal health and regulatory affairs
consulting for the agri-food industry.

Branch Office Location: Arnhem, The Netherlands
Year Established: 1990
Employees: 14
Percentage of International Sales: 45%

Accounting: Stotlar and Stotlar
Banking/Other Financial: Bank of Verona
369 **REXAM Medical Packaging Inc.**

CEO: Rob Gluskin  
Contact: Joe Spitz  
Vice President  
4101 Lien Road  
P. O. Box 7730  
Madison, WI 53707-7730  
Phone No.: (608) 249-0404  
Fax No.: (608) 249-4175  
Web Site: www.rexam.com  

Manufactures materials used to produce packaging for sterile medical devices.  

*Parent Company: REXAM PLC, London, England*  

*Year Established: 1964*  

*Employees: 150*

---

370 **Scenic Wonders Inc.**

CEO: Matt Peterson  
6409 Odana Road, Suite A  
Madison, WI 53719  
Phone No.: (608) 273-4803  
Fax No.: (608) 273-4837  
E-Mail: contact@swonders.com  
Web Site: www.swonders.com  

Provides business information services for enterprises involved with digital television, broadband video telecommunications and other advanced media technologies.  

*Year Established: 1994*  

*Employees: 2*

---

371 **Seal Graphics Technologies**

CEO: Donald Thompson  
Contact: Tim Pendorf  
Production Manager  
615 Progress Way  
Sun Prairie, WI 53590  
Phone No.: (608) 834-8100  
Fax No.: (608) 825-4877  
Web Site: hunt-corp.com  

Manufacturers of wide format roller laminators and liquid laminators.  

*Parent Company: Seal Graphics Americas*  

*Parent Location: Baltimore, MD*  

*Year Established: 1992*  

*Employees: 29*

---

372 **Smith & Rogers Consulting, LLC**

CEOs: Loyd Smith & Kristian Rogers  
Contact: Curt Christianson  
Account Representative  

Software engineering and design services from early stage requirements gathering, architecture design and usability testing to full, turnkey implementation.  

*Year Established: 1998*
Stratatech, LLC

President & CSO: B. Lynn Allen-Hoffmann, Ph.D.

Contact:  Robert T. Barnard
            Vice President & Treasurer

505 South Rosa Road, Suite 169
Madison, WI 53705
Phone No.: (608) 441-2750
Fax No.: (608) 441-2757
E-Mail: lah@stratatechcorp.com
Web Site: www.stratatechcorp.com

Provides a patented, immortalized skin line for life science applications. Has products for human skin equivalent (HSE) testing and pharmaceutical screening and is developing human therapeutic applications.

Year Established: 2000

Employees: 10

Accounting: Grant Thornton

Banking/Other Financial: First Business Bank, Bank One, Firstar Bank

Structural Research Inc.

CEO:  Rene M. Dupuis, P.E., Ph.D.

Contact:  Todd Culliton
            Senior Consultant

3207 Laura Lane
P. O. Box 5576, Madison, WI
Middleton, WI 53562
Phone No.: (608) 831-5333
Fax No.: (608) 831-6295
E-Mail: sric@madison.tds.net

Architectural and engineering consultants specializing in commercial and industrial roof systems and building envelopes. SRI provides computerized facilities management, survey and evaluation, design, investigation, and a wide range of materials testing.

Year Established: 1978

Employees: 10

Symphony Corporation

President:  Ravi K. Kalla

Contact:  Keith Klipstein
            Marketing Manager

120 East Lakeside Street
Madison, WI 53715
Phone No.: (608) 294-4090
Fax No.: (608) 294-9321
E-Mail: keith@symphony.cc
Web Site: www.symphony.cc

Computer consulting and outsourcing: custom App development, enterprise application management, predictive IT infrastructure monitoring, business process outsourcing, insurance claims administration.

Branch Office Location: Minneapolis, MN; Edison, NJ; Hyderabad, India

Year Established: 1998

Employees: 45

Annual Sales: $7,000,000

Percentage of International Sales: 5% to 10%
376 **Technology Consulting Corporation**

CEO: John Markworth

Contact: Jodi Maher

District Director

5315 Wall Street, Suite 105
Madison, WI  53718
Phone No.: (608) 246-2606
Fax No.: (608) 246-2556
E-Mail: maher.jodi@tcc-usa.com
Web Site: www.tcc-usa.com

Provides information technologies consulting, quality software development, systems integration, and technical training service to major corporations and government organizations. These services include systems analysis, design, and implementation.

*Parent Company:  Technology Consulting Corporation*

*Parent Location:  Waukesha, WI*

*Branch Office Location:  Madison, Green Bay, WI and Oakbrook, IL*

*Year Established:  1978*

*Employees:  20*

377 **The Madison Group: PPRC**

CEO: Bruce Davis and Paul Gramann

Contact: Antone Rios

Director

505 South Rosa Road
Madison, WI  53719
Phone No.: (608) 231-1907
Fax No.: (608) 231-2694
E-Mail: info@madisongroup.com
Web Site: www.madisongroup.com

Consulting for plastic industry: structural dynamic element analysis, mold filling analysis and composite molding analysis.

*Year Established:  1993*

*Employees:  6*

*Percentage of International Sales:  10%*

378 **Thermal Spray Technologies, Inc.**

CEO: Richard Wilkey

Contact: Bill Lenling

Vice President

515 Progress Way
Sun Prairie, WI  53509
Phone No.: (608) 825-2772
Fax No.: (608) 825-2737
E-Mail: blenling@tstcoatings.com

Research and development of thermal spray coatings for customer components. Production of engineered thermal spayed coatings. Examples of coatings produced include several ceramics, metals, carbides and some plastics.

*Year Established:  1992*

*Employees:  50*

*Annual Sales:  $5,000,000*

*Percentage of International Sales:  2%*
379 Token Creek Productions
CEO: John Salzwedel
Contact: John Salzwedel
3893 Terrace Circle
DeForest, WI 53532
Phone No.: (608) 238-7575
Fax No.: (608) 238-4955
E-Mail: tcp@itis.com
Web Site: www.tokencreek.com
Provides full-service mobile video production. Specializes in broadcast coverage of business meetings, conventions, and teleconferences. Provides satellite uplink with fully equipped cameras, recording and editing decks, audio system, and computer graphics.
Year Established: 1993

380 Total Computer Solutions, Inc.
President: Dan Kuhnert
Contact: Dan Kuhnert
820 Park Avenue
Beaver Dam, WI 53916
Phone No.: (920) 356-9410
Fax No.: (920) 356-9413
E-Mail: dan@tcsolutions.org
Web Site: www.tcsolutions.org
New PC sales and service, computer networking, PC component sales.
Year Established: 1999
Annual Sales: $1,800,000
Banking/Other Financial: Summit Credit Union

381 Ultra Visual Medical Systems
President: Mark Gehring
Contact: Mark Gehring
131 West Wilson Street, Suite 700
Madison, WI 53703
Phone No.: (608) 256-7775
Fax No.: (608) 256-7779
E-Mail: gehring@ultravisual.com
Web Site: www.ultravisual.com
Develops medical software.
Year Established: 2000
Employees: 10
Accounting: Suby Von Hayden
Banking/Other Financial: M&I Bank

382 Velocity Partner
CEO/President: Steven R. Ruth
Contact: Steven R. Ruth
Provides strategic planning, investor relations, and revenue acceleration services for growing entities in the biotechnology and information technology sectors. Client experience includes: completion of funding an information technology based business, completion of an e-commerce
Weather Central, Inc.

President: Terry Kelly
Contact: Terry Kelly
5725 Tokay Boulevard
Madison, WI 53719
Phone No.: (608) 274-5789
Fax No.: (608) 273-5854
E-Mail: tkelly@wxc.com
Web Site: wxc.com

Provides computerized weather graphics systems, weather forecasting and analysis, weather data provision, and transmission and broadcast weather presentation.

Subsidiary Company: MyWeather, LLC
Subsidiary Location: Madison, WI
Year Established: 1974
Employees: 100
Annual Sales: $12,000,000
Percentage of International Sales: 5%
Accounting: Williams Young LLP and McGladrey & Pullen LLP
Banking/Other Financial: M&I Bank

Xerox Corp - Document Company

President: Ann Mulcahy, Paul Allare, CEO
Contact: Deric Clyce
Sales Manager
2802 Coho Street
Madison, WI 53713
Phone No.: (608) 273-6700
Fax No.: (608) 273-6742
E-Mail: deric.clyce@usa.xerox.com
Web Site: www.xerox.com

Provides products from desktop printers to high-end printing and production publishing systems. Also sales, service and support for all its products.

Parent Company: Xerox Corp.
Parent Location: Stamford, CT
Year Established: 1906
Employees: 63

XNR Productions Inc.

Director: Laura Exner
Contact: Paul Exner
Director, Marketing
100 South Baldwin Street, Suite 201
Madison, WI 53703

Custom cartography for publishers.

Year Established: 1995
Employees: 7
Accounting: Wegner & Assoc.
Banking/Other Financial: Anchor Bank
<table>
<thead>
<tr>
<th>Company Name</th>
<th>City/State, Zip</th>
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<tbody>
<tr>
<td>10 Hz, Inc.</td>
<td>Madison 53716</td>
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<tr>
<td>Advanced Centrifugals</td>
<td>Madison 53701</td>
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<td>Agrecol Corp.</td>
<td>Madison 53718</td>
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<td>Allergen Reduction</td>
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<td>Alpha Tech</td>
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<td>Applied Tech Solutions Inc.</td>
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<td>ARS Nova-Associated Research</td>
<td>Middleton 53562</td>
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<td>Avigene</td>
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<td>B&amp;C Group International</td>
<td>Dane 53529</td>
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<td>Bannatek Company</td>
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<td>Biocentric Solutions</td>
<td>Madison 53717</td>
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<td>Canadian Synchrotron Radiation Facility</td>
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<td>Cinet Custom Internetworking Inc.</td>
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<td>Deltanoid Pharmaceuticals, Inc.</td>
<td>Deerfield 53531</td>
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<td>Direct Technology Group, Inc.</td>
<td>Madison 53704</td>
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<td>DVIP Multimedia</td>
<td>Madison 53717</td>
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<td>Earthwhile Computer Services</td>
<td>Madison 53704</td>
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<td>eDNA</td>
<td>Madison 53705</td>
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<td>EmChen</td>
<td>Madison 53711</td>
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<td>Environmental Systems Analysis</td>
<td>Madison 53714</td>
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<td>FABSOFT, Inc.</td>
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<td>Fair Field Technology Group</td>
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<td>Gravity Collaborative</td>
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<td>Milwaukee PC</td>
<td>Madison 53704</td>
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<td>Minitube of America</td>
<td>Verona 53593</td>
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<td>Newcomer Supply</td>
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<td>Madison 53705</td>
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<tr>
<td>Sibervisions Inc.</td>
<td>Madison 53715</td>
</tr>
<tr>
<td>Small Potatoes</td>
<td></td>
</tr>
</tbody>
</table>
Terra Com
Madison  53713

Transgenic Bioassays
Madison  53719

Web Guy Design
Madison  53703

Wired Republik Technologies
Madison  53703

Xerox Conneqt Inc.
Madison  53713
Resources
**Dane County Extension Office**

Contact: Bill Rizzo  
Community Resource Development Educator

One Fen Oak Court  
Madison, WI  53706-1691  
Phone No.: (608) 224-3719  
Fax No.: (608) 224-3727

Provides assistance in community and economic development, community analysis, organization and revitalization; also helps small business with business location and expansion information.

**Madison Area Business Consultants (MABC)**

Contact: Eric S. Brown

5818 Piping Rock Road  
Madison, WI  53711  
Phone No.: (608) 274-3055  
E-Mail: esbrown@facstaff.wisc.edu  
Web Site: www.madisonconsultants.com or www.wisconsinconsultants.com

Independent business consultants who serve the business community at local, state, and national levels. Members provide consulting on computers, finance, human resources, marketing, planning, quality, risk management, small business and training.

*Year Established: 1987*

**SCORE**

CEO: James M. Conklin

Contact: James M. Conklin

505 South Rosa Road  
Madison, WI  53705-2398  
Phone No.: (608) 441-2820  
E-Mail: score@mgeinnovationcenter.com

Counsels entrepreneurs starting up or expanding their enterprise. Access to over 50 counselors/volunteers.

*Year Established: 1972*

**Small Business Access Line (SBAL)**

Contact: Neil Lerner  
Director

975 University Avenue, Room 3260  
Madison, WI  53704

Provides a free business information hotline available from 8:30 a.m. to 4:30 p.m., Monday through Friday. Experienced business people answer questions, provide information, guidance and referrals. Assistance is available for existing and future owners and manager.

*Affiliation: UW-Madison School of Business, Small Business Development Center*
**Small Business Development Center (SBDC)**

Director: Neil Lerner

Contact: Neil Lerner

975 University Avenue, Room 3260
Madison, WI  53707
Phone No.: (608) 263-7680
Fax No.: (608) 263-0818
E-Mail: sbdc@bus.wisc.edu
Web Site: www.uwsbdc.org

Helps business people become more successful by providing management training, advice and resources for entrepreneurs and small companies. Provides 107 seminars on many topics.

**Corporate Affiliation:** UW-Madison

**Year Established:** 1980

**Employees:** 5

---

**University of Wisconsin-Madison - College of Engineering**

Dean: Paul S. Peercy

Contact: Lawrence A. Casper
    Assistant Dean of Engineering, Research and Tech Transfer

1415 Engineering Drive
Madison, WI  53706-1691
Phone No.: (608) 265-4104
Fax No.: (608) 262-6400
E-Mail: casper@engr.wisc.edu
Web Site: www.engr.wisc.edu/industry/research.htm and www.wisc.edu/uir

Provides a primary contact point for business, industry, and government to access technical capabilities in engineering. The staff develops relationships between industry and college faculty, students, research centers and consortia, creating new opportunities.

---

**UW-Technology Enterprise Cooperative (UW-TEC)**

Dean: Paul Peercy, Andy Policano, and Lawrence Casper

Contact: Lawrence Casper
    Assistant Dean of Engineering

2620 Engineering Hall, 1415 Engineering Drive
Madison, WI  53706-1691
Phone No.: (608) 263-1600
Fax No.: (608) 262-6400

The Technology Enterprise Cooperative (UW-TEC) is a University of Wisconsin-Madison campuswide organization, created in 1992, that gives faculty and students the opportunity to experience the technology-based entrepreneurial process firsthand.

**Affiliation:** UW-Wisconsin, College of Engineering and School of Business

**Year Established:** 1992
**Wisconsin Department of Commerce**  
**Business Development Assistance Center**

**Contact:** Hampton Rothwell  
BDAC Director

201 West Washington Avenue  
P. O. Box 7970  
Madison, WI  53707  
Phone No.: (608) 267-0313  
Fax No.: (608) 267-0436  
E-Mail: hrothwell@commerce.state.wi.us  
Web Site: www.commerce.state.wi.us

Manages regulatory and permit clearance for economic development projects, informs companies of all sizes about permit processes and deadlines. Provides information on small business resources statewide.

**Wisconsin Department of Commerce**  
**Women’s Business Liason**

**Contact:** Kathleen Heady

201 West Washington Avenue  
P. O. Box 7970  
Madison, WI  53707  
Phone No.: (608) 266-9944  
Fax No.: (608) 267-2829  
E-Mail: kheady@commerce.state.wi.us

Provides consulting services to women-owned businesses and women’s business organizations. Identifies funding sources and technical assistance resources. Develops informational materials and training programs.

**Wisconsin Department of Commerce**  
**Bureau of Business Development**

**Contact:** John Stricker  
Bureau Director

201 West Washington Avenue  
P. O. Box 7970  
Madison, WI  53707  
Phone No.: (608) 261-7710  
Fax No.: (608) 267-2829  
Web Site: www.commerce.state.wi.us

Assists business expansions, promotes business retention and helps local development organizations-through knowledge of federal, state, and regional resources.

**Wisconsin Department of Commerce**  
**SBIR Outreach Office**

**Contact:** Cheryl Gain or Laura Baranowski

Provides information on the SBIR and other federal grant programs, state financial assistance programs and technology transfer opportunities.
Wisconsin Department of Commerce
Technology Business Finance Programs

Contact: Cheryl Gain
Director, Office of Science and Technology

201 West Washington Avenue
PO Box 7970
Madison, WI  53707
Phone No.:  (608) 261-7721
Fax No.:  (608) 267-0436
E-Mail:  cgain@commerce.state.wi.us
Web Site:  www.commerce.state.wi.us

Wisconsin Department of Commerce
Office of Science & Technology

Contact: Cheryl Gain
Director, Office of Science and Technology

Wisconsin Department of Commerce
Community Development Program

Contact: Douglas Thurlow
Economic Development

Wisconsin Department of Commerce
First point of contact for all Wisconsin Commerce programs including Early Planning Grants and Technology

Orientation and access to technology development financing programs to assist Wisconsin businesses to research and develop and bring to commercialization technological innovations that have the potential to provide economic benefit to the state.

Works on projects that improve technology business development in Wisconsin. Provides resource referrals to high-tech businesses.

Part of the Community-Based Economic Development Program. Designed to stimulate the start-up of facilities that provide new or expanding technically oriented businesses with office and lab space, support services. For non-profit organizations.
Wisconsin Department of Financial Institutions Division of Securities

Contact: David A. Cohen, Director
Supervising Attorney

345 West Washington Avenue
P. O. Box 1768
Madison, WI  53701-1768
Phone No.: (608) 266-2801
Fax No.: (608) 256-1259
E-Mail: david.cohen@dfi.state.wi.us
Web Site: www.wdfi.org

Through its small business information center, the Division provides assistance in understanding and complying with the Wisconsin Securities Law. Provides information and explains the options and procedures involved in offering securities.

Employees: 18

Wisconsin Technology Council (WTC)

Director: Larry Kline

Contact: Larry Kline

615 East Washington Avenue
P. O. Box 71
Madison, WI  53701-0071
Phone No.: (608) 442-7557
Fax No.: (608) 256-0333
E-Mail: larryk@wisctec.com

Serves as the leading policy advisor and catalyst for the creation, development and retention of science- and technology-based businesses in Wisconsin.

Year Established: 2001

Wisconsin Women’s Business Initiative Corporation (WWBIC)

President: Wendy K. Werkmeister

Contact: Jill K. French
Program Director, South Central Region

2300 South Park Street, Suite 4
Madison, WI  53713
Phone No.: (608) 257-5450
Fax No.: (608) 257-5454
Web Site: www.wwbic.com

A non-profit economic development corporation providing quality business education, technical assistance and access to capital for small and microbusinesses in Wisconsin.

Affiliation: WWBIC

Year Established: 1989
**Government Procurement**

**Madison Area Technical College**  
Business Procurement Assistance Center (BPAC)  
President: Dr. Beverly Simone  
Contact: Denise M. Kornetzke  
Program Manager  
211 North Carroll Street  
Madison, WI  53717  
Phone No.: (608) 258-2330  
Fax No.: (608) 258-2329  
E-Mail: dkornetzke@madison.tec.wi.us  
Web Site: http://www.madison.tec.wi.us/bpac

Assists, counsels, and advises small businesses in finding and obtaining government contracts; matches federal government bidding opportunities with area businesses. Provides specs for items and reviews past award histories from previous contracts.

*Year Established: 1988*

*Employees: 7*

*State or Federal Funding Sources: Defense Logistics Agency*

---

**International Development**

**Wisconsin Department of Commerce**  
International Division  
Contact: Mary Regel  
Administrator  
201 West Washington Avenue  
P. O. Box 7970  
Madison, WI  53707  
Phone No.: (608) 266-1767  
Fax No.: (608) 266-5551  
E-Mail: mregel@commerce.state.wi.us  
Web Site: www.commerce.state.wi.us

Assists Wisconsin manufacturers and service firms increase their export sales through one-on-one consultations, agent/distributor searches, trade shows, and trade missions.

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**EMPLOYEE TRAINING AND DEVELOPMENT**

**BioPharmaceutical Technology Center Institute (BTCI)**

Contact: Karin Borgh  
Executive Director

Offers educational programs in the life sciences, focusing on molecular biology-based field trips, workshops, and courses for a wide variety of audiences - from middle school students and their teachers to university and industry scientists.

*Year Established: 1993*
Herzing College

CEO: Henry G. Herzing
Contact: Don Madelung
President

5218 East Terrace Drive
Madison, WI  53718
Phone No.: (608) 249-6611
Fax No.: (608) 249-8593
E-Mail: mailbag@msn.herzing.edu
Web Site: www.herzing.com

Provides state-of-the-art training in: (Associate of Science) Computer, Electronics and Telecommunications; CAD Drafting; Computer Information Systems, Computer Network Technology (Bachelor of Science) Technology Management; Computer Information Technology

Affiliation: Herzing Colleges, Inc.

Parent Location: Milwaukee, WI

Year Established: 1948

Madison Area Technical College
Biotechnology Laboratory Technician Program

Contact: Joy McMillan

3550 Anderson Street
Madison, WI  53703
Phone No.: (608) 246-6001
Fax No.: (608) 246-6806
E-Mail: jmcmillan@madison.tec.wi.us
Web Site: www.biotech.madison.tec.wi.us

Offers an associate degree and continuing education in biotechnology courses including instrumentation, protein purification, cell culturing, bioprocessing, molecular biology and recombinant DNA techniques for individuals seeking employment in biotech.
EMPLOYEE TRAINING AND DEVELOPMENT

Wisconsin Department of Commerce
Customized Labor Training Fund

Contact: Todd Kearney
Division Administrator

201 West Washington Avenue
P. O. Box 7970
Madison, WI  53707
Phone No.: (608) 266-6675
Fax No.: (608) 267-2829
Web Site: www.commerce.state.wi.us

Encourages businesses to invest in the retooling and upgrading of equipment, productivity, and labor force by providing up to 50% of the cost of a work training force program.

FINANCING

Dane County Development Co. Inc. (DCDC)

President: Frank Staniszewski

Contact: Frank Staniszewski

550 West Washington Avenue
Madison, WI  53706
Phone No.: (608) 256-2799
Fax No.: (608) 256-1560
E-Mail: fstan@mdcorp.org

Provides direct loans to small businesses in Dane County and helps package applications for other government financial assistance programs.

Accounting: Grant Thornton

U.S. Small Business Administration

Contact: Tony Wagner
Loan Officer

740 Regent Street, Suite 100
Madison, WI  53715
Phone No.: (608) 441-5515
Fax No.: (608) 264-5541
E-Mail: anton.wagner@sba.gov
Web Site: www.sba.gov

Guarantees bank term loans for companies in need of equipment, buildings, working capital, or refinancing debt. Provides transactional finance and export counseling through the Export Assistance Center in Chicago. Provides free counseling and training.

Branch Office Location: 310 West Wisconsin Avenue, Suite 400, Milwaukee, WI 53203

Year Established: 1954
Employees: 15
Madison Development Corporation

President: Frank Staniszewski

Contact: David Scholtens
Vice President

550 West Washington Avenue
Madison, WI  53711-6223
Phone No.: (608) 256-2799
Fax No.: (608) 256-1560
E-Mail: dscholtens@mdcorp.org
Web Site: www.mdcorp.com

Provides loans to Madison businesses for working capital and fixed asset purchases.

U.S. Small Business Administration
International Trade Assistance

Contact: Jim Bren

212 East Washington Avenue, Suite 213
Madison, WI  53703
Phone No.: (608) 264-5261
Fax No.: (608) 264-5541

Guarantees bank term loans for companies in need of equipment, building, working capital, or refinancing debt. Provides transactional finance and export counseling through the Disaster Assistance Center in Chicago. Provides free counseling and training through the Service Corporation of Retired Executives and Small Business Development Centers on University of Wisconsin Business School Campuses. Offers free legal assistance through the Federal Bar.

Wisconsin Business Development Finance Corporation
(WBDFC)

President: John Giegel

Contact: John Giegel

One South Pinckney Street
P. O. Box 2717
Madison, WI  53707-7970
Phone No.: (608) 258-8830 or (800) 536-6799
Fax No.: (608) 258-1664
Web Site: www.wbd.org

Provides risk capital for fixed-asset purchases (plant and equipment) up to $1,000,000. Long-term loans are available for qualified small-business applicants. Available financing is approximately $100,000,000.

Year Established: 1981

Employees: 30

Annual Sales: $100,000,000
### Capital Equipment

**Wisconsin Housing & Economic Development Authority (WHEDA)**

- **Contact:** Fritz Ruf  
  Executive Director

- 201 West Washington Avenue  
P. O. Box 1728  
Madison, WI  53703  
Phone No.: (800) 334-6873  
Fax No.: (608) 267-1099  
E-Mail: info@wheda.com  
Web Site: www.wheda.com

Financing for first-time home buyers, home improvements, affordable rental housing development; tax credits for affordable rental housing development; grants for special needs housing; loan guarantees for small business expansion and agricultural production.

*Branch Office Location: Milwaukee*

*Year Established: 1973*

*Employees: 180*

### Research and Development

**US Small Business Administration**

- **Contact:** Eric M. Ness  
  Acting District Director

- 740 Regent Street, Suite 100  
Madison, WI  53715  
Phone No.: (608) 441-5268  
Fax No.: (608) 441-5541  
Web Site: www.sba.gov

SBIR designee for SBA in the Madison District. The SBIR program funds innovative research and development proposals of small businesses (fewer than 500 employees). First-time applicants are eligible for funding up to $100,000. Offers a loan guaranty program.

*Employees: 15*

### Venture Capital

**Advantage Capital Wisconsin Partners I Limited Partnership**

- **Contact:** John Neis  
  Managing Principal

- University Research Park  
505 South Rosa Road  
Madison, WI  53719  
Phone No.: (608) 441-2700

Certified capital company (CAPCO).
Baird Venture Partners
Managing Partner: Paul J. Carbone
777 East Wisconsin Avenue
Milwaukee, WI 53202
Phone No.: (888) 761-9641
Fax No.: (414) 298-7490
E-Mail: pcarbone@rwbaird.com
Web Site: www.rwbaird.com

Makes private equity investments in early- to mid-stage companies with rapid growth potential within three industry sectors: technology services, communications and healthcare, and life sciences. Serves as either a lead or co-investor. Typical equity investment ranges between $1 million and $3 million.

Banc One Stonehenge Capital Fund Wisconsin, LLC
Contact: W. Kent Velde
Manager
780 North Water Street
Milwaukee, WI 53202
Phone No.: (414) 906-1702
E-Mail: kvelde@ATT.net

Certified capital company (CAPCO).

Early Stage Research, LLC
Research Manager: Adam J. Bock
6502 Grand Teton Plaza, Suite 204
Madison, WI 53719
Phone No.: (608) 664-9031
Fax No.: (608) 664-9033
E-Mail: info@earlystageresearch.com

Researches start-up businesses on behalf of a group of private investors in Wisconsin. Screens business plans of early stage companies to help its members make better decisions when investing in high-risk startup ventures. Since inception, Early Stage Research (ESR) investors have made three “group” investments. Total invested capital in 2000 was just under $725,000. ESR prefers to investigate businesses that would benefit from a round of seed financing in the $250k to $1mm range. ESR is not a fund and does not make investments. ESR members will play an active role to help start-ups with management, development, strategy, and financing.

Year Established: 2000

Venture Investors
Partner: Roger H. Ganser, John Neis, and Scott Button
Manager of $78 million in four private venture capital funds: Venture Investors of Wisconsin, Inc.; Venture Investors Early Stage Fund II L.P.; Venture Investors Early Stage Fund III LP; and Advantage Capital Wisconsin Partners I (a Wisconsin Certified Ca
Wilshire Investors, LLC
Certified capital company (CAPCO).

Contact: Charles Kearns
Managing Member
1511 West Market Street
Mequon, WI 53092
Phone No.: (262) 240-2954
E-Mail: ckearns@msn.com

Wisconsin Investment Partners
Provides a network of angel investors who support Wisconsin-based, high-technology companies. This support is provided via financial investments and business management expertise. The focus of WIP is start-up and early stage companies.

CEO: Terry Sivesand
Contact: Terry Sivesind
505 South Rosa Road
Madison, WI 53719
Phone No.: (608) 238-7674
Fax No.: (608) 238-1417
E-Mail: siv@itis.com
Year Established: 1999
Accounting: Grant Thornton
Banking/Other Financial: M&I Bank

FACILITIES AND SUPPORT SERVICES

Faraday Center
Provides competitive cost office and laboratory space for new and expanding businesses with common facilities, conference rooms, and on-site day-care center. Located within the serene setting of Fitchburg Center.

Partner: William Linton
Contact: Bill Dalrymple
Managing Director
2800 South Fish Hatchery Road
Madison, WI 53711
Phone No.: (608) 277-2606
Fax No.: (608) 273-6989
E-Mail: bdalrymp@promega.com
Web Site: www.fitchburgcenter.com
Corporate Affiliation: Fitchburg Research Park Associates, LP
Parent Company: Fitchburg Center
Year Established: 1983
Employees: 2

Laboratory Associated Business, Ltd.
Leases laboratory space for start-up and early stage growth companies. Furnishes space for young companies on a lease
Madison Enterprise Center
Contact: Sarah Hole
Manager
100 South Baldwin Street
Madison, WI 53703
Phone No.: (608) 256-6565
Fax No.: (608) 256-6561
E-Mail: hole@cwd.org

A small-business incubator for light industrial businesses. Eligible tenants are new and expanding companies. Shared services include photocopier, fax, conference room, and technical assistance. T1 Internet access included in rent.

Corporate Affiliation: Commonwealth Development, Inc., Madison, WI

Year Established: 1987

Accounting: Wegner LLP

Banking/Other Financial:

State or Federal Funding Sources: Wis. DOC, US DHHS

Main Street Industries
Contact: Richard Slone
Facility Director
931 East Main Street
Madison, WI 53703
Phone No.: (608) 286-MAIN (6246)
Fax No.: (608) 286-6248
E-Mail: sich@cwd.org
Web Site: www.cwd.org

Provides high tech and light industrial space at below market rates. Shared services include: fiber-optic communications, conference room, copier, loading dock, and technical support.

Corporate Affiliation: Commonwealth Development Corporation, Madison, WI

Year Established: 1994

MGE Innovation Center
Contact: Sharon Link
Manager
UW Research Park, Suite 175B
505 South Rosa Road
Madison, WI 53719
Phone No.: (608) 441-2800
Fax No.: (608) 441-2801
E-Mail: sharon@ventureinvestors.com
Web Site: www.universityresearchpark.org

Provides high-quality, below-market-cost office and laboratory space and equipment and on-site clerical and management assistance. Innovative start-up and early stage high-tech companies are the targeted tenants of the Innovation Center.

Year Established: 1989

Employees: 7

Accounting: Ernst & Young

Banking/Other Financial:
**University Research Park Inc.**

Director: Mark D. Bugher

Contact: Greg Hyer  
Associate Director

610 Walnut Street, Room 1265  
Madison, WI 53705-2336  
Phone No.: (608) 262-3677  
Fax No.: (608) 265-2886  
E-Mail: grhyer@facstaff.wisc.edu  
Web Site: www.universityresearchpark.org

Provides offices, laboratories, and building sites for science and technology-based companies. The MGE Innovation Center (a 49,000-square-foot incubator) offers emerging companies small lab and office suites with shared services. Provides a variety of UW-Madison related services that promote technology transfer.

*Year Established: 1985*

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**Networks**

**High Tech Consortium**

Contact: Katie Sue Hargraves

615 East Washington Avenue  
P. O. Box 71  
Madison, WI 53701-0071  
Phone No.: (608) 256-8348  
Fax No.: (608) 256-0333  
E-Mail: khargraves@wisconsininnovationnetwork.com  
Web Site: www.wisconsininnovationnetwork.com

Coordinates and organizes regular meetings and serves as a support network acquainting its attendees with issues that impact start-up and/or growing high-tech firms. Sponsored by the Wisconsin Innovation Network (WIN) Foundation.

*Affiliation: Greater Madison Chamber of Commerce, WIN Foundation*

*Year Established: 1983*

**Wisconsin Biotechnology Association**

President: Ralph Kauten

Contact: Ron Kuehn and James Leonhart  
Executive Vice-Presidents

2 East Mifflin Street, Suite 600  
Madison, WI 53703  
Phone No.: (608) 252-9393  
Fax No.: (608) 283-5508  
E-Mail: wba@dewittross.com  
Web Site: www.wisconsinbiotech.org

Provides multidimensional networking programs, volume discount purchasing programs, professional training/seminars, governmental relations/advocacy, public education programs. Hosts annual WBA Midwest Regional Biotechnology Conference.

*Year Established: 1987*
Wisconsin Space Business Roundtable
Manager: George D. French
Contact: George D. French
1212 Fourier Drive Space Center
Madison, WI  53719
Phone No.: (608) 827-5000
Fax No.: (608) 827-5050

Encourages and facilitates the development of aerospace programs at both the national and state levels. This is accomplished through intervention among government, industry, and academia.

TECHNICAL RESEARCH AND ASSISTANCE

Physical Sciences Laboratory
UW-Madison
Director: David Huber
Contact: Farshid Feyzi
   Associate Director
3725 Schneider Drive
Stoughton, WI  53701-0071
Phone No.: (608) 877-2213
Fax No.: (608) 877-2201
E-Mail: ffeyzi@psl.wisc.edu
Web Site: www.psl.wisc.edu

Provides fee-for-service research and development services to the Madison campus as well as to other laboratories, universities, and industries. Professional electrical and mechanical engineers and physicists provide electrical and mechanical design.

Year Established: 1967
Employees: 50
State or Federal Funding Sources: $3,000,000

University-Industry Relations,
UW-Madison
Director: Steven Price, Ph.D.
Contact: Phil Sobocinski, Ph.D.
   Associate Director for Technical Development & Commercialization
WARF Building, Room 1215
610 Walnut Street
Madison, WI  53704
Phone No.: (608) 263-2840

Provides access to UW-Madison’s scientific, engineering, and technological resources for industrial and economic development. Promotes technology transfer and develops university-industry research partnerships in areas of mutual interests.

Year Established: 1963
USDA Forest Service Forest Products Laboratory

Director: Christopher D. Risbrudt

Contact: Gorden E. Blum
   Director, Public Affairs

One Gifford Pinchot Drive
Madison, WI 53707
Phone No.: (608) 231-9200
Fax No.: (608) 231-9592
E-Mail: mailroom.forest.products.laboratory/fpl@fs.fed.us
Web Site: www.fpl.fs.fed.us

Improving the use of wood through science and technology, contributing to conservation and management of forest resources. Performs research on all aspects of conversion and use of the timber resource including: wood products; pulp, paper, and composites.

Year Established: 1910
Employees: 239

Wisconsin Alumni Research Foundation (WARF)

Contact: Bryan Z Renk
   Director, Patents and Licensing

614 Walnut Street
P. O. Box 7365
Madison, WI 53707
Phone No.: (608) 263-2500
Fax No.: (608) 263-1064
E-Mail: brenk@warf.ws
Web Site: www.wisc.edu/warf/

Administrates patenting and licensing of technologies discovered at UW-Madison.

Year Established: 1925
Employees: 42

Wisconsin Innovation Service Center (WISC)

Contact: Milissa Rick

402 McCutchan Hall, UW-Whitewater
Whitewater, WI 53190
Phone No.: (262) 472-1365
Fax No.: (262) 472-1600
E-Mail: mail.uww.edu
Web Site: www.uww.edu/business/innovate/innovate.htm

Provides technical and marketability evaluations of inventions and new product ideas from a preliminary standpoint. At the University of Wisconsin-Whitewater since 1980, WISC has researched the viability of over 6,250 ideas for entrepreneurs and inventors.

Year Established: 1980
<table>
<thead>
<tr>
<th><strong>Wisconsin Manufacturing Extension Partnership</strong></th>
<th>Provides manufacturing modernization services to small- and medium-sized Wisconsin manufacturers with regional offices in Madison, Milwaukee, and Appleton. These services include: technical assistance and lean manufacturing courses/workshops, etc.</th>
</tr>
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<tbody>
<tr>
<td>Chairman: Keith Peterson</td>
<td><strong>Corporate Affiliation:</strong> National Institute for Standards and Technology (NIST), Manufacturing Ext. Partnership, Gaithersburg, MD</td>
</tr>
<tr>
<td>Contact: Mike Klonsinski Executive Director</td>
<td><strong>Branch Office Location:</strong> Appleton, Milwaukee</td>
</tr>
<tr>
<td>2601 Crossroads Drive, Suite 145 Madison, WI 53718-7923</td>
<td><strong>Year Established:</strong> 1996</td>
</tr>
<tr>
<td>Phone No.: (608) 240-1740 Fax No.: (608) 240-1744</td>
<td><strong>Employees:</strong> 25</td>
</tr>
<tr>
<td>E-Mail: <a href="mailto:wmep@wmep.org">wmep@wmep.org</a> Web Site: <a href="http://www.wmep.org">www.wmep.org</a></td>
<td><strong>Annual Sales:</strong> $5,000,000</td>
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<td><strong>State or Federal Funding Sources:</strong> WI Department of Commerce; NIST</td>
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<tr>
<th><strong>Wisconsin Tech Search</strong></th>
<th>Provides business and industry with on-line literature and patent/trademark searches; document delivery of journal articles, patent; reports; standards and specifications, and book loans.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Director: Leonard Black</td>
<td><strong>Affiliation:</strong> UW-Madison</td>
</tr>
<tr>
<td>Contact: Leonard Black Director</td>
<td><strong>Year Established:</strong> 1965</td>
</tr>
<tr>
<td>215 North Randall Avenue Madison, WI 53706</td>
<td></td>
</tr>
<tr>
<td>Phone No.: (608) 263-5913 Fax No.: (608) 262-4739</td>
<td></td>
</tr>
<tr>
<td>E-Mail: <a href="mailto:wts@engr.wisc.edu">wts@engr.wisc.edu</a> Web Site: <a href="http://www.wisc.edu/techsearch.com">www.wisc.edu/techsearch.com</a></td>
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</tbody>
</table>

**NOTE:** This listing of resources provides high-tech entrepreneurs with an overview of the Greater Madison area’s one-of-a-kind and specialized programs and organizations. Not listed here are the numerous private business consultants, financial institutions, attorneys and accounting firms that also help develop business strategies and/or raise funds.
## MANUFACTURING

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**BUSINESS SERVICES**

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Survey Form
Greater Madison Area Directory of High-Tech Companies

If your firm was not listed or your listing is not up-to-date, please send current information on a copy of this form to: Jim Mohrbacher, Madison Gas and Electric Company, P. O. Box 1231, Madison, WI 53701-1231, or FAX (608) 252-4734 or to Peggy Yessa, City of Madison, P. O. Box 2985, Madison, WI 53701, or FAX (608) 267-8739

The next directory will be published in March 2003.

Company Name: ________________________________ NASIC Code: ______
CEO/President: _______________________________________________________
Contact and Title: ______________________________________________________
Street Address: _________________________________________________________
City/State/Zip Code: _____________________________________________________
Phone: ___________________________ FAX Number: __________________________
E-Mail Address: ___________________________ Web URL: _______________________
Corporate Affiliation: ____________________________________________________
Parent Company and Location: _____________________________________________
Branch Office Location: ___________________________________________________
Branch Office Locations: ________________________________________________
Number of Full-Time Employees in Dane County: _____________________________
Year Company was Established: __________________
Average Sales/Revenues: ___________________________ % International: ____________
Principal Activities/Services/Products: _______________________________________

Which firm(s) does your company use for the following services:
Attorney/Legal: ____________________________
Accounting: ________________________________
Management Consultant: ______________________


For more information about this directory or to obtain additional business and economic development information on the Greater Madison, Wisconsin area, please contact:

Peggy Yessa  
City of Madison  
Office of Business Assistance  
P.O. Box 2985  
Madison, WI  53701-2985  
(608) 267-8721/FAX (608) 267-8739  
E-mail: pyessa@ci.madison.wi.us  
www.businessmadison.com

Jim Mohrbacher  
Madison Gas and Electric Company  
Economic Development Unit  
P.O. Box 1231  
Madison, WI  53701-1231  
(608) 252-7116/FAX (608) 252-4734  
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www.mge.com