Talent and Technology
Spark Innovation...

in the Capital Region

2003
Greater Madison, Wisconsin Area Directory of High-Tech Companies
Talent and Technology . . . Spark Innovation in the Capital Region

The Greater Madison, Wisconsin metropolitan area (Capital Region) 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, infrastructure, and support network that allows entrepreneurs/researchers the opportunity to bring their research to the marketplace. Another factor is that the Capital Region is establishing strong regional economic partnerships, reliable transportation and power infrastructure, diversity in work force and real estate, and quality of life to retain its workforce and businesses.

Unique partnerships transform university research into products and services used worldwide. Among them are: UW-Madison University Industry Relations which matches industry and campus researchers for collaborations or strategic alliances; University Research Park, a campus-like setting for more than 100 technology-related companies; the MGE Innovation Center, a source of high-quality office and laboratory space for early-stage companies; and Madison Area Technical College’s customized employee training which focuses on critical technology support fields.

The Greater Madison areas’ strategic location means access to many private sector and public assistance networks such as: the Wisconsin Innovation Network which offers education, training, and financial network resources; Wisconsin Small Business Development Center, ranked No. 1 in the nation, provides business education tailored to high-growth companies; Wisconsin Small Business Innovation Consortium supports the commercialization of new technologies and provides assistance in strategies and techniques for securing federal research and development funding; Accelerate Madison fosters entrepreneurialism and information technology development; and Wisconsin Technology Council is organized to promote and support science and technology-based businesses.

Shown on the cover of the 2003 Greater Madison, WI Area Directory of High Tech Companies from top left going clockwise some of those stories are:

1. Despite the strong growth and ubiquity of plastic products, the plastics industry faces significant challenges-- global competition, spiraling oil prices, and environmental issues. To meet these challenges, five mechanical engineering faculty, three of whom are featured in the photo: Professor A. Jeffrey Giacomin (back row/far right), Assistant Professors Yuri Shkel (back row/far left) and Lih Sheng (Tom) Turng (front row/far right) are building on the college’s history of research excellence in polymer engineering by forming the Engineering Polymer Industrial Consortium (EPIC) and Polymer Engineering Center (PEC).

2. Plant pathology professor Jo Handelsman (R) discusses research with graduate student Zakee Sabree in her research lab.

3. The ability to grow a variety of human tissues using stem cells gives scientists the tools to fight and possibly cure a range of cell-based diseases. For example, diseases like Alzheimer’s, Parkinson’s, diabetes, heart disease and ALS can possibly be treated by replacing damaged cells with healthy ones. Stem cell technology can also aid in drug discovery, where populations of pure stem cells can serve as a rapid and efficient testing ground for chemicals that may prove medically effective.

Through the discovery of ways to isolate and culture embryonic stem cells at the UW-Madison, and through critical ongoing research at the WiCell Research Institute, knowledge is advancing that stem cells possess the potential to cure some of today’s most prevalent diseases. Pictured from left to right: Ren-He Xu M.D., Ph.D, Developmental Biology; Tim Kamp M.D., Ph.D, Cardiology; Dan Kaufman M.D., Ph.D, Hematology/Bone Marrow Transplantation; Su-Chen Zhang M.D., Ph.D, Nondevelopmental Biology; James Thomson V.M.D., Ph.D, Scientific Director, WiCell Research Institute; and Jon Odorico M.D., Transplant Surgery.

4. Developing a new process that efficiently produces hydrogen fuel from carbohydrates derived from plants is what this team of researchers is working on. A source of hydrogen that is nontoxic, nonflammable, and safely transportable in the form of oxygenated hydrocarbons derived from carbohydrates otherwise known as sugars. To further the commercialization potential of their research they have formed a new company, Virent Energy Systems, (Madison, Wisconsin). Pictured from left to right are: James Dumesic, Cofounder and Chairman of the Board; Ken Kenyon, Director - Prototype Development; Randy Cortright, Cofounder and Chief Technology Officer; Dwight Flach, Lead Prototype Engineer; Mark Daugherty, CEO; and Damon Bresenham, Director of Business Development.
5. An interdisciplinary team of UW-Madison engineering and physics researchers are leading a team to use silicon germanium quantum dots to build a semiconductor-based quantum gate or qubit to serve as the foundation for a new generation of computers. A working quantum computer could be so powerful that it would solve in seconds certain problems which would take the fastest existing supercomputer millions of years to complete. Clockwise from top left: Dan van der Weide, Bob Joynt, Mark Eriksson, and Max Lagally.

6. In Assistant Professor Nimmi Ramanujam’s hands, a beam of light becomes a powerful tool for diagnosing illness and performing medical miracles. Researchers at UW Hospital are working with Ramanujam to develop a noninvasive technique to detect breast cancer during surgery or diagnosis.

A handheld probe will introduce light at certain wavelengths into the tissue. The light will go through the tissue and come out at another wavelength as fluorescence; then you detect the light and its features. The wavelength properties and the intensity of the detected light tell you whether something is precancerous, cancerous, or normal without having to remove the cell tissue.

7. Clive Svendsen, a UW-Madison scientist, works to turn the enormous promise of stem cells into reality. Working closely with James Thomson, the first researcher to isolate human embryonic stem cells, he is at work coaxing stem cells to grow into a specific type of neural cell that produces dopamine. It is the unexplained death of these cells that causes Parkinson’s disease, a chronic and progressive brain disorder. Stem cells could benefit Parkinson’s patients by eventually providing a supply of healthy dopamine-producing cells that could restore normal brain function.

The Madison area high technology community is leveraging its assets through a partnership called the Capital Region Technology Network which will elevate Madison’s and Wisconsin’s competitiveness in the New Economy of information and bioscience technology. Initiatives will focus on intensifying high technology research and investment and addressing urban growth and transportation opportunities that preserve Madison’s quality of life. These initiatives and others will promote a more unified approach to ensure Madison’s continued success as a major technology center and one of the nation’s most livable metropolitan areas.
About the Cover

Special thanks go to Professor Jim Beal, UW-Madison, College of Engineering; Andy Cohen, WARF; Bruce Fritz/Fritz Photography, and Jeff Miller, UW-Madison, University Communications for their assistance in securing information and for their permission to use photos for this year’s cover.

Courtesy of: Bruce Fritz/Fritz Photography

Courtesy of: Jeff Miller, UW-Madison, University Communications

Courtesy of: Jeff Miller, UW-Madison, University Communications

Courtesy of: Bruce Fritz/Fritz Photography

Courtesy of: Professor Jim Beal, UW-Madison, College of Engineering

Courtesy of: Madison Gas and Electric

Courtesy of: Professor Jim Beal, UW-Madison, College of Engineering
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Introduction and Overview

The Greater Madison Area 2003 Directory of High-Tech Companies is a joint effort between the City of Madison and Madison Gas and Electric Company (MGE).

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

Originally published simply to publicize the array of high-tech companies in the Greater Madison area, the directory has become a first source for accurate information about high-tech companies in the Capital Region. Investors seeking investment opportunities in our community use it. Companies seeking new locations, collaborative partners and local companies searching for information networking and resources use it. Both job seekers and employers use the directory to find and fill positions in science and technology companies.

Information contained in the directory is received directly from company surveys. 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.

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 187) 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 450 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 $4.25 billion in annual sales, revenues, and government awards or contracts).

- Overall employment in the area has increased nearly 2.5 percent per year the past five years and now totals approximately 299,000.
- More than 8.5 percent of the area's total employment (26,000 jobs) is in the high-tech area. During the period of 1997 through 2002, high-tech employment added more than 8,000 jobs; more than 9 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 25 percent.
- A total of 19 firms have asked not to be listed or have been dropped from last year’s directory due to contractions, failures, mergers, consolidations, or relocations. Twenty-four (24) firms have been added to this year’s directory, more than 10 are recent start-ups or new expansions into Dane County.
- In 2000, a total of 59 companies had corporate affiliations with firms outside the Madison Metro area. In 2001, 79 companies, or about 21 percent of the total, had corporate affiliations with firms outside of the Madison area. For 2002, approximately 100 companies, or about 26 percent of the total, had corporate affiliations with firms outside of the Madison area.
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, 2000-2001. And a recent U.S. News and World Report ranked UW-Madison’s College of Engineering sixth in publically funded universities and twelfth overall.

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, 100 companies employing 4,000 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 165 for a listing of high-tech resources available in the Greater Madison area.

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. If there is information that is not current, please send corrected information to us (see Survey Form, page 197). 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, thanks to Barb Brown, MGE Administrative Support, for data entry and editing support and Jackie Goltz and Tom Sweeney, City of Madison, with electronic survey and database assistance and design.
BIOTECHNOLOGY
(chemical manufacturing, transforming in/organic raw materials)
1.01 **ABS Global**

CEO: Ian Biggs
Contact: Robin Starkenburg
Global Communications Manager

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

ABS is the leading global source of bovine genetics and related animal care products with markets in more than 70 countries around the world.

**Parent Company:** Genus plc

**Parent Location:** Crewe, Cheshire, UK

**Branch Office Location:** Brazil, UK, Italy, Canada, Mexico

**Year Established:** 1941

**Employees:** 350

**Annual Sales:** $75,000,000

**Percentage of International Sales:** 50%

1.02 **August, LLC**

CEO: Robert A. Kirshner

1623 Madison Street
Madison, WI 53711
Phone No.: (608) 256-1229
E-Mail: rkirschner@netscape.net

Biotechnology company commercializing its patented antibody product which improves feed efficiency and enhances growth of animals consumed by humans.

**Year Established:** 2001

1.03 **Becton Dickinson Diagnostic Systems**

CEO: Edward J. Ludwig
Contact: Ed Trowbridge

2801 Industrial Drive
Madison, WI 53713
Phone No.: (608) 221-2218
Fax No.: (608) 221-2225

Manufactures prepared microbiological culture media for use in hospitals, clinics, and by the industrial market.

**Parent Company:** Becton Dickinson and Company, Franklin Lakes, NJ

**Year Established:** 1897

**Employees:** 125

1.04 **BellBrook Labs LLC**

CEO: Robert Lowery
Contact: John Mejor
COO

505 South Rosa Road
Madison, WI 53719
Phone No.: (608) 441-2965
Fax No.: (608) 441-2967
E-Mail: john.major@bellbrookslabs.com

Develops in-vitro systems that accurately model human disease process thereby enabling discovery of true effective therapies.

**Year Established:** 2002

**Employees:** 4
1.05 **Biocentric Solutions, Inc.**

**President:** Dr. Martin Janiak  
**Contact:** Cathy Schaub  
**Vice President, Marketing**

8417 Excelsior Drive  
Madison, WI 53717  
**Phone No.:** (608) 821-0821  
**Fax No.:** (608) 821-0822  
**E-Mail:** cschaub@biocentricsolutions.com  
**Web Site:** www.biocentricsolutions.com

Designs, develops, and implements biometric-based hardware and software solutions for the corporate, financial, government, health care, education and e-commerce markets.

**Branch Office Location:** Johannesburg, South Africa

**Year Established:** 1999  
**Employees:** 25  
**Annual Sales:** $750,000  
**Percentage of International Sales:** 20%  
**Accounting:** Arthur Anderson  
**Banking/Other Financial:** Bank One

1.06 **Bone Care International, Inc.**

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

A pharmaceutical company engaged in discovering, developing and commercializing improved vitamin D-hormone therapies to treat secondary hyperparathyroidism, kidney, renal and osteoporosis as well as cancers of the breast, colon and prostate.

**Year Established:** 1987  
**Employees:** 120

1.07 **Brain Wave Technologies, Inc.**

**CEO:** Dr. Virginia Deibel  
124 Owen Road  
Madison, WI 53716  
**Phone No.:** (608) 204-7440  
**Fax No.:** (608) 204-7445  
**E-Mail:** virginia@thoughtforfood.org  
**Web Site:** www.thoughtforfood.org

Microbiology services for the food industry to help companies produce safe food. Services include research, product development, third-party audits, and development of food safety systems.

**Year Established:** 2001  
**Employees:** 5  
**Accounting:** Clifton Gunderson  
**Management Consultant:** Jen Isrealite Consulting  
**Banking/Other Financial:** First Business Bank
1.08 **Cellettech Ltd./National Homeotherapeutics Products**

President: John Cain

518 Tasman Street, Suite E/B
Madison, WI 53714
Phone No.: (608) 221-9412
Fax No.: (608) 221-9533
Web Site: celletech.com, nathompro.com

Manufacturer of micronutrition products.

*Year Established: 1986*

*Employees: 25*

*Annual Sales: $1,000,000*

*Percentage of International Sales: 10%*

*Banking/Other Financial: Associated Bank of Madison*

1.09 **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*

1.10 **CNS Pharmaceuticals, Inc.**

CEO: Anton H. Clemmens

5854 Schumann Drive
Madison, WI 53711
Phone No.: (262) 272-4685
E-Mail: laehrke13@aol.com

CNS’s Platform Technology has created a new class of drugs to readjust intercellular communications.

*Year Established: 2000*

1.11 **Coating Place Inc.**

CEO: 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: 63*

*Annual Sales: $10,000,000*

*Percentage of International Sales: 15 to 20%*

*Accounting: Smith & Gesteland*

*Banking/Other Financial: M&I Bank*
1.12 **ConjuGon, Inc.**

**CEO:** Richard Burgess  
**Contact:** Sal Braico  
Business Manager  
505 South Rosa Road  
Madison, WI  53719  
Phone No.: (608) 441-2890  
Fax No.: (608) 441-2891  
E-Mail: info@conjugon.com  
Web Site: www.conjugon.com

Biotech drug development company.  

*Year Established: 2001*  
*Employees: 3*  
*Accounting: Grant Thornton*  
*Banking/Other Financial: M&I Bank*

1.13 **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*

1.14 **Deltanoid Pharmaceuticals**

**CEO/President:** Hector F. DeLuca  
**Contact:** Linda Leikness  
Chief Operations Officer  
645 Science Drive  
Madison, WI  53711  
Phone No.: (608) 238-7710  
Fax No.: (608) 238-7715  
E-Mail: info@deltanoid.com  
Web Site: www.deltanoid.com

A biopharmaceutical company engaged in research, development, and commercialization of novel therapies for the treatment of diseases including osteoporosis, psoriasis, autoimmune diseases, cancers, and transplant organ rejects.  

*Year Established: 2001*  
*Accounting: Grant Thornton*  
*Attorney: Michael Best & Friedrich LLP*  
*Banking/Other Financial: M&I Bank*
1.15 **eMetagen, LLC**

President: Robert Goodman

939 University Bay Drive  
Madison, WI 53705  
Phone No.: (608) 347-9192  
E-Mail: rgoodman@emetagen.com  
Web Site: www.emetagen.com

An environmental genomics company using the diversity of microorganisms dwelling in the soil, human body, and other environments for the discovery of drugs and other natural products.

*Year Established: 2002*  
*Employees: 1*  
*Accounting: Grant Thornton*  
*Management Consultant: Techstar*  
*Banking/Other Financial: US Bank*

1.16 **Epicentre Technologies Corporation**

CEO: 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 Establishes: 1987*

1.17 **Gala Design Inc.**

President: Dr. Paul Weiss  
Contact: Dr. Paul Weiss

8137 Forsythia Street  
Middleton, WI 53562  
Phone No.: (608) 824-9920  
Fax No.: (608) 824-9930  
E-Mail: galainfo@gala.com  
Web Site: www.gala.com

Contract manufacturer of recombinant proteins for pharmaceutical and genomics company clients.

*Year Established: 1996*  
*Employees: 30*  
*Accounting: McGladrey & Pullen*  
*Banking/Other Financial: Anchor Bank*
1.18 **Genetel Laboratories, LLC**  
CEO: David Huang  
Contact: David Huang  
1202 Ann Street  
Madison, WI 53713  
Phone No.: (608) 257-1380  
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, and chicken antibodies. Antibody arrays and protein profiling.  
*Year Established: 2001*

1.19 **Geneva Flavors Inc.**  
President: Warren Meyer  
Contact: Warren Meyer  
413 Moravian Valley Road  
Waunakee, WI 53597  
Phone No.: (608) 849-9440  
Fax No.: (608) 849-9441  
Manufactures and markets savory flavors to the food industry.  
*Year Established: 1991*  
*Employees: 25*  
*Annual Sales: $7,000,000*

1.20 **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*

1.21 **GWC Instruments, Inc.**  
CEO: Stephen C. Weibel  
505 South Rosa Road, No. 117  
Madison, WI 53719  
Phone No.: (608) 441-2720  
Fax No.: (608) 441-2801  
E-Mail: gwc@gwcinstruments.com  
Web Site: www.gwcinstruments.com  
Develops and manufactures bioanalytical instruments and microarray chips for biomolecular research.  
*Year Established: 1997*  
*Percentage of International Sales: 50%*  
*Banking/Other Financial: M&I Bank*
1.22 **Harlan Teklad**  
CEO: Hal P. Harlan  
Contact: Jeff Easley  
Director, Marketing  
2826 Latham Drive  
P. O. Box 44220  
Madison, WI 53744-4220  
Phone No.: (317) 894-7521  
Fax No.: (317) 894-1840  
E-Mail: harlan@harlan.com  
Web Site: www.harlan.com

Provides products and services to the research community.  
A world leader in the commercial production and supply of laboratory animals. Over 200 stocks and strains are available worldwide, including mice, rats, hamsters, guinea pigs, gerbils, dogs, cats, rabbits and swine.

*Parent Company: Harlan*  
*Parent Location: Indianapolis, IN*

1.23 **Harlan-Bioproducts for Science**  
CEO: Hal P. Harlan  
Contact: Jeff Easley  
Director, Marketing  
2826 Latham Drive  
Madison, WI 53713  
Phone No.: 1-800-9science  
Fax No.: (817) 894-1840  
E-Mail: harlan@harlan.com  
Web Site: www.hbsp.com

Leading supplier of custom immunological products and services, offering: large-scale, in-vivo and in-vitro monoclonal antibody production under cGMP and research guidelines. Polyclonal production in rabbits, goats/sheep, mice, rats, etc., peptide synthesis, conjugation, purification, hybridoma development and much more. Also provides a wide selection of animal sera, tissue, fetal bovine serum, cytokines, and growth factors.

1.24 **Heartland Diagnostic Services Inc.**  
Contact: Bill Bartkowiak  
121 Nob Hill Road  
Madison, WI 53713  
Phone No.: (608) 274-3433  
Fax No.: (608) 274-8411

Supplier of radiopharmaceuticals, i.e., radiopharmacy.

*Parent Company: Central Pharmacy Services, Inc.*  
*Year Established: 1994*  
*Employees: 12*  
*Annual Sales: $2,000,000*

1.25 **Helix Diagnostics, LLC**  
COO: James Timmins  
5922 Schumann Drive, Suite A-1  
Madison, WI 53711  
Phone No.: (608) 277-0791  
Fax No.: (608) 277-0701  
E-Mail: helixdiagnostics@aol.com

Performs viral load and oncology testing with a novel technology-CE-LIF direct detection system.
1.26 **Infigen, Inc.**

CEO: Walter Simson  
Contact: Walter Simson  
1825 Infinity Drive  
DeForest, WI  53532  
Phone No.: (608) 846-0500  
Fax No.: (608) 846-0520  
E-Mail: wsimson@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:** 23

1.27 **Iogenetics LLC**

CEO: Jane Homan  
P. O. Box 620128  
Middleton, WI  53562  
Phone No.: (608) 821-6200  
Fax No.: (608) 824-9930  
E-Mail: jane_homan@iogenetics.com

Produces transgenic livestock for agricultural applications.  
**Year Established:** 2000  
**Employees:** 2  
**Accounting:** Grant Thornton  
**Attorney:** LaFollette, Godfrey and Kahn  
**Management Consultant:** Venture Investors

1.28 **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:** Skala & Associates  
**Banking/Other Financial:** M&I Bank

1.29 **Knight Hollow Nursery Inc.**

CEO: Debra McCown  
3333 Atom Road  
Middleton, WI  53562  
Phone No.: (608) 831-5570  
Fax No.: (608) 831-3099  
E-Mail: knighthollownursery@tds.net

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  
**Banking/Other Financial:** State Bank of Cross Plains
1.30 Lucigen Corp.

President: David Mead, Ph.D.

Contact: Thomas Schoenfeld
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

1.31 Mirus Corporation

President: Terry Sivesind

Contact: Tim Lockie
Director, Business Operations

505 South Rosa Road, Suite 104
UW Research Park
Madison, WI 53719-1267
Phone No.: (608) 238-4400
Fax No.: (608) 441-2849
E-Mail: timl@genetransfer.com
Web Site: www.genetransfer.com

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: 47
Accounting: Grant Thornton - Madison
Banking/Other Financial: First Business Bank
State or Federal Funding Sources: NIH-SBIR, NIST-ATP

1.32 Monsanto Company Agracetus Campus

Director: Shay Sunderland

Contact: Thomas W. Grade
Operations Director

8520 University Green
P. O. Box 620999
Middleton, WI 53562
Phone No.: (608) 821-3500
Fax No.: (608) 836-9710
Web Site: monsanto.com

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
Parent Location: St. Louis, MO
Year Established: 1981
Employees: 100

1.33 NemaGain Research, LLC

CSO: Andreas Wissmann

4246 Blue Mounds Trail
Black Earth, WI 53515
Phone No.: (608) 767-1257
Fax No.: (608) 767-3732
E-Mail: a.wissman@nemagain.com

Leverages its experience with human pharmaceutical drug discovery and function-first screening technology towards establishing a high-quality drug development pipeline.

Year Established: 2000
1.34 **NeoClone**

**CEO:** Deven McGlenn  
**Contact:** Deven McGlenn  
1202 Ann Street  
Madison, WI  53713  
Phone No.: (608) 260-8190  
Fax No.: (608) 260-8192  
E-Mail: deven@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: 5*  
*Annual Sales: $150,000+*  
*Percentage of International Sales: 10%*  
*Accounting: Meicher*  
*Attorney: DeWitt Ross and Stevens*  
*Banking/Other Financial: M&I Bank*

1.35 **NimbleGen Systems, Inc.**

**CEO:** Mike Treble  
One Science Court  
Madison, WI  53711  
Phone No.: (608) 218-7600  
Fax No.: (608) 218-7601  
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. Enables users 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*  
*Management Consultant: Venture Investors, Baird Venture Partners, Tactics IT and Sk*  
*Banking/Other Financial: M&I Bank*  
*State or Federal Funding Sources: Wisconsin Department of Commerce, NIH*
1.36 **Novagen Inc.**
CEO: Robert Mierendorf, Ph.D.
Contact: Robert Mierendorf, Ph.D.
441 Charmany Drive
UW Research Park
Madison, WI 53711
Phone No.: (608) 238-6110
Fax No.: (608) 238-1388
Web Site: www.novagen.com
Manufactures products for molecular biology and proteomics research in the areas of protein expression and purification, and gene and protein analysis.

**Parent Company:** Merck KGaA,

**Parent Location:** Darmstadt, Germany

**Year Established:** 1989

**Employees:** 73

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

**Percentage of International Sales:** 40%

1.37 **Nutra-Park Inc.**
CEO: Chris Elliott
Contact: Jan Hayler
Administrative Assistant
3225 Deming Way, Suite 140
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:** 25

1.38 **PanVera LLC**
General Manager: Tom Schwei
501 Charmany Drive
Madison, WI 53719
Phone No.: (608) 204-5000
Fax No.: (608) 204-5200
E-Mail: techsupport@panvera.com
Web Site: www.panvera.com
Delivers highly predictive, turn-key bioassays to drug discovery scientists. Uses miniaturizable technologies, such as fluorescence resonance energy transfer, fluorescence polarization and beta-lactamase to develop off-the-shelf assays for high-throughput primary and secondary drug screening. Pharmaceutical collaborators also work with us to custom produce assays or proteins for specific screens. The focus is on creating Assays that accurately predict the in vitro behavior of important biological mediators in the kinase, nuclear receptor, GPCR, protease and ion channel target classes.

**Year Established:** 1992

**Employees:** 122

**Parent Company:** Vertex Pharmaceuticals
(Pending sale to Invitrogen Corp., Carlsbad, CA)

**Parent Location:** Cambridge, MA
1.39 **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  
E-Mail: Russ.Smestad@powderject.com  
Web Site: www.powderject.com

Markets flu and other 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 sixth largest vaccine company worldwide.

*Parent Company: Wholly owned subsidiary of PowderJect Pharmaceuticals PLC*

*Parent Location: Oxford, U.K.*

*Year Established: 1997*

*Employees: 89*

1.40 **PPD Development**

CEO: Fred Eshelman

Contact: Magdalena Mejillano

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

Leading global provider of development services and products for pharmaceutical and biotechnology companies. With a global infrastructure, dedicated project teams, cross-functional therapeutic units and innovative technologies, PPD Development delivers solutions for preclinical programs, Phase I-IV clinical development and post-market support.

*Parent Company: PPD, Inc.*

*Parent Location: Wilmington, NC*

*Subsidiary Location: 54 offices, clinics and labs in 24 countries.*

*Year Established: 1985*

*Employees: 300*

1.41 **ProCertus BioPharm, Inc.**

CEO: Robert Lippert

Contact: 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 protects healthy human cells against toxic cancer chemo- and radio-therapy and protects livestock and humans from harmful gastrointestinal pathogens.

*Year Established: 1997*

*Employees: 3*
1.42 Promega Corporation

CEO: William A. Linton
Contact: Roger Larrick
Creative Director

2800 Woods Hollow Road
Madison, WI  53711-5399
Phone No.: (608) 298-4663
Fax No.: (608) 277-2601
E-Mail: rlarrick@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, China, France, Germany, Italy, Japan, Switzerland, Netherlands, and UK.

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

1.43 Protient

CEO: David Lenzmeier
Contact: Barney Losenegger
General Manager

N2689 County S
P. O. Box 67
Juda, WI  53550
Phone No.: (608) 934-1400,
Fax No.: (608) 934-1044
E-Mail: blosenegger@protient.com

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%

1.44 Quintessence Biosciences, Inc.

CEO: Ralph Kauten
Contact: Laura Strong
Vice President, Strategic Marketing

505 South Rosa Road
Madison, WI  53719
Phone No.: (608) 441-2950
Fax No.: (608) 441-2952
E-Mail: info@quintbio.com
Web Site: www.quintbio.com

Early stage biotechnology company focused on using innovative patented technologies to develop improved pharmaceuticals and research products.

Year Established: 2000
Employees: 2
1.45 **Renovar, Inc.**

Partner: 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*

1.46 **Rhodia, Inc.**

Manager: Brian Sinkoff  
Contact: Dennis Whitehead  
Material Management  
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*

1.47 **Scientific Protein Laboratories, Inc.**

CEO: 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  
E-Mail: splcs@splpharma.com  
Web Site: www.spl-pharma.com

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: Wyeth*

*Parent Location: Madison, NJ*

*Year Established: 1969*

*Employees: 125*

*Banking/Other Financial: US Bank*
1.48 **SLIL Biomedical Corp.**

CEO:  James E. Rurka  
Contact:  Marla Johnson  
Executive Administrator  

505 Science Drive, Suite C  
Madison, WI  53711-1093  
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, and associated diagnostics.

*Branch Office Location:  535 Science Drive, Madison, WI and Menlo Park, CA*

*Year Established:  1996*  
*Employees:  12*  
*Banking/Other Financial:  M&I Bank*

1.49 **Stratatech Corporation**

President:  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, US Bank*

1.50 **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:  40*  
*Annual Sales:  $10,000,000*

1.51 **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  
Fax No.:  (608) 273-8618  
Web Site:  www.twt.com

Provides genetic analysis solutions for clinical diagnostics and clinical studies. The company’s Invader technology offers unmatched ease of use, accuracy, and cost-effectiveness and can be used for geno typing and gene expression.

*Year Established:  1993*  
*Employees:  165*
1.52  **Trek Diagnostic Systems, Inc.**

**CEO:** Mike Burke  
**Contact:** Nadine Sullivan  
Chief Science Officer

210 Business Park Drive  
Sun Prairie, WI 53590  
Phone No.: (216) 351-8735  
Fax No.: (216) 351-5456  
Web Site: www.trekds.com

Produces medical diagnostic products.

**Parent Company:** Trek Diagnostic Systems, Inc.  
**Parent Location:** Cleveland, OH  
**Year Established:** 1999  
**Employees:** 36
INSTRUMENT, MACHINERY MANUFACTURING
(nonelectronic machinery/apparatus)
2.01 **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*

2.02 **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*

2.03 **Datex-Ohmeda**

CEO: Richard Atkin

Contact: Lori Cross
Vice President/General Manager

Ohmeda Drive
P. O. Box 7550
Madison, WI 53707-7550
Phone No.: (608) 221-1551
Web Site: www.datex-ohmeda.com

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

*Parent Company: Instrumentarium Corp.*

*Parent Location: Helsinki, Finland*

*Year Established: 1946*

*Employees: 660*
2.04 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
Attorney: Eustice, Laffey & Shellander
Accounting: Bendt & Ditscheit
Banking/Other Financial: DMB Community Bank

2.05 Fleetguard-Nelson

President: Rick Mills
Contact: Doug Benham
Vice President, Sales

1801 Highway 51
P. O. Box 600
Stoughton, WI 53589
Phone No.: (608) 873-4200
Fax No.: (608) 873-4166
Web Site: www.nelsondiv.com

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.
Subsidiary Company: Universal Silencer
Subsidiary Location: Stoughton, WI
Year Established: 1939
Employees: 2000

2.06 Flownamics Analytical Instruments Inc.

CEO: Michael J. Biksacky
Contact: David Prine
Manager, Sales & Marketing

9 Marsh Court
Madison, WI 53718
Phone No.: (608) 240-1604
Fax No.: (608) 240-1606
E-Mail: info@flownamics.com
Web Site: www.flownamics.com

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
2.07  **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*

2.08  **Jenkins Research and Manufacturing Corporation**

**CEO:** 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, robotic 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: 25*  
*Annual Sales: $1,600,000*

2.09  **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


*Year Established: 1938*  
*Employees: 300*  
*Attorney: Lathrop & Clark*  
*Banking/Other Financial: US Bank*

2.10  **REXAM Medical Packaging Inc.**

**Sector Director:** Anthony MacLaurin  
**Contact:** Rob Tweed  
Director of Operations

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: 1963*  
*Employees: 115*
2.11 **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: js@scilog.com and scilog@scilog.com
Web Site: www.scilog.com

Designs and manufactures smart pumps for use in the biotech, pharmaceutical, and food research and development 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*

2.12 **Softwave Pumps, LLC**

President: Tom Holdorf
Contact: Ray Romblom  
Vice President

106 Highway 51 North
Edgerton, WI  53534
Phone No.: (608) 884-3380
Fax No.: (608) 824-0990
E-Mail: softwave@chorus.net
Web Site: softwavepumps.com

Designs and manufactures high purity centrifugal pumps made from solid 316L stainless steel for the biotech and pharmaceutical industries.

*Year Established: 2002*
*Employees: 3*
*Attorney: LaFollette Godfrey & Kahn*
*Accounting: Accounting Services*
*Banking/Other Financial: Middleton Community Bank*

2.13 **Universal Silencer**

CEO: Randall J. Eppli
Contact: Ken Murray

1925 Highway 51/138 West
P. O. Box 411
Stoughton, WI  53589
Phone No.: (608) 873-4272
Fax No.: (608) 873-4298
E-Mail: us@universal-silencer.com
Web Site: www.universalsilencer.com

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

*Parent Company: A Fleetguard Company, Cummins Engine Co.*
*Year Established: 1959*
*Employees: 210*
*Annual Sales: $40,000,000*
COMPUTER AND ELECTRONIC MANUFACTURING
3.01 ALERT Systems Inc.

President: Kendall Post

8025 Excelsior Drive
Madison, WI 52717
Phone No.: (608) 827-7911
Fax No.: (608) 827-8919

Developer of a new emergency warning and information system that involves natural, all-hazard incident management capability. A system called R% has three components: (1) Command center systems, (2) smart resources that deploy information to geographic areas of any size or shape and to audiences by function, unit and rank, and (3) an EM Internet that gives all agencies direct communication to each other, sending data and other vital resources in real-time.

Year Established: 1996
Employees: 5

3.02 Alfalight, Inc.

President: Eric Apfelbach
Contact: Terry Markwardt
Executive Vice President Sales, Marketing & Business Development

1832 Wright Street
Madison, WI 53704
Phone No.: (608) 240-4880
Fax No.: (608) 240-4801
E-Mail: info@alfalight.com
Web Site: www.alfalight.com

Develops and manufactures high-powered laser diodes for telecommunications, military, and industrial applications. These patented technologies are based on the use of aluminum free active-region(alfa) diode lasers and novel structures to produce state-of-the-art power and performance results for wavelengths from 700-1600 nm.

Year Established: 1998
Employees: 45
Annual Sales: $6,000,000
Percentage of International Sales: 10%

3.03 Artesyn Communication Products, LLC

President: Robert Aebli
Contact: Patricia Armstrong
MarCom Manager

8310 Excelsior Drive
Madison, WI 53717
Phone No.: (608) 831-5500
Fax No.: (608) 831-4249
E-Mail: info@artesyncp.com
Web Site: www.artesyncp.com

Leading provider of communications technology for the next generation communications networks. Based on open standards, Artesyn offers a comprehensive suite of WAN interfaces, CPU boards, system controllers, media processing blades, protocol software and communications subsystems. ArtesynÆs products are used by OEMs to develop worldwide teledatalcom networks and real-time communications applications.

Parent Company: Artesyn Technologies
Parent Location: Boca Raton, FL
Year Established: 1972
Employees: 200
Annual Sales: $45,000,000
Percentage of International Sales: 40%
3.04 Automation Components, Inc.
Co-owners: Troy Schwenn and Mike Drury
Contact: Mike Drury
2305 Evergreen Road
2309 Evergreen Road
Middleton, WI 53562
Phone No.: (608) 831-2585
Fax No.: (608) 831-7407
E-Mail: miked@workaci.com
Web Site: www.workaci.com
Manufactures sensing devices for the building automation industry.
Year Established: 1991
Employees: 60
Annual Sales: $7,000,000
Percentage of International Sales: 25%
Attorney: Dan MacDonald of Mohs, MacDonald Wittier & Paradise
Accounting: TDM Accounting

3.05 Automation Electronics, Inc.
CEO: Robert R. Anderson
Contact: Jack Herbert
Director, Marketing and Sales
6101 Pepsi Way
Windsor, WI 53598
Phone No.: (608) 846-8285
Fax No.: (608) 846-8287
E-Mail: aei@inxpress.net
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.
Year Established: 1997
Employees: 5
Annual Sales: $500,000

3.06 Automation Plus CSF Inc.
CEO: Dennis J. Hilgendorf
Contact: Dennis J. Hilgendorf
810 Highway 51 East
P. O. Box 227
Stoughton, WI 53589-0227
Phone No.: (608) 873-7130
Fax No.: (608) 873-7226
E-Mail: sales@csfincorporated.com
Web Site: hilgendorf.com, 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%
Attorney: DeWitt, Ross and Stevens
Accounting: Meicher & Associates
Banking/Other Financial: Amcore
3.07  **Berntsen International Inc.**

CEO: Rhonda L. Rushing  
Contact: Rhonda L. Rushing  
3801 Hanson Road  
P. O. Box 8670  
Madison, WI 53708-8670  
Phone No.: (608) 249-8549  
Fax No.: (800) 249-9794  
E-Mail: rlrushing@berntsen.com  
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.

**Year Established:** 1972  
**Employees:** 14

3.08  **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

3.09  **Bruker AXS Inc.**

President: Martin Haase  
Contact: Kline Wilkins  
Senior Vice President Operations  
5465 East Cheryl Parkway  
Madison, WI 53711  
Phone No.: (608) 276-3000  
Fax No.: (608) 276-3006  
E-Mail: info@bruker-axs.com  
Web Site: www.bruker-axs.com

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

**Year Established:** 1997  
**Employees:** 100  
**Annual Sales:** $39,000,000  
**Percentage of International Sales:** 31%  
**Attorney:** Axley Brynelson, LLP  
**Accounting:** PricewaterhouseCoopers LLP  
**Banking/Other Financial:** Bank One
3.10  **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*

3.11  **Gammex/RMI**

CEO:  Charles Lescrenier  
Contact: Inna Pyzhova  
Marketing & Trade Show Coordinator  
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*

3.12  **GE Medical Systems Lunar**

President and General Manager: Terri Bresenham  
Contact: Gitte Andreasen  
726 Heartland Trail  
Madison, WI  53717  
Phone No.: (608) 828-2663 or 826-7276  
Fax No.: (608) 826-7106  
Web Site: www.gemedical.com  
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*  
*Employees:  320*  
*Annual Sales: $88,000,000*
3.13 **Gilson, Inc.**

CEO: Dr. Robert Gilson

Contact: Daniel Maffet
Senior Vice President/Corporate Chief Operations Officer

3000 West Beltline Highway
P. O. Box 620027
Middleton, WI 53562-0027
Phone No.: (608) 836-1551
Fax No.: (608) 831-4451
E-Mail: dmaffet@gilson.com
Web Site: www.gilson.com

Manufactures analytical instrumentation (liquid chromatography, automatic sample preparation) for drug discovery and genomics and proteomics and pharmaceutical companies.

**Subsidiary Company:** Gilson, S.A.S./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+% 

**Attorney:** Foley/Lardner

**Accounting:** Grant Thornton

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

3.14 **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:** 25

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

3.15 **Imago Scientific Instruments Corporation**

CEO: Edward N. 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
E-Mail: mpitas@imago.com
Web Site: www.imago.com

Manufactures scientific instruments, principally the Local Electrode Atom Probe.

**Year Established:** 1998

**Employees:** 20

**Attorney:** Erik W. Ibele, Neider & Boucher, SC

**Accounting:** Dennis F. Breunig, Smith & Gesteland

**Banking/Other Financial:** James E. Hartleib, AMCore Bank
3.16 Innovation Technologies Worldwide

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.innovationtw.com

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

Corporate Affiliation: ComTelco International, Inc.

Parent Location: Cross Plains, WI

Year Established: 1989

Employees: 28

3.17 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. Includes seven series of professional audio mixing and matrixing systems and accessory devices.

Year Established: 1985

Employees: 23

Annual Sales: $2,000,000

Percentage of International Sales: 15%

Attorney: Virchow Krause, Steinberg Consulting

Accounting: Virchow Krause

Banking/Other Financial: Johnson Bank

3.18 Isthmus Engineering & Manufacturing Cooperative

Co-owners: Peter Dauber
Contact: Mike Faas
General Manager

2701 Progress Road
Madison, WI 53716
Phone No.: (608) 222-9000
Fax No.: (608) 222-9183
E-Mail: sales@isthmuseng.com

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

Employees: 48

Annual Sales: $10,000,000

Attorney: Axley Brynelson

Banking/Other Financial: M&I Bank
3.19 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
Attorney: Sipsma, Hahn, & Brophy LLC
Accounting: Wegner, LLC
Banking/Other Financial: Anchor Bank

3.20 Johnson Controls Inc. - Madison Branch

Contact: Charles K. McGinnis
Branch Manager

2400 Kilgust Road
Madison, WI 53713
Phone No.: (608) 222-9100
Fax No.: (608) 222-9490

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.

Parent Company: Johnson Controls Inc.
Parent Location: Milwaukee, WI
Year Established: 1954
Employees: 65

3.21 La Mont Medical Inc.

CEO: 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-system sales basis. Specializes in neurophysiology EEG, Epilepsy and sleep monitoring systems and OEM, physiological preamplifiers, A/D interface boards, and other acquisition device componentry. ISO 9001 accredited to MDD.

Subsidiary Location: Sydney, Australia
Year Established: 1994
Employees: 10
Percentage of International Sales: 15%
Attorney: Michael Best & Friedrich LLP
Accounting: Virchow Krause
Banking/Other Financial: Amcore Bank
3.22 Medical Monitoring Systems

President: 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 radio transmitted activity and location monitoring devices for elderly persons with special needs and incarcerated.

Year Established: 1980

3.23 Micro-Optics Technologies Inc.

President: Jeffrey C. Buchholz

Contact: Jeffrey C. 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

3.24 National Electrostatics Corp.

CEO: James A. Ferry

Contact: Gregory A. Norton

7540 Graber Road
P. O. Box 620310
Middleton, WI 53562-0310
Phone No.: (608) 831-7600
E-Mail: nec@pelletron.com
Web Site: www.pelletron.com

Designs and manufactures multimillion-volt ion beam systems and elemental surface analysis systems, research high-energy ion implanters, multimillion-volt x-ray systems, accelerator mass spectometry and components for ultra-high vacuum and particle-beam handling.

Year Established: 1965

Employees: 86
Annual Sales: $8,000,000

3.25 NCI (Network Concepts Inc.)

CEO: Robert E. Penrod

Contact: Bill Wood
Director, Marketing

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

Produces innovative real-time networked diagnostic systems in neurology and PSG sleep.

Year Established: 1990
3.26 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
E-Mail: info@nicoletbiomedical.com
Web Site: www.viasyshealthcare.com

Designs and manufactures medical instruments for neurophysiological, vascular, and auditory diagnosis and monitoring.

Parent Company: VIASYS Healthcare, Inc.

Parent Location: Conshohocken, PA

Subsidiary Location: England, Japan, Germany

Year Established: 1967

Employees: 300

Percentage of International Sales: 40%

3.27 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
Phone No.: (608) 276-5600
Fax No.: (608) 273-5061
Web Site: www.niti.com

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

3.28 nPoint, Inc.

Contact: Katerina Moloni
        Vice President of Marketing

1617 Sherman Avenue
Madison, WI 53704
Phone No.: (608) 310-8770
Fax No.: (608) 310-8774
E-Mail: katerina.moloni@npoint.com
Web Site: www.npoint.com

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

Year Established: 1997

Employees: 15

Attorney: LaFollette Sinykin Law Office

Accounting: Randy Deilh

Banking/Other Financial: Johnson Bank, Small Business Innovation Research (SBIR)
3.29 Platypus Technologies, LLC

CEO: Dr. Christopher Murphy
Contact: Dr. Barbara A. Israel

505 South Rosa Road, Suite 150
Madison, WI 53719
Phone No.: (608) 441-2777
Fax No.: (608) 441-2775
E-Mail: bisreal@platypustech.com
Web Site: www.platypustech.com

Gold-coated substrates including silicon wafers, mica, glass microscope slides and glass coverslips.
Nanotechnology-based products for the physical and life sciences.

Year Established: 2000

Employees: 15

Attorney: Neider & Boucher, SC, Medlen & Carroll, LLP
Accounting: Smith & Gesteland, LLP
Banking/Other Financial: First Business Bank
State or Federal Funding Sources: NSF, NIH, USDA, US Army, Wisconsin Dept. of Commerce

3.30 Pond Systems

CEO: Jon P. Mortrud
Contact: Ernie Branch

3224 Kingsley Way
Madison, WI 53713
Phone No.: (608) 275-6760
Fax No.: (608) 275-6765
E-Mail: kelly@pondsystems.enchost.com

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.

Branch Office Location: 1

Year Established: 1974

Employees: 9

Annual Sales: $1,500,000
Accounting: Wegner CPAs
Banking/Other Financial: M&I Bank

3.31 Prairie Technologies, LLC

CEO: Mike Szulczewski
Contact: Mike Szulczewski

3230 Deming Way, No. 175
Middleton, WI 53562-1479
Phone No.: (608) 662-0022
Fax No.: (608) 662-0023
E-Mail: prairiet@madison.tds.net

Manufactures scientific instruments for biological research.

Year Established: 1996

Employees: 8
3.32 **Precision Devices, Inc.**

President: Christopher Sokol

8840 North Greenview Drive
Middleton, WI 53562
Phone No.: (608) 831-4445
Fax No.: (608) 831-3343
E-Mail: sales@pdixtal.com
Web Site: www.pdixtal.com

Manufactures crystals, filters, and oscillators.

*Year Established:* 1989

*Employees:* 250

*Annual Sales:* $23,000,000

*Percentage of International Sales:* 30%

*Attorney:* Harry Van Camp

*Accounting:* Frank Bremser

*Banking/Other Financial:* Johnson Bank

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3.33 **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

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3.34 **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: info@rdeng.com
Web Site: rdeng.com

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

*Year Established:* 1993

*Employees:* 5

*Banking/Other Financial:* Bank of Sun Prairie
3.35 **Soft Switching Technologies Corp.**

CEO: Dr. Deepak Divan, Fellow IEEE

Contact: Jodie Johnson
Marketing Coordinator

8155 Forsythia Street
Middleton, WI 53562
Phone No.: (608) 662-7200
Fax No.: (608) 662-7237
E-Mail: info@softswitch.com
Web Site: www.softswitch.com

Designs, manufactures, and markets proven power quality solutions as well as innovative Web-based power monitoring systems.

*Year Established: 1995*

*Employees: 50*

*Attorney: LaFollette Godfrey & Kahn*

*Accounting: Virchow Krause*

*Banking/Other Financial: Amcore Bank*

3.36 **Standard Imaging**

President: 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 and quality assurance instrumentation and phantoms for health care, radiation shielding, detecting and handling equipment, quality-control test tools, and accessories for radiation therapy, radiology, and mammography.

*Year Established: 1989*

*Employees: 26*

*Percentage of International Sales: 20%*

3.37 **Stress Photonics Inc.**

President: Jon Lesniak

Contact: Jon Lesniak

3002 Progress Road
Madison, WI 53716
Phone No.: (608) 224-1230
Fax No.: (608) 244-1233
E-Mail: info@stresphotonics.com
Web Site: www.stresphotonics.com

Manufactures and sells Delta Therm 2000 and Grey Field Polariscope 1200 stress measurement systems. Conducts thermoelastic stress analysis and nondestructive evaluation of engineering materials and structures, and glass process quality control.

*Year Established: 1988*

*Employees: 6*
3.38  **Thermo Nicolet**

CEO: 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  
E-Mail: nicinfo@thermonicool.com  
Web Site: www.thermo.com/nicolet  

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: 400*  
*Annual Sales: $120,000,000*

3.39  **Thermo NORAN**  

President: Jon J. McCarthy, Ph.D.  
Contact: John Benson  
2551 West Beltline Highway  
Middleton, WI  53562  
Phone No.: (608) 831-6511  
Fax No.: (608) 836-7224  
E-Mail: info@thermon.com/noran  
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. Also includes AUGERr and ESCA systems.  

*Parent Company: Thermo Electron Corp.*  
*Parent Location: Waltham, MA*  
*Year Established: 1964*  
*Employees: 150*

3.40  **Update Instrument Inc.**  

CEO: 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*
TELECOMMUNICATIONS
(wireless and data transfer)
4.01 **American Tel-A-Systems Inc (AMTELCO)**

President: Joe Everly

Contact: James Becker
Vice President

4800 Curtin Drive
McFarland, WI  53558
Phone No.: (608) 838-4194
Fax No.: (608) 838-8367
E-Mail: jim@amtelco.com
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: 1967*

*Employees: 120*

*Percentage of International Sales: 5 to 10%*

4.02 **Aurora Solutions & Wireless, LLC**

CEO/President: Daniel Field

1137 North Sherman Avenue
Madison, WI  53704
Phone No.: (608) 243-1400
E-Mail: defield@aurorasolutions.net
Web Site: www.aurorasolutions.net

Provides network services, computer sales and services, Web hosting and design, and dedicated server co-locations.

*Year Established: 2000*

*Employees: 4*

*Annual Sales: $600,000*

*Percentage of International Sales: 10%*

*Attorney: Ken Sipsma*

*Banking/Other Financial: M&I Bank*

4.03 **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*
4.04 ini global, Inc.

President: Nancy Peckham
Contact: Nancy Peckham
5940 Seminole Centre Court, No. 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, health care, and financial markets.

Subsidiary Location: Milwaukee, Chicago, Indianapolis

Year Established: 1991
Employees: 30
Annual Sales: $3,000,000
Attorney: Murphey, Desmond
Accounting: Smith & Gesteland
Banking/Other Financial: US Bank

4.05 Locus, Inc.

CEO: G. Linn Roth, Ph.D.
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
E-Mail: locus@locusinc.com
Web Site: www.locusinc.com

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
Attorney: Axley, Brynelson and Quarles and Brady
Accounting: Virchow Krause
Banking/Other Financial: First Business Bank

4.06 Telephone and Data Systems, Inc.

Chairperson: LeRoy Carlson, Sr.
Contact: Allison Osting
Professional/Technical Recruiter
8401 Greenway Boulevard
Middleton, WI 53719
Phone No.: (608) 664-8600
Fax No.: (608) 664-8598
E-Mail: careers@teldta.com
Web Site: www.teldta.com

Provides, through its strategic business units, US Cellular and TDS Telecom, wireless and wireline telephone services. Provides excellent communications services in growing, closely related segments of the telecommunications industry. Serves 4.9 million customers in 34 states.

Year Established: 1969
Employees: 450
Annual Sales: $2,000,000,000/U.S.
4.07 Ultracec Inc.

CEO: Robert Engelke
Contact: Jacqueline Morgan
         Marketing Director

450 Science Drive
UW Research Park
Madison, WI 53711
Phone No.: (608) 238-5400
Fax No.: (608) 238-3008
E-Mail: service@ultracec.com
Web Site: www.ultracec.com

Worlds largest manufacturer of text telephones (TTYs) and amplified telephones for individuals who are deaf or hard of hearing.

Year Established: 1978
ELECTRICAL EQUIPMENT AND COMPONENT MANUFACTURING
5.01  **Accuweb, Inc.**

CEO: Raymond A. Buisker  
4249 Argosy Court  
P. O. Box 7816  
Madison, WI 53707  
Phone No.: (608) 223-0625  
Fax No.: (608) 223-0074  
E-Mail: frondesk@accuweb.com  
Web Site: www.accuweb.com  
Manufactures electronic Web guides for user and original equipment, manufactures in paper, film, and foil Web converting industries.  
Year Established: 1984  
Employees: 50  
Annual Sales: $10,000,000  
Percentage of International Sales: 10%

5.02  **Electronic Theatre Controls Inc.**

President: Fred Foster  
Contact: Margy Acker  
Vice President Finance and 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 Theater Controls Asia Ltd, Electric Theater Controls Europe Ltd.  
Subsidiary Location: Hong Kong, London  
Year Established: 1977  
Employees: 450  
Annual Sales: $100,000,000  
Percentage of International Sales: 15%

5.03  **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: $50,000,000  
Attorney: LaFollette Godfrey & Kahn  
Accounting: Smith & Gestland  
Management Consultant: Smith & Gestland  
Banking/Other Financial: Bank One
5.04 **Meridian Laboratory**

President: C. H. Krause  
Contact: Lawrence Van Epps  
2415 Evergreen Road  
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*

5.05 **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.  

*Year Established: 1906*

*Employees: 750  
Annual Sales: $615,000,000*
SOFTWARE MANUFACTURING AND SERVICES
6.01 **American Computer Software LLC**

CEO: Timothy M. Schaefer  
Contact: Steven Meyer  
Marketing Director  
2829 Royal Avenue  
Madison, WI 53713  
Phone No.: (608) 221-9449  
Fax No.: (608) 221-9422  
E-Mail: sales@acsoftware.com  
Web Site: www.acsoftware.com  
Software for property management.  
*Year Established: 1968*  
*Employees: 27*

6.02 **Avid Technology**  
CEO: David Krall  
Contact: Dell Proia  
Director, Human Resources  
6400 Enterprise Lane, Suite 200  
Madison, WI 53719  
Phone No.: (608) 274-8686  
Fax No.: (608) 273-5876  
E-Mail: dell_proia@avid.com  
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%*

6.03 **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*

6.04 **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: 35*
6.05  **Centaur Systems Ltd.**

President:  Rob Latousek  
Contact:  Rob Latousek  

407 North Brearly Street  
Madison, WI  53703-1603  
Phone No.:  (608) 255-6979  
E-Mail:  latousek@centaursystems.com  
Web Site:  www.centaursystems.com  

Develops and publishes educational software specializing in programs for classical languages and the humanities.

*Year Established:  1984*  
*Employees:  2*  
*Annual Sales:  $80,000*  
*Percentage of International Sales:  25%*  
*Banking/Other Financial:  M&I Bank*

6.06  **Compuware Corporation**

Contact:  Debbie Walker  
Managing Director  

200 River Place  
Madison, WI  53716  
Phone No.:  (608) 223-3800  
Fax No.:  (608) 223-3810  
E-Mail:  debbie.wicker@compuware.com  
Web Site:  www.compuware.com  

Provides products and services to help information technology departments deliver high-quality solutions on time. Provides business value through software and professional services that optimize productivity and reduce costs across the application life cycle. Meeting the rapidly changing needs of businesses of all sizes improving the quality, ease of integration, and enhance the performance of distributed, e-business and enterprise software.

*Parent Company:  Compuware Corporation Farmington Hills, MI*  
*Year Established:  1973*  
*Employees:  145*  
*Percentage of International Sales:  15%*

6.07  **Education Testing Service**

Contact:  Bob Tolly  

455 Science Drive  
Madison, WI  53711  
Phone No.:  (608) 233-2707  
Fax No.:  (608) 233-2708  
E-Mail:  rtolly@ets.org  
Web Site:  www.ets.org  

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:  Educational Testing Service*  
*Parent Location:  Princeton, NJ*  
*Year Established:  2000*  
*Employees:  25*
6.08 **Epic Systems Corporation**

CEO: Judith R Faulkner

Contact: Shawn Kiesau
Communications Manager

5301 Tokay Boulevard
Madison, WI 53711
Phone No.: (608) 271-9000
Fax No.: (608) 271-7237
E-Mail: info@epicsystems.com
Web Site: www.epicsystems.com

Developers of health care software. Provides the information backbone for some of the country’s most progressive health care organizations, enabling them to improve care and patient service.

**Year Established:** 1979

**Employees:** 800

**Annual Sales:** $100,000,000

**Attorney:** Quarles & Brady

**Banking/Other Financial:** Bank One

6.09 **F-Chart Software**

CEO: William A. Beckman

Contact: Sylvia Beckman
Secretary

P. O. Box 44042
Madison, WI 53744
Phone No.: (608) 836-8531
Fax No.: (608) 836-8536
E-Mail: info@fchart.com
Web Site: www.fchart.com

Designs engineering software such as Energy Analysis and Engineering Equation Solver and Finite Element Heat Transfer.

**Branch Office Location:** Stuttgart, Germany & Sophia Antipalis France

**Year Established:** 1975

**Employees:** 3

**Percentage of International Sales:** 50%

**Accounting:** Geo Lang, Smith & Gestland

**Banking/Other Financial:** Associated Bank
6.10  **Forepoint, Inc.**

Co-owner: Kevin Cumley  
Contact: Shirley Crocker  
Vice President  
5102A Pflaum Road  
Madison, WI 53718  
Phone No.: (608) 216-0304  
Fax No.: (608) 216-0322  
E-Mail: ahirley.crocker@forepointusa.com  
Web Site: www.forepointusa.com

Installs, sells, and supports accounting software for the nonprofit, retail, service, and manufacturing industries. Sells and supports ACCPAC Advantage Series and Pro Series and Adagio.

*Parent Company: Forepoint, Inc.*

*Parent Location: Seattle, WA*

*Branch Office Location: Chicago, IL and Madison, WI*

*Year Established: 2001*

*Employees: 3*

*Annual Sales: $1,000,000*

*Percentage of International Sales: 60%*

*Attorney: Michael Best & Friedrich LLP*

*Banking/Other Financial: Wells Fargo*

6.11  **Genetic Software Services**

COO: Goedhart Westers  
Contact: Goedhart Westers  
5944 Seminole Centre Court, Suite 200  
Madison, WI 53711  
Phone No.: (608) 663-1250, Ext. 113  
Fax No.: (608) 663-1248  
E-Mail: gwesters@requestltd.com  
Web Site: www.dairybulls.com

Develops genetic and agri-food software applications.

*Year Established: 1996*

*Employees: 6*

*Percentage of International Sales: 60%*

*Attorney: Virginia Bartelt*

*Accounting: Stotlar and Stotlar*

*Banking/Other Financial: Bank of Verona*
6.12 **Norback Ley and Associates**

CEO: Kathleen A. Ley  
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, Portuguese, French, and Japanese.

*Year Established: 1993*  
*Employees: 4*  
*Percentage of International Sales: 40%*  
*Attorney: Paul Taylor*  
*Accounting: Marshall Mennenga*  
*Banking/Other Financial: M&I Bank, Forster Bank*

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6.13 **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*  
*Attorney: Michelle Behnke*  
*Accounting: Madison Bookkeeping & Tax Service*  
*Banking/Other Financial: M&I Bank*

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6.14 **Raven Software**

Studio Head: Brian Raffel  
Contact: Michael Crowns

Three Point Place, Suite One  
Madison, WI 53719  
Phone No.: (608) 833-5791  
Fax No.: (608) 833-7178  
E-Mail: mcrowns@ravensoft.com  
Web Site: www.ravensoft.com

Develops computer game software for systems using Intel-based Pentium or better technology. Also develops console games.

*Parent Company: Activision*  
*Parent Location: Santa Monica, CA*  
*Year Established: 1990*  
*Employees: 79*  
*Annual Sales: $4,000,000*  
*Banking/Other Financial: Park Bank*
6.15 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

Schedules 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%

6.16 SITEL North America

President: Tom Maddux
Contact: Bob Crowden
1117 Deming Way
Madison, WI 53717
Phone No.: (608) 827-8000
Fax No.: (608) 827-3871
Web Site: www.sitel.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 North America
Year Established: 1983
Employees: 500

6.17 Sonic Foundry

CEO: Rimas Buinevicius
Contact: Rimas Buinevicius
1617 Sherman Avenue
Madison, WI 53704
Phone No.: (608) 256-3133
Fax No.: (608) 256-7300
E-Mail: sales@sonicfoundry.com
Web Site: www.sonicfoundry.com

Leading provider of desktop and enterprise digital media software solutions. Its complete offering of media tools, systems and services provides a single source for creating, managing, analyzing and enhancing media for government, business, education and entertainment.

Branch Office Location: Pittsburgh, Santa Monica, Toronto
Year Established: 1994
Employees: 130
Annual Sales: $20,000,000
Percentage of International Sales: 15%
Attorney: Foley & Lardner
Accounting: Ernst & Young
6.18 **StationeryCentral.com, Inc.**

President: 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 or buzzletter.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*

*Attorney: Mark Burish*

*Banking/Other Financial: Bank of Lake Mills*

6.19 **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%*

*Attorney: Michael Best & Friedrich LLP*

*Accounting: Suby Von Haden & Associates*

*Banking/Other Financial: US Bank*

6.20 **SVA Consulting, Inc.**

Partner: John A. Baltes
Contact: John A. Baltes
1221 John Q. Hammons Drive
P.O. Box 44966
Madison, WI 53717
Phone No.: (608) 826-2400
Fax No.: (608) 831-4243
E-Mail: is@sva.com
Web Site: www.sva.com

Provides tailored business solutions, services, and support that allow small, mid-size, and multi-division enterprises to gain efficiencies, automate business processes, increase profits, and ultimately make their business—better. To accomplish this, we represent the full range of award-winning software applications from Microsoft Business Solutions, as well as other software solutions.

*Corporate Affiliation: Suby, Von Haden & Associates, S.C.*

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

*Year Established: 1992*

*Employees: 30*
6.21 **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
Fax No.: (608) 664-0569
E-Mail: info@uclid.com
Web Site: www.uclid.com

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

*Year Established: 1998*

*Employees: 10*

*Annual Sales: $<1,000,000*

*Attorney: Neider & Boucher*

*Accounting: Smith & Gesteland*

*Management Consultant: Angel Investors*

*Banking/Other Financial: Anchor Bank*

*State or Federal Funding Sources: TDF - Department of Commerce*

6.22 **Ultra Visual Medical Systems**

CEO: Mark Gehring

Contact: Erika Anderson
Marketing Communications Coordinator

131 West Wilson Street, Suite 700
Madison, WI 53703
Phone No.: (608) 256-7775
Fax No.: (608) 256-7779
E-Mail: eanderson@ultravisual.com
Web Site: www.ultravisual.com

Delivers scalable digital image management solutions to healthcare professionals who need rapid access diagnostic medical information. VisualPACS(tm) combines the simplicity and power of thin-client technology with visualization tools and smart workflow integration-a comprehensive image management solution for IDNs, hospitals, imaging centers and private radiology practices.

*Year Established: 2000*

*Employees: 26*

*Accounting: Suby Von Haden & Associates*

*Banking/Other Financial: M&I Bank*
COMPUTER SERVICES AND DATA PROCESSING
7.01  **ADDS Center**
CEO/President: Jay Mattison  
Contact: Mike Opperman  
Projects Manager  
5944 Seminole Centre Court, Suite 200  
Madison, WI  53711  
Phone No.: (608) 663-1250, Ext. 108  
Fax No.: (608) 663-1248  
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%**  
**Attorney: Virginia Bartelt**  
**Accounting: Stotlar & Stotlar**  
**Banking/Other Financial: Park Bank**

7.02  **AgSource Cooperative Services**
CEO: Peter Giacomini  
Contact: Steve Rasmussen  
Vice President Information Technology  
135 Enterprise Drive  
P. O. Box 930230  
Verona, WI  53593-0230  
Phone No.: (608) 845-1900  
Fax No.: (608) 845-1999  
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**

7.03  **Cartographic Solutions Inc.**
CEO: Kithy Elliott  
P. O. Box 45264  
Madison, WI  53744  
Phone No.: (608) 277-9979  
Fax No.: (608) 277-9979  
Web Site:  www.csmaps.com  
Provides digital cartographic design and geographic analysis for business, technical, and individual applications. GIS, CAD, and publishing services.  
**Year Established: 1995**  
**Employees: 1**

7.04  **Catalyst Consulting, LLC**
Owner: Terrance S. Mihm  
Contact: Dan Mihm  
Business Manager  
5325 Wall Street, Suite 1900  
Madison, WI  53718  
Phone No.: (608) 663-8300  
Fax No.: (608) 663-8305  
Web Site:  www.catalystu.com  
Provides 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**  
**Employees: 7**  
**Accounting: Meicher & Assoc.**  
**Banking/Other Financial: M&I Bank**
7.05 **Computer & Networking Solutions, Inc.**  
CEOs: Brian Carlin  
Contact: Brian Carlin  
751 South Gammon Road  
Madison, WI 53719  
Phone No.: (608) 274-9910  
Fax No.: (608) 274-4272  
Web Site: [www.cnpnetsolutions.net](http://www.cnpnetsolutions.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: 6*  
*Attorney: Stewart Law Offices*  
*Banking/Other Financial: First Federal*

7.06 **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](http://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*

7.07 **Creative Video Editing Inc.**  
General Manager: Scott Green  
3220 Syene Road  
Madison, WI 53713  
Phone No.: (608) 274-7373  
Fax No.: (608) 274-0140  
Web Site: [www.cve.com](http://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*

7.08 **Credence Computer Services Inc.**  
CEO: David A. Lyle  
1501 Progress Lane  
Stoughton, WI 53589  
Phone No.: (608) 873-6639  
Fax No.: (608) 873-6861  
Web Site: [www.credencecomputers.com](http://www.credencecomputers.com)

Services and repairs computer systems and peripherals. Sells new, used, and reconditioned computers, peripherals, add-ons, and upgrades. Sales and service of computers. Web hosting; Web design. Virtual reality tours.

*Year Established: 1983*  
*Employees: 2*
7.09 **DirectNetworks, Inc.**

President: Steven Soliman
Contact: Steven Soliman
131 West Wilson Street, Suite 904
Madison, WI 53703
Phone No.: (608) 270-9980
Fax No.: (608) 298-9980
Web Site: www.directnetworksinc.com

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

*Year Established: 1996*
*Employees: 12*
*Annual Sales: $2,000,000*
*Attorney: Murphy & Desmond, S.C.*
*Accounting: Accounting Associates*
*Banking/Other Financial: US Bank*

7.10 **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
Web Site: dcs-inc.com

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

*Year Established: 1994*
*Employees: 7*
*Annual Sales: $650,000*
*Accounting: Sorge CPA*
*Banking/Other Financial: Farmers & Merchants*

7.11 **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
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*
7.12 **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*

7.13 **ForTheFarm.com**  
President: Larry Kline  
Contact: Jason Batton  
6417 Normandy Lane  
Madison, WI  53719  
Phone No.: (608) 277-5952  
Fax No.: (608) 278-1051  
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%*  
*Attorney: Michael Best & Friedrich LLP*  
*Accounting: Virchow Krause & Co. LLP*  
*Banking/Other Financial: M&I Bank*

7.14 **GartonWorks, Inc.**  
President: Deirdre Wilson Garton  
Contact: Marcia Kasista  
Vice President, Marketing and Customer Care  
1320 Mendota Street  
Madison, WI  53714  
Phone No.: (608) 661-8460, Ext. 222  
Fax No.: (608) 661-8462  
Web Site: www.gartonworks.com  
Provides Web-based information services for law enforcement.  
*Year Established: 1999*  
*Employees: 15*  
*Attorney: LaFollette Godfrey & Kahn*  
*Accounting: Grant Thornton*  
*Banking/Other Financial: US Bank and First Business Bank, Wisconsin Department of Commerce*
7.15 **Golden Communications Associates**

CEO: Jeffrey Golden  
Contact: Jeffrey Golden  
P. O. Box 5255  
Madison, WI 53705  
Phone No.: (608) 663-1988  
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, Web sites, foreign language translation, and seminars.

Year Established: 1983  
Employees: 2

7.16 **ITAdvantage Corp.**

CEO: Eric Larsen  
Contact: Tony Olson  
Director, Business Development  
4720 Farwell Street  
McFarland, WI 53558  
Phone No.: (608) 838-0994  
Fax No.: (608) 838-0995  
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  
Attorney: Dewitt Ross & Stevens  
Accounting: Skala & Associates  
Banking/Other Financial: Morgan Stanley, Capitol Bank

7.17 **Large Format Digital**

President: Jeff Rank  
Contact: Jeff Rank  
722 Walsh Road  
Madison, WI 53714-1370  
Phone No.: (608) 241-9533  
Fax No.: (608) 241-3511  
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: $2,500,000  
Percentage of International Sales: 5%  
Attorney: Quarles & Brady  
Accounting: Bremser, Schommer & McHugh  
Banking/Other Financial: Anchor Bank
7.18 **Locken Information**  
President: Sharon Locken  
432 North Few Street  
Madison, WI  53703-1737  
Phone No.: (608) 256-0091  
Fax No.: (608) 255-3956  

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

7.19 **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  
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  
*Percentage of International Sales:* 5%  
*Attorney:* Ritz & Caflisch  
*Accounting:* Grant Thornton  
*Banking/Other Financial:* First Business Bank

7.20 **MasterGraphics**  
Owner: Steven Skolaski  
Contact: Paige Verhelst  
Marketing and Promotions Director  
810 West Badger Road  
P. O. Box 259508  
Madison, WI  53725-9508  
Phone No.: (608) 256-4884  
Fax No.: (608) 210-2810  
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.  

*Branch Office Location:* Waukesha, Appleton, WI; and Rockford, IL  
*Year Established:* 1947  
*Employees:* 45  
*Accounting:* Smith & Gesteland  
*Banking/Other Financial:* Associated Bank
7.21 **Perfect Computing, LLC**  
CEO: Daniel G. Guerra, Jr.  
Contact: Daniel G. Guerra, Jr.  
520 University Avenue, Suite 240  
Madison, WI 53703  
Phone No.: (608) 244-8377  
Fax No.: (608) 251-2384  
Web Site: www.perfectcomputingllc.com  
Provides computer service and repair and Internet Web hosting, Web site development, wireless communications, ink, and toner.  
*Year Established: 2001*  
*Employees: 2*  
*Annual Sales: $100,000*  
*Attorney: Delyea Law*  
*Banking/Other Financial: First Federal*

7.22 **ProVideo, LLC**  
CEO: Tom Oakley  
Contact: Jerry Emmerich, General Manager and Jim Stiener, Sales Manager  
2302 West Badger Road  
Madison, WI 53713  
Phone No.: (608) 271-1226  
Fax No.: (608) 271-2737  
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 nonlinear 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*  
*Employees: 15*  
*Annual Sales: $2,000,000*  
*Percentage of International Sales: 10%*

7.23 **Realtime Design 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  
Web Site: www.realtimedesign.biz  
Provides outsourced mechanical, machine and product design. Experienced in: solid modeling, reverse engineering, assembly and fabrication drawings, exploded isometrics, geometric dimensioning and tolerancing. Skilled in: Sheet metal fabrication, robotics, pneumatics, hydraulics, plastics, injected and vacuum molding. We facilitate rapid prototyping and SLAs - as needed. Realtime works in SolidWorks and AutoCAD.  
*Year Established: 1995*  
*Employees: 30*
7.24 **TDS TELECOM**

CEO: James Barr, III  
Contact: DeAnne Boegli  
        Director of Communications  

Junction Road  
P. O. Box 5158  
Madison, WI 53705-0158  
Phone No.: (608) 664-4428  
Fax No.: (608) 664-4035  
Web Site: www.tdstelecom.com

Provides communication systems and services. Local, long distance, Internet, business systems data services.  

*Parent Company: Telephone & Data Systems, Chicago, IL*  
*Subsidiary Company: TDS Telecommunications Corp., United States Cellular, TDS Telecom, HBC Telecom*

Year Established: 1969  
Employees: 1900  
Annual Sales: $545,000,000

7.25 **Token Creek Mobile Television, Inc.**

CEO: John Salzwedel  
Contact: John Salzwedel  

3893 Terrace Circle  
DeForest, WI 53532  
Phone No.: (608) 235-9632  
Fax No.: (608) 238-4620  
Web Site: www.tokencreek.com

Provides full-service mobile video production. Specializes in broadcast coverage of business meetings, conventions, and teleconferences. Mobile TV truck equipped with cameras, recording decks, audio equipment, and computer graphics.

Year Established: 1993  
*Accounting: Smith & Gesteland LLC*  
*Banking/Other Financial: Bank One*

7.26 **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  
Web Site: www.tcsolutions.org

New PC sales and service, computer networking, and PC component sales.  

Branch Office Location: 948 West Main Street, Sun Prairie, WI  
Year Established: 1999  
Annual Sales: $1,800,000  
*Banking/Other Financial: Summit Credit Union*
XNR Productions Inc.

President: Laura Exner

Contact: Paul Exner
   Vice President, Business Operations and Development

100 South Baldwin Street, Suite 201
Madison, WI 53703
Phone No.: (608) 663-4600, Ext. 24
Fax No.: (608) 663-4601
Web Site: www.xnrproductions.com

Custom cartography for publishers of books, educational materials, sheet maps, travel guide, atlases, reference maps, and digital products (Internet and CD-ROM). Offers complete production services including: project management, research/compilation, design/development, production, and editing.

Year Established: 1995

Employees: 8

Attorney: Melli Walker

Accounting: Wegner & Assoc.

Banking/Other Financial: Anchor Bank
ARCHITECTURAL, ENVIRONMENTAL ENGINEERING AND RELATED SERVICES
8.01 **Affiliated Engineers, Inc.**

Principal: David Odegard  
Contact: Julie Bauer  
Director, Marketing

P. O. Box 44991  
Madison, WI 53744-4991  
Phone No.: (608) 238-2616  
Fax No.: (608) 238-2614  
E-Mail: jbauer@aeieng.com  
Web Site: www.aeieng.com

Provides MEP/IT engineering consulting and design.  
*Year Established: 1927*  
*Employees: 210*

8.02 **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*

*Attorney: Wrede Smith with Ross and Stevens*  
*Accounting: Millard Johnson with Johnson & Block*
8.03 **BIT 7, Inc.**

- President: James Frater
- Contact: Mike Roosa
  - Business Development Manager
  - 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, development, and production which includes industrial design; mechanical, electronic, software, and compliance engineering; FEA/CFD analysis; circuit board design and assembly; 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:** 18
- **Attorney:** Lee, Kil Kelly, Paulson & Younger SC
- **Accounting:** Suby Von Haden & Associates
- **Banking/Other Financial:** M&I Bank

8.04 **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
- **Attorney:** Bremser, Schommer & McHugh, CPA's, LLC
- **Banking/Other Financial:** Monona State Bank

8.05 **Creative Design Associates**

- CEO: Austin Munson
- Contact: Austin Munson
  - 5227 Highway M
  - Waunakee, WI 53597
  - Phone No.: (608) 831-4269
  - Fax No.: (608) 831-8832
  - E-Mail: creativedesign@tds.net
  - Web Site: www.creativedesignassociates.net

Provides industrial design and product development services, i.e., mechanical and electronic design, engineering styling graphics, visual and working models prototype development, and CAD engineering drawings.

- **Year Established:** 1955
- **Employees:** 6
<table>
<thead>
<tr>
<th>Cluster</th>
<th>Company Name</th>
<th>Address</th>
<th>Phone</th>
<th>Fax</th>
<th>Website</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>8.06</td>
<td><strong>Design Concepts Inc.</strong></td>
<td>5301 Buttonwood Drive, Madison, WI 53718</td>
<td>(608) 221-2623</td>
<td>(608) 221-2133</td>
<td><a href="http://www.design-concepts.com">www.design-concepts.com</a></td>
<td>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.</td>
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<td>Year Established: 1970</td>
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<tr>
<td>Employees: 42</td>
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<tr>
<td>Annual Sales: $5,000,000</td>
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<tr>
<td>Percentage of International Sales: 5%</td>
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<tr>
<td>Attorney: Boardman Law Firm</td>
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<tr>
<td>Accounting: L R Grobe &amp; Assoc.</td>
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<tr>
<td>Banking/Other Financial: Johnson Bank</td>
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<tr>
<td>8.07</td>
<td><strong>Earth Tech, Inc.</strong></td>
<td>1210 Fourier Drive, Suite 100, Madison, WI 53717</td>
<td>(608) 836-9800</td>
<td>(608) 836-9767</td>
<td><a href="http://www.earthtech.com">www.earthtech.com</a></td>
<td>Engineering consulting firm.</td>
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<tr>
<td>Parent Company: Tyco</td>
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<tr>
<td>Subsidiary Location: Milwaukee, Sheboygan, Stevens Point + 90 other US cities</td>
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<td>Year Established: 1994</td>
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<tr>
<td>Employees: 50</td>
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<tr>
<td>Percentage of International Sales: 44%</td>
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<tr>
<td>8.08</td>
<td><strong>Electrical Testing Lab LLC</strong></td>
<td>104 South Military Road, Dane, WI 53529</td>
<td>(608) 849-4200</td>
<td>(608) 849-4212</td>
<td></td>
<td>Provides testing of high-voltage rubber protective safety equipment.</td>
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<tr>
<td>Year Established: 1978</td>
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<tr>
<td>8.09</td>
<td><strong>Engineering Forensics and Testing, Ltd.</strong></td>
<td>W9240 US Highway 18, Cambridge, WI 53523</td>
<td>(608) 423-4330</td>
<td>(608) 423-3583</td>
<td></td>
<td>Provides expert forensic engineering services in the areas of construction accidents, ladders, structural investigation, and material failure analysis. Testing laboratory services.</td>
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<td>Year Established: 1988</td>
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<tr>
<td>Employees: 5</td>
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</table>
8.10 **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*

*Attorney: Melli, Walker, Pease & Ruhly, S.C.*

*Accounting: Meicher & Associates*

*Banking/Other Financial: US Bank*

8.11 **Farnsworth Group, Inc.**

CEO: 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*

*Branch Office Location: IL, CO, CA (10 other locations)*

*Year Established: 1984*

*Employees: 7*

*Annual Sales: $713,000*

*Attorney: Dewitt, Ross & Stevens*

*Banking/Other Financial: First Business Bank*

8.12 **Flad & Associates**

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

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, data centers, and academic facilities.

*Branch Office Location: Florida, Connecticut, California, N. Carolina, and Missouri*

*Year Established: 1927*

*Employees: 220*

*Annual Sales: $58,000,000*
8.13 **Foth & Van Dyke and Associates, Inc.**

CEO: Tim Weyenberg

Contact: Jami Dappern
Specialist

1402 Pankratz Street, Suite 300
Madison, WI  53704
Phone No.: (608) 242-5900
Fax No.: (608) 242-5999
E-Mail: foth@foth.com
Web Site: www.foth.com

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, Florham Park*

*Year Established: 1938*

*Employees: 35*

*Annual Sales: $1,500,000*

8.14 **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@etlsemko.com
Web Site: www.etlsemko.com

Provides product testing and certification for safety and performance.

*Year Established: 1983*

*Employees: 25*

8.15 **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) 441-2979
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 organic chemical synthesis.

*Year Established: 1994*

*Employees: 3*
8.16  **KJWW Engineering Consultants**  
CEO:  Vern Wegerer, P.E.  
Contact:  David Smith, P.E.  
Branch 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, lighting design and consulting.  
**Parent Company:** KJWW Engineering Consultants  
**Parent Location:** Rock Island, IL  
**Branch Office Location:** Des Moines, IA; Naperville, IL  
**Year Established:** 1961  
**Employees:** 28  
**Annual Sales:** $2,600,000

8.17  **Matrix Product Development, LLC**  
President: Ronald J. Pulvermacher  
Contact: Ronald J. Pulvermacher  
2829 Nashua Lane  
Cottage Grove, WI 53527  
Phone No.: (608) 839-5613  
Fax No.: (608) 839-3590  
E-Mail: ronp@matrixdesign.net  
Web Site: www.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:** Rick Vanden Heuval  
**Management Consultant:** Eric Brown  
**Banking/Other Financial:** First Federal Bank

8.18  **Montgomery Watson Harza**  
President: 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, power, 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:** 50  
**Annual Sales:** $4,000,000 to 6,000,000  
**Percentage of International Sales:** 1% in Dane
8.19 **Novatech Engineering**

President: Richard A. Schulte  
Contact: Richard A. Schulte  

429 Engelhart Drive  
Madison, WI 53713  
Phone No.: (608) 270-1904  
Fax No.: (608)270-1905  
E-Mail: rschulte@mailbag.com

Provides specialized custom machinery: assembly automation, test and work-holding fixtures. End-of-Arm Tooling. Engineering consulting in the areas of geometric dimensioning and tolerancing, stack analysis, variation simulation analysis and conversion of linear dimensions into GD&T. Consulting on SolidWorks and AutoCAD.

*Year Established: 2002  
Employees: 1  
Management Consultant: Eric Brown  
Banking/Other Financial: Anchor Bank*

8.20 **Paradigm Design Inc.**

CEO: Jeffrey Wong  
Contact: 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 services specializing in solid modeling computer-aided design. Offers mechanical design services using SolidWorks software for CAD-to-CAM seamless integration.

*Year Established: 1996  
Employees: 1*

8.21 **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@pfscorporation.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: $7,500,000  
Attorney: Wheeler Van Sickle & Anderson and Michael Best & Friedrich LLP  
Accounting: Smith-Gesteland  
Banking/Other Financial: Johnson Bank*
8.22 **Prism Analytical Inc.**

1902 Tennyson Lane  
Madison, WI  53704  
Phone No.: (608) 249-8680  
Fax No.: (608) 249-8098  
E-Mail: richard@prismanalytical.com  

Performs industrial hygiene and analytical testing for industrial hygiene analysis and indoor air quality.  

*Year Established: 1988*  
*Employees: 2*

---

8.23 **Pro-Active Engineering, Inc.**

CEO: Toby Klusmeyer, P.E.  
Contact: Toby Klusmeyer, P.E.  
350 Business Park Drive  
Sun Prairie, WI  53590-0062  
Phone No.: (608) 837-7838  
Fax No.: (608) 825-2676  
E-Mail: toby.klusmeyer@proactiveng.com  
Web Site: www.proactiveng.com  

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. Provides contract manufacturing of electronic assemblies and quick-turn prototypes.  

*Year Established: 1996*  
*Employees: 6*  
*Accounting: Smith & Gesteland, LLC*

---

8.24 **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  

Environmental engineering and management consultants specializing in environmental permitting, remediation services, air pollution control, solid waste management, landfill design, construction management, regulatory negotiations, facility siting, compliance audits, strategic due diligence, health and safety liability management and proprietary waste treatment and combustion technologies.  

*Parent Company: Alliant Energy Corporation*  
*Subsidiary Company: RMT, Inc., Michigan and North Carolina*  

Branch Office Location: Ann Arbor, Austin, Atlanta, Chicago, Columbus, Corpus Christi, Dallas, Grand Rapids, Greenville, Houston, Jackson, Los Angeles, Milwaukee, Nashville, Nederland, Lansing Philadelphia, Reading U.K., Toulouse, France  

*Year Established: 1977*  
*Employees: 550*  
*Annual Sales: $78,000,000*
8.25 **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*

8.26 **SourceOne Solutions LLC**

Owner: John Kohl-Riggs

Contact: John Kohl-Riggs

406 Science Drive
Madison, WI 53711
Phone No.: (608) 238-9998
Fax No.: (608) 238-3699
E-Mail: jkr@sonellc.com

Supplier of machined, fabricated, and finished parts outsourcing services to a broad Southern Wisconsin manufacturing base. An extensive network of pre-selected machine and fabrication shops to supply spare, wear, or replacement parts in support of production, parts for new or modified production equipment, or machined parts for finished product itself. We get your parts to the right person working on the right equipment in the right shop to achieve maximum quality at minimum cost.

*Year Established: 1999*

*Employees: 3*

*Annual Sales: $1,500,000*

*Attorney: Lawton & Cates*

*Accounting: Martin D Verhelst, CPA*

*Banking/Other Financial: First Business Bank*

8.27 **Strand Associates Inc.**

CEO: Theodore J. Richards, P.E.

Contact: Howard L. Isnor
Assistant Director of 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, designing, testing, and construction services in the areas of environmental, wastewater, water supply, storm water, hazardous and solid waste, transportation, municipal, civil, electrical, mechanical, and structural engineering.

*Subsidiary Company: PEH Engineers; TAI Environmental Sciences; SIECO Engineers*

*Subsidiary Location: Lexington, KY; Louisville, KY; Mobile, AL; Columbus, IN*

*Branch Office Location: Joliet, IL*

*Year Established: 1946*

*Employees: 154*
8.28 Strang, Inc.
President: David Hyzer, P.E., AIA
Contact: Ann E. Leahy
Marketing Director
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 architectural, engineering and lab planning services for manufacturing and research and development facilities, analytical labs, clean rooms, pilot plants, high-level containment labs, computer facilities, corporate offices and specialized building support systems. Specializes in HVAC commissioning, industrial refrigeration, thermal energy storage, indoor air quality, productivity and cogeneration systems.

Year Established: 1935
Employees: 40
Annual Sales: $5,000,000
Attorney: Lathrop & Clark
Accounting: Grant Thornton
Banking/Other Financial: First Business Bank

8.29 URS Corp.
President: 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

8.30 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

Provides rapid prototyping and mechanical design services. Specializes 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
8.31 **Wisconsin Crop Improvement Association**

CEO: Jack Kaltenberg

Contact: Eugene R. Amberson
General Manager

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
Web Site: www.wisc.edu/wcia

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

*Year Established: 1901*

*Employees: 3*

*Annual Sales: $500,000*

8.32 **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*

8.33 **ZMD Reining, Inc.**

President: William N Reining

Contact: Mary Wallace
Administrative Assistant

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%*

*Attorney: LaFollette Godfrey & Kahn, Quarles & Brady*

*Accounting: Smith & Gesteland*

*Banking/Other Financial: US Bank*
COMPUTER SYSTEM DESIGN AND RELATED SERVICES
9.01 **3D-Readers**

CEO: Mina C. Johnson-Glenberg

4284 Jordan Drive
McFarland, WI 53558
Phone No.: (608) 835-0075
Fax No.: (608) 265-4103
Web Site: www.3D-Readers.com

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

*Year Established: 2000*

*Employees: 2*

*Attorney: Susan King*

*Management Consultant: Eric Brown*

*Accounting: Porter & Sack*

*Banking/Other Financial: M&I Bank*

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9.02 **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: 14*

*Attorney: Martin Verhelst*

*Banking/Other Financial: US Bank*

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9.03 **Accessible Computing Inc.**

CEO: 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/LINUX and Windows Networking environment). Full line business consulting.

*Year Established: 1990*

*Employees: 1*

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9.04 **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*
9.05 **AE Business Solutions**

CEO: Rick Gordon  
Contact: Jody Kumlien  

525 Junction Road, Suite 8000  
Madison, WI 53717  
Phone No.: (608) 664-1100  
Fax No.: (608) 664-1111  
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*

9.06 **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, multimedia and branding services, Web design.

*Year Established: 1999*

9.07 **Alpha Technology Group, LLC**

CEO: 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*

*Attorney: Foley & Lardner*

*Banking/Other Financial: Anchor Bank*
9.08 **AMPRO Data Services, Inc.**

CEO: Jerry Peterson  
Contact: Kim Doyle  
President  

1402 Greenway Cross  
Madison, WI 53713  
Phone No.: (608) 271-7502  
Fax No.: (608) 271-7504  
E-Mail: ampro@amprodata.com  
Web Site: www.amprodata.com

Systems Integrator (VAR) that provides hardware, software, peripherals, supplies, accessories, audio visual, and a variety of uninterruptible power-protection systems. Provides network installation and support, computer and printer repairs, point of sale equipment and supplies.

*Year Established: 1984*

*Employees: 8*

9.09 **Apex Embedded Systems**

CEO: Michael Ihm  
Contact: David Marx  

116 Owen Road  
Monona, WI 53716  
Phone No.: (608) 256-0767  
Fax No.: (608) 256-0765  
E-Mail: dsp@apexembedded.com  
Web Site: www.apexembedded.com

Designs and manufactures smart analog and digital I/O PC/104 cards. All products are industry standard compatible (i.e. third party software drivers readily available). Products have additional value-added features to greatly simplify software and hardware development efforts. Also offers contract engineering services to assist building systems solutions.

*Year Established: 1992*

*Employees: 3*

9.10 **Aplus Computech Inc.**

CEO: J. Philip Wang  
Contact: J. 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*
9.11 Applied Tech Solutions Inc.

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

Specializes in small business technology assessment with straightforward, affordable recommendations of how to maximize the potential of information technology. We recommend, sell, and install hardware and software solutions that best fit your needs. We take the mystery out of technology by providing information in a nontechnical, informal style.

Year Established: 1999
Employees: 8
Annual Sales: $500,000
Attorney: Ken Sippel
Accounting: Joe Stephany
Banking/Other Financial: US Bank

9.12 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 complete Vision Systems and Solutions for quality control and process improvements in the manufacturing industries. The system includes computer imaging, processing, decision making, and the required automated part handling.

Year Established: 1997
Employees: 6
Annual Sales: $1,000,000
Percentage of International Sales: <5%
Attorney: Neider & Boucher
Accounting: Clifton Gunderson
Banking/Other Financial: Wells Fargo
9.13  **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@beacontechinc.com  
Web Site:  www.beacontechinc.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. Business process management software solution.

**Year Established:**  1998  
**Employees:**  40  
**Attorney:**  Pellino/King Law  
**Accounting:**  King Law  
**Banking/Other Financial:**  Anchor Bank and M&I Bank

9.14  **Berbee Information Networks Corporation**

CEO:  James G. Berbee  
Contact:  Fran Nahabedian  
Director of 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


**Branch Office Location:**  Appleton, Chicago, Grand Rapids, Milwaukee, Minneapolis

**Year Established:**  1993  
**Employees:**  200  
**Annual Sales:**  $150,000,000

9.15  **Bugaboo Software**

Owner:  Craig Heilman  
Contact:  Craig Heilman

7500 Paoli Road  
Verona, WI  53593-9382  
Phone No.: (608) 424-6860  
Fax No.: (608) 424-6923  
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  
**Attorney:**  Michael Best & Friedrich LLP  
**Accounting:**  Beals & Associates  
**Banking/Other Financial:**  M&I Bank
9.16 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

9.17 Business Network Needs LLC

Owner: Scott Zwicky

620 Bordette Court
Madison, WI 53713
Phone No.: (608) 206-3987
Fax No.: (608) 442-5504
E-Mail: businessnetworkneeds@charter.net
Web Site: www.businessnetworkneeds.com

IT services and consulting for small and medium business. Computer software and hardware sales and service.

Year Established: 2002

Accounting: Randy Diehl and Associates
Banking/Other Financial: CUNA Credit Union

9.18 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

9.19 Cleveland Publishing Services Inc.

CEO: Susan J. Cleveland

2109 Manor Green Drive
Madison, WI 53711
Phone No.: (608) 288-9627
Fax No.: (608) 288-9629
E-Mail: susanc8271@aol.com

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
9.20 **Clotho Advanced Media, Inc.**

President: Preston Austin  
Contact: Amy M. Sanborn  
Vice President and Chief Operating Officer  

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

Clotho Advanced Media, Inc. specializes in Web site development and design, including highly interactive content.  

*Year Established: 1996*  
*Employees: 11*  
*Annual Sales: $2,000,000*  
*Attorney: Bell, Gierhart & Moore*  
*Accounting: Virchow Krause*  
*Banking/Other Financial: US Bank*

9.21 **Comprehensive Computer Consulting, Inc. (CCC)**

President: Robert Wopat  
Contact: James A. Jackson  
Vice President of Sales and Marketing  

1500 W Main St  
Sun Prairie, WI 53590  
Phone No.: (608) 837-8694, Ext. 18  
Fax No.: (608) 825-9517  
E-Mail: jjackson@compcc.com  
Web Site: www.compcc.com

Comprehensive Computer Consulting, Inc. (CCC) provides clients with highest quality of professional IS consultants. Offering a broad range of skills and services in mainframe, client/server, and Web/Internet environments. Additional skill offerings include project management, technical writing, help desk, and network administration services.  

*Year Established: 1995*  
*Employees: 40*  
*Attorney: Neider & Boucher*  
*Accounting: Smith & Gesteland*  
*Management Consultant: Smith & Gesteland*

9.22 **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

CompuTALK is an Authorized Dragon Speech Solutions Partner. Provides sales, training, and support for medical, legal, safety, corporate customers and people with disabilities.  

*Year Established: 1992*  
*Employees: 1*
9.23 **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: cdsi@computerdeveloper.com  
Web Site: www.computerdeveloper.com  

Specializes in computer consulting, program development, integration LAN/WAN, and Web pages.  

*Year Established: 1996*  
*Employees: 1*

9.24 **Computer Magic, Inc.**

President: Gregory J. Gracyalny  
Contact: Gregory J. Gracyalny  

2410 Daniels Street, Suite C  
Madison, WI 53718  
Phone No.: (608) 441-9888  

Provides computer and network consulting.  

*Year Established: 1998*  
*Employees: 6*

9.25 **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*

9.26 **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@ctso.org  
Web Site: cts.org.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*
9.27  **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 and ISO9002 Certified.

**Parent Company:** Consultis, Inc.  
**Parent Location:** Boca Raton, FL  
**Branch Office Location:** Milwaukee, Florida, Texas, Ohio, Georgia  
**Year Established:** 1984

9.28  **Coppock Software Company**

President:  John Coppock  
Contact:  John Coppock  

6845 Raymond Road  
Madison, WI 53719  
Phone No.: (608) 271-2341  
E-Mail: jcoppock@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

9.29  **Custom Computer Systems**

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

9.30  **Custom Internetworking, Inc.**

CEO:  C. L. Heberling  
Contact:  C. L. Heberling  

6406 Odana Road  
Madison, WI 53719  
Phone No.: (608) 663-8000  
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
9.31 **Customized Support Services, Inc.**

President: Mark Peterson  
Contact: Patrick McGettigan  
Controller  
1111 Deming Way  
Madison, WI 53717  
Phone No.: (800) 992-7749  
Fax No.: (800) 992-7750  
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%
- **Attorney:** Haus, Resnick & Roman
- **Accounting:** Bremser, Shommer, McHugh
- **Banking/Other Financial:** FMCC

9.32 **Data Base Solutions Inc.**

CEO: 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

9.33 **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

- Controlled environment data vault with 24/7 accessibility. Storage and retrieval of computer media, tape rotations, disaster planning. Also provides storage and retrieval services for paper documents, tracking systems, web-based account access.
- **Year Established:** 1987
- **Employees:** 12
9.34 **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: ghernandez@enablefuelcell.com
Web Site: www.dcht.com

Manufacturer and systems integrator specializing in hydrogen energy systems. Develops, fabricates, and logistically 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 IRBs

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9.35 **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

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9.36 **Digital Age Development, Inc.**

605 Deer Run
DeForest, WI 53532
Phone No.: (608) 846-1365
E-Mail: sales@weddadi.com
Web Site: www.webdadi.com

An innovative Web application development company focusing on e-learning and Web and CD application development.

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9.37 **DNASTAR Inc.**

CEO: Frederick Blattner, Ph.D.

Contact: Vickie O’Connor

1228 South Park Street
Madison, WI 53715
Phone No.: (608) 258-7420
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:** 27

**Attorney:** Lathop & Clark, Quarles and Brady, Margaret Wong & Associates

**Accounting:** McGladrey & Pullen, RSM McGladrey

**Banking/Other Financial:** Merrill Lynch, M&I Bank
9.38 **Doyleweb Services, LLC**

CEO: Ken Doyle, Ph.D.
Contact: Donna Doyle

2586 Chesapeake Drive
Madison, WI 53719
Phone No.: (608) 274-5844
Fax No.: (608) 274-1672
E-Mail: dhdoyle@doyleweb.com
Web Site: www.doyleweb.com

Develops customized marketing/communications solutions for technology driven businesses. Services include Web design and hosting, technical writing, graphic design, desktop publishing and Internet consulting.

*Year Established: 1999*

9.39 **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*

9.40 **Enterprise Solutions Technology Group Inc.**

CEO: B. J. Pfeiffer
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*

*Attorney: LaFollette Godfrey & Kahn*

*Accounting: Vichow Krause*

*Banking/Other Financial: US Bank*
9.41 **EraGen Biosciences, Inc.**

CEO: Irene Hrusovsky, M.D.

Contact: Irene Hrusovsky, M.D.

918 Deming Way, Suite 201
Madison, WI  53717
Phone No.: (608) 662-9000
Fax No.: (608) 662-9003
E-Mail: ihrusovsky@eragen.com
Web Site: www.eragen.com

Designs, develops, and commercializes products and technologies that accelerate the drug discovery process and advance molecular diagnostics. EraGen's research and development and commercialization efforts are focused in three primary areas: nucleic acid diagnostics, functional proteomics, and drug discovery.

**Year Established:** 1996

**Employees:** 35

**Percentage of International Sales:** 30%

9.42 **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, and SmarTerm.

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

**Parent Location:** Lyon, France

**Branch Office Location:** Stillwater, OK and Lake Forest, CA

**Year Established:** 1985

**Employees:** 87

**Annual Sales:** $13,000,000

9.43 **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
9.44 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 Appelton
Year Established: 1976
Employees: 30
Annual Sales: $15,000,000
Attorney: Foley & Lardner
Accounting: Don Roble, CPA
Banking/Other Financial: M&I Bank

9.45 ExecuTrain of Wisconsin

CEO: Ben Taylor
Contact: Robert Scheindel
Sales Manager

2418 Crossroads Drive, Suite 1900
Madison, WI 53718
Phone No.: (608) 664-1000
Fax No.: (608) 664-1010
E-Mail: roverts@executrain-wi.com
Web Site: www.executrain.com/wisconsin

Provides training and consulting services. A Microsoft Certified Training Education Center Partner, a Premier Novell Authorized Education Center, that provides custom and blended training solutions to meet business needs. Services and training include: public classes, private classes, coursework development, course customization, instructor-led classroom training, online self-study, online instructor-led classes and consulting.

Parent Company: The Pelican Group
Parent Location: Bloomington, MN
Branch Office Location: Brookfield, Appleton, Milwaukee
Year Established: 1989
Employees: 33
Annual Sales: $1,800,000
9.46 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
E-Mail: krickard@farin.com
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: 2%
Attorney: Neider & Boucher
Accounting: Suby Von Haden & Associates
Banking/Other Financial: Amcore Bank

9.47 ForescastWeather.com
President: Grant Brohm
5936 Seminole Centre Court
Madison, WI 53711
Phone No.: (608) 278-8060
Fax No.: (608) 278-8070
E-Mail: gbrohm@forecastweather.com
Web Site: www.forecastweather.com
Development and sales of proprietary weather forecast information along with customized software applications designed to meet the needs of weather sensitive companies and/or their consultants. Primary focus of sales is to energy and travel industry markets.
Year Established: 2000
Employees: 4
Annual Sales: $500,000
Attorney: Michael Best & Friedrich LLP
Accounting: Grant Thornton
Banking/Other Financial: US Bank

9.48 ForeThought Development, LLC
President: David Wysocki
Contact: David Wysocki
583 D'Onofrio Drive
Madison, WI 53719
Phone No.: (608) 833-5898
Web Site: www.forethoughtdevelopment.com
Provides engineering and consulting services including analog and digital hardware design, software development, biotechnical interfaces, and medical electronics research.
Year Established: 1999
Employees: 5
9.49 **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*

9.50 **Galaxy Technologies, Inc.**

CEO: James D. Wacek  
Contact: Kevin McWilliams

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*  
*Attorney: DeWitt, Ross & Stevens*  
*Accounting: Grant Thornton*  
*Banking/Other Financial: First Business Bank*

9.51 **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  
Web Site: www.giconline.com

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

*Year Established: 1991*  
*Employees: 25*  
*Accounting: Rick Vanden Heuel, CPA*
9.52 **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. GeoAnalytics’ Varion Systems Division provides business solutions for permitting land and management, utility asset management and mobile computing. Varion also sells PV Web, an award winning Web-based GIS software.

*Branch Office Location:*  Chicago, IL; West Palm Beach, FL; and Redlands, CA  
*Year Established:* 1992  
*Employees:* 30  
*Attorney:*  Michael Best & Fredrich LLP  
*Accounting:*  RSM McGladery  
*Banking/Other Financial:*  Capitol Bank

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

Owner:  Scott Trautman  
Contact:  Scott Trautman  

2049 Skaalen Road  
Stoughton, WI  53589  
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:*  $1,000,000  
*Banking/Other Financial:*  Park Bank

9.54 **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
9.55 **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*

9.56 **IBM Corporation**  
CEO: Samuel J. Palmisano  
Contact: Robert A. Myers  
3113 West Beltline Highway  
Madison, WI  53713  
Phone No.: (608) 273-5340  
Fax No.: (608) 273-5222  
E-Mail: bamyers@us.ibm.com  
Web Site: www.ibm.com  
Develops, manufactures, and sells advanced information processing products including computers and microelectronic technology software, networking systems, and solutions encompassing electronic commerce and information technology-related services.  
*Parent Company: IBM Corporation, Armonk, NY*  
*Year Established: 1914*  
*Employees: 70*  
*Annual Sales: $15,500,000*

9.57 **IDEX Inc.**  
CEO: Eugene Karpinski  
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: 3*  
*Accounting: Grobe & Associates*  
*Banking/Other Financial: Middleton Community Bank*
9.58 **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  
E-Mail: fscarpace@surfacemapper.com  
Web Site: www.surfacemapper.com

**OrthoMapper** for making and updating orthophotos from aerial images.  
*Year Established: 1981*

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9.59 **Imagiware, Inc.**

CEO: Brian Casey  
Contact: Thomas Tongue

2935 South Fish Hatchery Road, No. 197  
Madison, WI 53711  
Phone No.: (608) 271-2711  
Fax No.: (608) 288-0960  
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: 2*

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9.60 **imc DataWorks, LLC**

General Manager: Paul Nylander  
Contact: Keith Martinko  
Sales Manager

2923 Marketplace Drive, Suite 102  
Madison, WI 53719  
Phone No.: (608) 231-6123  
Fax No.: (608) 231-6125  
E-Mail: info@imcdataworks.com  
Web Site: www.imcdataworks.com

Creates electro-mechanical measurement solutions for transportation and other manufacturing industries. Offers instruments for measurement and analysis in stand alone and PC-based environments, custom software, application consultation, and training services.  
*Year Established: 2002*
9.61 **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%*  
*Attorney: Haley Palmershiem*  
*Accounting: Suby Von Haden & Associates*

9.62 **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  

Inacom Information Systems is a business solutions provider, specializing in technology consulting, education and procurement. Since 1984 Inacom has leveraged partnerships with industry leaders to serve Wisconsin clients in both the public and private sectors. Inacom's core technology solutions are in the areas of development, education, hosting, networking, product procurement, project management, security, service, storage, and internetworking voice-data-video.  

*Corporate Affiliation: Independent*  
*Branch Office Location: Milwaukee and Appleton*  
*Year Established: 1984*  
*Employees: 140*  
*Annual Sales: $50,000,000*  
*Attorney: Foley and Lardner*  
*Accounting: Williams Young*  
*Banking/Other Financial: First Business Bank*  

9.63 **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 interactive databases, shopping carts, e-commerce, and income generating sites since 1993.  

*Parent Company: Industry Connection, Inc.*  
*Year Established: 1993*  
*Employees: 8*
9.64 **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*

9.65 **InfoStar.com**

CEO: Peter H. Greene  
Contact: Peter H. Greene  
7637 Farmington Way  
Madison, WI 53717-1812  
Phone No.: (608) 345-2149  
E-Mail: pgreene@infostar.com  
Web Site: www.infostar.com and www.webhitz.com

Specializes in Internet and Web marketing and e-commerce strategies.

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

9.66 **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: 9*  
*Percentage of International Sales: 100%*  
*Accounting: Smith & Gestland*  
*Banking/Other Financial: US Bank*

9.67 **Innovative Communication Concepts (ICC)**

CEO: Cynthia Heberling  
6406 Odana Rd  
Madison, WI 53719  
Phone No.: (608)277-8000  
Fax No.: (608) 276-6404  
E-Mail: info@iccnow.com  
Web Site: www.iccnow.com

Designs and delivers IT solutions since 1984. Offers a variety of computer-based business services. Provides customers with the newest technologies in the workplace, creating a more efficient way to conduct business. New technology enhances productivity and creates new opportunities.

*Corporate Affiliation: Custom Computer Systems of Wis. Inc.*  
*Year Established: 1984*  
*Employees: 20*
9.68  **Integrated Information Systems**

CEO:  Jim Garvey  
Contact:  Tom Decoster  
General Manager

1966 South Stoughton Road  
Madison, WI  53716  
Phone No.: (608) 278-7888  
Fax No.: (608) 224-0788  
E-Mail: tom.decoster@iis.com  
Web Site:  www.iis.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:  60*  
*Annual Sales:  $7,000,000*

9.69  **Integrated Planning Systems Inc.**

Contact:  Jerry K. Olson

5301 Namekagon Lane  
Madison, WI  53704  
Phone No.: (608) 244-4245

Develops, markets, and sells business software. Provides management consulting services.

*Year Established:  1982*

9.70  **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.

*Branch Office Location:  13 US Locations, plus Toronto, London, Sydney, and South Africa*  
*Year Established:  1981*  
*Employees:  60*
9.71  **Internet Concepts LLC**

President:  Stephan Spencer  
Contact:  Jody Hartwig  

6400 Gisholt Drive, Suite 100  
Madison, WI  53713  
Phone No.: (608) 285-6600  
Fax No.: (608) 285-6601  
E-Mail:  infodesk@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  
**Attorney:**  King & Ballow  
**Accounting:**  Smith & Gestleland  
**Banking/Other Financial:**  Forster

9.72  **Isthmus Group, Inc.**

CEO:  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:**  25  
**Annual Sales:**  $4,500,000  
**Percentage of International Sales:**  100%  
**Attorney:**  Dewitt, Ross & Stevens  
**Accounting:**  Grant Thornton  
**Banking/Other Financial:**  Anchor Bank

9.73  **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
9.74 **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*

9.75 **Kodiak Networks, LLC**

CEO/President: R. J. DeBaufer
1118 O’Neal
Madison, WI 53704
Phone No.: (608) 244-6206
Fax No.: (608) 244-6203
E-Mail: rj@kodiaks.net
Web Site: www.kodiaks.net

Network services, 24 hour on-site or tech support availability, network and telephone cabling, Web site design and hosting, and virtual technician service.

*Year Established: 2002*
*Employees: 2*

9.76 **Kurt Salmon Associates**

Director: 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*

9.77 **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*
9.78 Lakeside Software
CEO: Linda Leighton
1515 Morrison Street
Madison, WI 53703
Phone No.: (608) 250-0088
Fax No.: (608) 255-6549
E-Mail: l2leighton@charter.net

Designs, develops, and maintains custom microcomputer database software systems to streamline the client's business operations. Specializes in maintenance and enhancements to older Clipper-language systems.

Year Established: 1986

9.79 LANA Computers
CEO: Norm Arendt
Contact: Lucie Arendt
6630 Clovernook Road
Middleton, WI 53562
Phone No.: (608) 831-5899
Fax No.: (608) 274-2026
E-Mail: njarendt@mail.execpc.com


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

9.80 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: Lotus Development Corp.
Subsidiary Company: Subsidiary of IBM Corp.
Year Established: 1982
Employees: 13
Percentage of International Sales: 45%

9.81 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
9.82  Madison Computer Works Inc.

CEO:  Brian Lisse
Contact:  Brian Lisse

353 Island Drive
Madison, WI  53705
Phone No.:  (608) 231-8000
Fax No.:  (608) 231-8019
E-Mail:  mcw@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

9.83  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 for touch-screen kiosks; video, DVD, and eDVD services; Web applications, Web casting and e-learning.

Year Established:  1977
Employees:  17

Attorney:  Michael Best & Friedrich LLP
Accounting:  Virchow Krause
Banking/Other Financial:  Fisrt Business Bank

9.84  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@chorus.net

Provides custom computer programming, retail apparel, and POs.

Year Established:  1978
Employees:  3

Attorney:  Tom Voss
Accounting:  Jeff Kuchenbecher, Gary Meicher & Associates
Banking/Other Financial:  M&I Bank
9.85  **Marcia Brenner Associates**

CEO:       Marcia Brenner  
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*  
*Attorney: Robert Pasch*  
*Accounting: Bailey & Stolzman*  
*Banking/Other Financial: First Business Bank*

9.86  **Matrix Development**

CEO:       James A. Spellman  
Contact:   James A. Spellman  

113 Robyn Ridge  
Mt. Horeb, WI  53572-1401  
Phone No.: (609) 437-4494  
Fax No.: (509) 472-4298  
E-Mail: JS@matrixdevelopment.com  
Web Site: www.matrixdevelopment.com  

Solution Provider: Business Process Automation (better/cheaper/faster), Management (a better way), Marketing Consulting (creative campaigns), Direct Mail (lists/lists/lists), CTO/CIO consulting (trend analysis), Custom Application development for small business, Manufacturing, Sales Force Automation, Sales Forecasting, Six Sigma, CRM (B2C,B2B,121), Insurance, Government (more efficiency), High Tech/Science industries(LIMS,RT), and Associations (membership, subscription management). Web based database-driven applications using Macromedia Flash MX, Microsoft .NET, Access/VB, and SQL server technology.  

*Branch Office Location: Pensacola, Bradenton, FL*  
*Year Established: 1976*

9.87  **Matrix Tek**

Co-owners: Kevin Hammond  
Contact: Kevin Hammond  

306 East Wilson, Suite One  
Madison, WI  53703  
Phone No.: (608) 268-0530  
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.  

*Branch Office Location: West Side-Madison*  
*Year Established: 2000*  
*Employees: 5*  
*Annual Sales: $350,000*  
*Percentage of International Sales: 10%*
9.88 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. And management consulting, strategic and IT planning, technology management services. Specializes in ADA and intellectual property issues.

Year Established: 1987
Annual Sales: $200,000
Banking/Other Financial: Anchor Bank

9.89 Midwest Computers (formerly Microage)

CEO: Tim Olson
Contact: Tim Olson

122 Junction Road
Madison, WI 53717
Phone No.: (608) 829-3585
Fax No.: (608) 829-2573
Web Site: www.midwest-computers.com

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

Year Established: 2002
Employees: 15

9.90 Modern Business Technology, Inc.

CEO: Natalie Knudson
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, including custom software generations and strategic consulting.

Year Established: 1977
Employees: 40
Annual Sales: $30,000,000
Attorney: Whyte, Hirshboeck, Dudek, SC
Accounting: Interal
Banking/Other Financial: M&I Bank and Bank One
Provide organizations solutions and services designed to manage documents and information in a simple, secure and easily accessible manner, while also providing for recovery in the event of a disaster such as fire or flood.

*Branch Office Location: Rockford, Chicago, Milwaukee, Indianapolis, Green Bay*

*Year Established: 1986*

*Employees: 45*

*Annual Sales: $8,000,000*

*Attorney: Axley Brynelson LLP*

*Accounting: Smith & Gesteland*

*Management Consultant: Smith & Gesteland*

*Banking/Other Financial: Anchor Bank*

Provides Internet/Intranet consulting, commercial Web site design and hosting, multimedia e-learning, CD-ROM authoring, database application programming and e-commerce.

*Year Established: 1994*

*Employees: 5*

*Attorney: Dewitt Ross & Stevens*

*Accounting: Robert Sawicki*

*Banking/Other Financial: US Bank*

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.

*Year Established: 1993*

*Employees: 45*

*Annual Sales: $10,000,000*
9.94 Omni Resources, Inc.

CEO: 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 professional information technology services in South Central Wisconsin since 1984: analysis, project management, applications development, Web, networking and network administration.

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

9.95 Optimum Design Inc.

President: Randy McHugh
Contact: Randy McHugh
101 Nichols Road
Monona, WI 53716
Phone No.: (608) 243-9418
Fax No.: (608) 243-9420
E-Mail: info@opd.com
Web Site: www.opd.com

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

9.96 Paragon Development Systems, Inc. (PDS)

CEO: Craig Schiefelbein
Contact: Carrie Buss
Director, Marketing
2005 West Beltline Highway, Suite 100
Madison, WI 53713
Phone No.: (608) 277-5977
Fax No.: (608) 277-1757
E-Mail: cbuss@pdspc.com
Web Site: www.pdspc.com

ISO 9002-certified computer manufacturer and Enterprise Services provider. Serves health care nationwide and corporate/government regionally. A LifeCycle Management company that helps IT departments improve the way they plan, procure, deploy, manage, support and retire their IT assets.

Parent Location: Oconomowoc, WI

Subsidiary Location: Brookfield, WI

Year Established: 1986

Employees: 140

Annual Sales: $63,000,000
9.97  **PARTS NOW! LLC**  
CEO:  Dan Olszewski  
Contact:  Jason Jensen  
   Director, Marketing and Strategy  
3517 West Beltline Highway  
Madison, WI  53713  
Phone No.:  (608) 276-8688  
Fax No.:  (608) 276-9593  
E-Mail:  jjensen@partsnow.com  
Web Site:  www.partsnow.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.  

*Branch Office Location: Hollywood, FL*  
*Year Established: 1989*  
*Employees: 236*  
*Annual Sales: $73,000,000*  
*Percentage of International Sales: 8%*  
*Attorney: Michael Best & Friedrich LLP*  
*Accounting: Deloitte & Touche*  
*Banking/Other Financial: M&I Bank*  

9.98  **PC-COM**  
CEO:  Tina Vu  
Contact:  Tina Vu  
4507 Monona Drive  
Monona, WI  53716-1065  
Phone No.:  (608) 222-9099  
Fax No.:  (608) 222-1899  
E-Mail:  pccom@writeme.com  

Sells, leases, and services IBM-compatible computers and printers.  

*Year Established: 1988*  
*Employees: 2*  
*Annual Sales: $100,000*  
*Attorney: P.P. Legal*  
*Banking/Other Financial: Anchor Bank*  

9.99  **Pelican Bay Computers, LLC**  
Partner:  Mark Karlson  
849 East Washington Avenue, No. 122  
Madison, WI  53703  
Phone No.:  (608)251-4410  
Web Site:  www.pelicanbaycomputers.com  

MacIntosh services, sales, system integration of vertical markets for print, color, publishing, video, construction and biotechnology.  

*Year Established: 1995*  
*Employees: 4*
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

Pinnacle Software

CEO: Roland G. Tschoeke
4634 Toepfer Road
Middleton, WI 53562
Phone No.: (608) 836-9400
Fax No.: (608) 836-9060
E-Mail: info.pinnacle@charter.net

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

Year Established: 1984
Accounting: Midwest Asset Management

Power System Engineering Inc.

President: 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%
Attorney: Murphy & Desmond SC
Accounting: Grant Thornton
Banking/Other Financial: M&I Bank
9.103 **PowerNet Consulting Group**

President: James Zantow  
Contact: James Zantow  
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  

Designs and maintains local-area, wide-area networks, and document management/imaging systems, designs and maintains security, fire, access control, and closed circuit TV, voice and data cabling.  

**Year Established:** 1998  
**Employees:** 15  
**Annual Sales:** $1,700,000  
**Attorney:** Niesen Law Firm  
**Accounting:** Rick Wrench CPA  
**Banking/Other Financial:** Monona State Bank

9.104 **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

9.105 **RR Software Inc.**

President: Randall Brukardt  
Contact: Ian Goldberg  
General Manager  
621 North Sherman Avenue, Suite B6, 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:** 40%  
**Banking/Other Financial:** Dane County Credit Union
9.106 **ReQuest Ltd.**

President: Mary Mattison

5944 Seminole Centre Court, Suite 200
Madison, WI 53711
Phone No.: (608) 663-1250, Ext. 109
Fax No.: (608) 663-1248
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%*

*Attorney: Virginia Bartelt: Dewitt, Ross and Stevens*

*Accounting: Stotlar and Stotlar*

*Banking/Other Financial: Bank of Verona*

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9.107 **Shanahan Valley Associates**

President: Andres Trevino

7209 Longmeadow Road
Madison, WI 53717
Phone No.: (608) 576-3750
Fax No.: (608) 831-1005
E-Mail: aatrevino@usa.net

Develops computer-aided technology applications.

*Year Established: 1987*

*Employees: 1*

*Annual Sales: $50,000*

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9.108 **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*

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9.109 **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*
9.110 **Software Resource Publications Inc.**

CEO: Lisa Ruffolo  
Contact: Dan Seiter  
2125 Chamberlain Avenue  
Madison, WI 53705  
Phone No.: (608) 236-0538  
E-Mail: danseite@charter.net  

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

9.111 **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*  

9.112 **Spangler Computers**

CEO: Dan Spangler  
Contact: Tim Bentheimer  
824 West Racine Street  
Jefferson, WI 53549  
Phone No.: (920) 674-6833  
Fax No.: (920) 674-6876  
E-Mail: sales@spanglercomputers.com  

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*  
*Employees: 15*  
*Annual Sales: $1,500,000*
9.113 **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  
**Management Consultant:** Mr. Carl Kircher  
**Other Financial:** Johnson Block and Company, Inc.

9.114 **Spherion Technology**

**CEO:** Cindy Hallman  
**Contact:** Beth Kolk  
Managing Director

440 Science Drive, Suite 102  
UW Research Park  
Madison, WI 53711  
Phone No.: (608) 233-8201  
Fax No.: (608) 233-8416  
E-Mail: elizabethkolk@spherion.com  
Web Site: www.spherion.com/technology

Provides consulting services in networking, help desk, data center, applications development, and software quality management. Also provides technical resources and managed services.

**Parent Company:** Spherion  
**Parent Location:** Milwaukee, WI  
**Year Established:** 1967  
**Employees:** 100  
**Annual Sales:** $9,000,000

9.115 **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

Software development company, focused on the secure handling of sensitive (financial, health, legal, etc.) information across untrusted networks.

**Year Established:** 1989  
**Employees:** 8  
**Percentage of International Sales:** 11%
9.116 **Steudel and Mann, LLC**

Owner:  Harold J. Steudel
Contact:  Harold J. Steudel

1309 Farwell Drive  
Madison, WI  53704  
Phone No.:  (608) 241-8692  
Fax No.:  (608) 249-9311  
E-Mail:  harry@hjsteudel.com  
Web Site:  www.hjsteudel.com

Consults/trains for ISO/QS-9000 and 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*

*Attorney:  Cullen Weston Pines and Bach*

*Accounting:  Baker & Launder, SC*

*Banking/Other Financial:  Anchor Bank*

9.117 **Stratagem, Inc.**

CEO:  Gary Krieger
Contact:  Stu Moebus  
Service Delivery Executive

4600 American Parkway, East Park One, Suite 101  
Madison, WI  53718  
Phone No.:  (608) 246-4300  
Fax No.:  (608) 242-4961  
E-Mail:  smoebus@stratagemnet.com  
Web Site:  stratagemnet.com

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.

*Parent Company:  Stratagem, Inc.*

*Year Established:  1986*

*Employees:  100*

*Attorney:  Foley & Lardner*

*Accounting:  Arthur Andersen*

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

9.118 **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 co-location, WAN/VPN, DR, Web applications, hosting and connectivity development.

*Year Established:  1994*
9.119  **Symphony Corporation**

CEO: Ravi K. Kalla  
Contact: Usha Shankar  

120 East Lakeside Street  
Madison, WI  53715  
Phone No.: (608) 294-4090, Ext. 4  
Fax No.: (608) 294-9321  
E-Mail: usha@symphony.com  
Web Site: www.symphony.com  

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%*  

*Accounting: Charles Liberty*  

*Banking/Other Financial: US Bank*

9.120  **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. Not limited to SAS. Experts in the development of data systems, decision support systems, and production reporting systems. Analyzes business needs and deliver effective solutions.  

*Year Established: 1982*  

*Employees: 7*
9.121  **Tara Software a division of Yahara Software LLC**

CEO: Kevin Meech/Eric Thomas
Contact: Chris Sloan, Business Development Executive

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


*Year Established: 1992*

*Employees: 15 to 25*

*Annual Sales: $2 to 4,000,000*

*Percentage of International Sales: 2%*

*Attorney: Cullen, Weston, Pines & Bach*

*Accounting: Ragsdale, Spitz & Reuschlein, S.C*

*Banking/Other Financial: First Business Bank*

9.122  **TechSkills**

CEO/President: Kevin Paulsen
Contact: Mark Wheatley, Branch Manager

One Point Place, Suite 100
Madison, WI  53719
Phone No.: (608) 826-9000
Fax No.: (608) 826-9010
E-Mail: mwheatley@techskills.com
Web Site: www.techskills.com

We offer certification training for Microsoft, Cisco, Oracle, etc., and customized training schedules.

*Parent Company: TechSkills, Milwaukee, WI*

*Year Established: 2000*

*Employees: 5*

9.123  **Unisys Corporation**

CEO: Lawrence A. Weinbach
Contact: Bob Hartrich, Account Executive

4710 East Broadway
P. O. Box 8640
Madison, WI  53708
Phone No.: (608) 221-3311
Fax No.: (608) 223-2903
E-Mail: robert.hartrich@unisys.com
Web Site: www.unisys.com

Provides global consulting, systems integration, outsourcing, and technology services to selected industries, including commercial, financial, telecommunications, media, and public sector.

*Parent Company: Unisys Corporation*

*Parent Location: Bluebell, PA*

*Year Established: 1986*

*Employees: 65*
9.124 **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@usssi.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*

9.125 **University of Wisconsin Learning Innovations**

CEO: Barbara Emil

Contact: Kathleen Motl
Director, Marketing

505 South Rosa Road, Suite 200
Madison, WI 53719-1257
Phone No.: (608) 263-3314
Fax No.: (608) 265-9396
E-Mail: motl@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*

9.126 **Vanguard Computers, Inc.**

CEO: Steven C. Wangard

Contact: Steven C. 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*

*Parent Company: Vanguard Computers Inc*

*Parent Location: Brookfield, WI*

*Year Established: 1982*

*Employees: 7*

*Annual Sales: $20,000,000*

*Banking/Other Financial: US Bank and M & I Bank*
9.127 **Vivid Media, Inc.**  
CEO: 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  
Web Site: www.vividmedia.com  


*Year Established: 1991*  
*Employees: 9*

9.128 **Weather Central, Inc.**  
Partner: 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 graphic 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: 110*  
*Annual Sales: $13,000,000*  
*Percentage of International Sales: 5%*  
*Attorney: Foley & Lardner*  
*Accounting: Williams Young LLP and McGladrey & Pullen LLP*  
*Banking/Other Financial: M&I Bank*

9.129 **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.webdataworks.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*
9.130  **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*

9.131  **Wegner Technologies, LLC**

Contact:  Robert Sprecher  
123 Second Street  
Baraboo, WI  53913  
Phone No.:  (608) 356-0286  
Fax No.:  (608) 356-2966  
Web Site:  www.wegnertech.com  

Focuses on business consulting services with an emphasis on hardware and software installation, computer system design, network set-up, system training, Internet/Intranet sites, technology support, troubleshooting and diagnostics, and network and telecommunications cabling.  

*Corporate Affiliation: Wegner LLP, CPAs & Consultants*

*Year Established: 1989*

*Employees: 5*

9.132  **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*

*Year Established: 1991*

*Employees: 20*

*Attorney: Foley & Lardner*

*Accounting: Grant Thornton*

*Banking/Other Financial: Anchor Bank*
9.133 Wired Republik technologies, Inc.

CEO: Robert J. Eckdale
Contact: Leslie A. Christopherson
Secretary, Treasurer

849 East Washington Avenue, Suite 162
Madison, WI  53703
Phone No.: (608) 227-2020
Fax No.: (608) 227-2021
E-Mail: info@wiredrepublik.com
Web Site: www.wiredrepublik.com

Network design and administration: troubleshooting and preventative maintenance. Hardware and software sales, custom workstation and server builds, software installation, on-site setup. Web page design and redesign, updating, hosting Web sites and e-mail accounts.

Year Established: 2001
Attorney: Neider & Boucher
Accounting: Smith & Gesteland
Banking/Other Financial: Amcore

9.134 Xerox Corp.

CEOs: Ann Mulcahy
Paul Allaire

Contact: Kathryn Kraft
Sales Manager

2802 Coho Street
Madison, WI  53713
Phone No.: (608) 273-6700
Fax No.: (608) 273-6742
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: 1961
Employees: 60
SCIENTIFIC RESEARCH AND DEVELOPMENT SERVICES
10.01 **AgResearch International Inc.**

CEO: Peter C. Bilkey, Ph.D.

7841 East Oakbrook Circle  
Madison, WI  53717-1606  
Phone No.: (608) 829-1488  
Fax No.: (608) 829-0116

Researches and develops products in plant biotechnology.  

*Year Established: 1993*

10.02 **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*

10.03 **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*

10.04 **Astronautics Corporation of America**

CEO: Dr. Ronald Zelazo  
Contact: Dr. Steven Russek  
Director

718 Walsh Road  
Madison, WI  53718  
Phone No.: (608) 243-8020  
Fax No.: (608) 243-8028  
E-Mail: s.russek@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: 13*

*Attorney: Foley & Lardner*
10.05 **Bahr Management, Inc.**

CEO: 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

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*

10.06 **Bjorksten Research Labs**

President: Michael J. Maloney

Contact: Michael J. 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*

*Attorney: Lee, Kilkelly, Paulson & Younger SC*

*Accounting: Suby Von Haden & Associates*

*Banking/Other Financial: M&I Bank*

10.07 **Custom Synthesis Services**

CEO: Richard H. Charles

1202 Ann Street
Madison, WI  53713
Phone No.: (608) 251-3005
Fax No.: (608) 251-3007
E-Mail: dcharles@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, 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*
10.08 **ElasTek Inc.**

President: Anthony DeGregoria  
Contact: Anthony DeGregoria  
2 Chippewa Court  
Madison, WI 53711  
Phone No.: (608) 238-6466  
Fax No.: (608) 238-0270  
E-Mail: inquire@purifresh.com  
Web Site: www.purifresh.com

Researhes 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*

*Attorney: Michael Best and Friedrich LLP*

*Accounting: Ragsdale Spitz and Reuschlein CPA*

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

10.09 **Energy Center of Wisconsin**

Director: 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: 33*

*Annual Sales: $5,500,000*

*Attorney: Michael Best & Friedrich LLP*

*Banking/Other Financial: Johnson Bank, First Business Bank*

*State or Federal Funding Sources: WI Dept. of Administration, U.S. Department of Energy*

10.10 **Focused Research, Inc.**

Vice President: Rob Marsland  
Contact: Rob Marsland  
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*
10.11 **Forest Products Society**

Contact: Arthur Brauner  
Executive Vice President

2801 Marshall Court  
Madison, WI 53705-2295  
Phone No.: (608) 231-1361, Ext 213  
Fax No.: (608) 231-2152  
E-Mail: art@forestprod.org  
Web Site: www.forestprod.org

A nonprofit technical association that collects and disseminates technical information related to the efficient use of forest products.

*Year Established: 1948*

*Employees: 8*

*Annual Sales: $1,500,000*

*Attorney: Terry Peppard*

*Banking/Other Financial: M&I Bank*

10.12 **Frontier Science and Technology Research Foundation**

Director: C. Morton Hawkins  
Contact: Bernadette Keul

505 South Rosa Road  
Madison, WI 53719  
Phone No.: (608) 2310940  
Fax No.: (608) 441-2941  
Web Site: www.fstrf.org

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 bios-statistics data processing and structure.

*Parent Location: Amherst, NY; Chestnut Hill, MA*

*Year Established: 1997*

*Employees: 5*

10.13 **GateWave Northern, Inc.**

President: Gert K. Hohenwarter  
Contact: Ericia Gertsch  
Vice President

3002 Progress Road  
Madison, WI 53716  
Phone No.: (608) 224-1250  
Fax No.: (608) 224-1233  
Web Site: www.gatewave.com

Designs and fabricates microwave and superconducting circuits, provides contract research and development, and product development in microwave and superconducting microelectronics, and circuit board design.

*Year Established: 1991*

*Employees: 3*

*Attorney: Walter Stewart*

*Accounting: Virchow Krause*

*Banking/Other Financial: US Bank*
10.14 Genetec Enterprises
CEO: Jon Holtzman
Contact: Jon Holtzman
3221 Highway 134
Cambridge, WI 53523-9121
Phone No.: (608) 423-3436
E-Mail: jholtz@bminet.com
Performs seed corn research and recurrent selection for protein, carotenoids, and heart-healthy oils.

Year Established: 1977
Employees: 1
Attorney: Lathrop & Clark
Accounting: Meicher & Associates
Banking/Other Financial: M&I Bank

10.15 Genetic Visions Inc.
CEO: C. Michael Cowan, Ph.D.
Contact: C. Michael Cowan, Ph.D.
3230 Deming Way, Suite 110
Middleton, WI 53562
Phone No.: (608) 662-9170
Fax No.: (608) 662-9169
Identifies and develops genetic markers for use in cattle selection.

Parent Company: Accelerated Genetics
Parent Location: Baraboo, WI
Year Established: 1988
Employees: 4

10.16 GenTel, Inc.
President: Ken Johnson
Contact: Mary Administrative Assistant
505 South Rosa Road
Madison, WI 53719
Phone No.: (608) 441-2904
Fax No.: (608) 441-2970
E-Mail: mary@gentelcorp.com
Specializes in biotechnology research and product development.

Year Established: 2000

10.17 GeriGene Medical Corporation
CEO: Don Kleinsek
Contact: Adriana Soto MD-Clinical Applications
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
10.18 **Healthcare Technology Systems Inc.**

CEO: John H. Greist, M.D.

Contact: Kristin Brand
Sales and Marketing Coordinator

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 IVR rating scales to pharmaceutical companies to help them collect data directly from study subjects.

*Year Established: 1998*

*Employees: 29*

*Annual Sales: $3,000,000*

*Attorney: Jerome M. Ott, S.C.*

*Accounting: Ragsdale, Spitz & Reuschlein, SC*

*Banking/Other Financial: State Bank of Cross Plains*

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10.19 **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.

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10.20 **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*

*Attorney: Neider & Boucher, S.C.*

*Accounting: Smith & Gesteland, LLP*

*Banking/Other Financial: Associated Bank*
**Midwest Prototyping, LLC**

CEO: 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. Recently added CNC Plasma cutter for sheet metal and plate fabrication.

*Year Established:* 2001  
*Employees:* 2  
*Percentage of International Sales:* 2%  
*Banking/Other Financial:* State Bank of Cross Plains

**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:* 77  
*Annual Sales:* $7,000,000  
*State or Federal Funding Sources:* NASA and other governmental agencies

**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
10.24 **Promoter Neurosciences, LLC**

CEO: Ned Kalin, M.D.

505 South Rosa Road, Suite 52
Madison, WI 53719
Phone No.: (608) 441-2990
Fax No.: (608) 441-2992
E-Mail: info@promoterneurosciences.com
Web Site: www.promoterneurosciences.com

Research and development.

*Year Established:* 2000

*Employees:* 2

*Annual Sales:* $250,000

*Attorney:* LaFollette Godfrey & Kahn

*Accounting:* Grant Thornton

*Management Consultant:* Agave Group, Pigorsch Media Design

*Banking/Other Financial:* Home Savings

10.25 **Real World Research, LLC**

Director: Linda Penaloza

Contact: Ben Kadel
Director of Social Inquiry

313 West Beltline Highway, Suite 153
Madison, WI 53713
Phone No.: (608) 227-0250
Fax No.: (608) 227-0251
E-Mail: rwr@realworldresearch.com
Web Site: www.realworldresearch.com

Value-added research consultation dedicated to helping clients answer social research questions. We focus on practical answers through Internet, phone and mail surveys, in-person interviews, focus groups, facilitated meetings and data mining.

*Year Established:* 2000

*Attorney:* Neider & Boucher

*Accounting:* RSM McGladrey, Inc.

*Banking/Other Financial:* Heartland Credit Union

10.26 **Thermal Spray Technologies, Inc.**

CEO: Richard Wilkey

Contact: Bill Lenling
Vice President

515 Progress Way
Sun Prairie, WI 53590
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 sprayed 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

*Attorney:* Virginia Bartelt: Dewitt, Ross and Stevens

*Accounting:* Virchow Krause & Co.

*Banking/Other Financial:* Associated Bank
10.27 **TomoTherapy, Inc.**

CEO: John J. Barni

Contact: Barbara Ziemer

1240 Deming Way
Madison, WI 53717-1954
Phone No.: (608) 824-2800
Fax No.: (608)824-2996
E-Mail: info@tomotherapy.com
Web Site: www.tomotherapy.com

Development and commercialization of a new system combining radiotherapy and CT-style dose detection systems to accurately deliver, verify, and review radiotherapy treatments for cancer patients.

**Year Established:** 1997

**Employees:** 82

**Attorney:** Michael Skindrud, LaFollette Godfrey & Kahn

**Accounting:** Dan Andersen, Ernst & Young, LLP

**Banking/Other Financial:** Johnson Bank & Associated Bank

**State or Federal Funding Sources:** Wisconsin Dept of Commerce; DHHS - SBIR

10.28 **Virent Energy Systems, LLC**

CEO: Mark Daugherty

Contact: Mark Daugherty

100 South Baldwin Street, Suite 206
Madison, WI 53703
Phone No.: (608) 663-0228
E-Mail: mark_daughtery@virent.com
Web Site: www.virent.com

Technology development firm developing the renewable feedstock based aqueous phase reformation (ACR) component for power generation, chemical, and fuel markets.

**Year Established:** 2002

**Employees:** 5

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

**Attorney:** Foley & Lardner

**Accounting:** Suby Von Haden & Associates

**Banking/Other Financial:** Johnson Bank Bank
SCIENTIFIC AND TECHNICAL CONSULTING SERVICES
11.01 Air & Water Technology Inc (AWTI)

President: John Menz
Contact: John Menz

6670 University Avenue, Suite 101
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

11.02 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

11.03 Biopulping International

CEO: Masood Akhtar
Contact: Massod Akhtar

2403 Industrial Drive
Madison, WI 53713
Phone No.: (608) 221-2514
Fax No.: (608) 221-2522
E-Mail: makhtar@facstaff.wisc.edu
Web Site: www.fpl.fs.fed.us/fppp/biopulp.htm

Developed the commercial application of a technological breakthrough in pulp and paper making, significantly reducing manufacturing costs and improving pulp strength properties.

Year Established: 1997
Employees: 3
Attorney: Michael Best & Friedrich LLP
Accounting: Smith & Gestland
Banking/Other Financial: M&I Bank
11.04 **CPM Marketing Group, Inc.**

**CEO:** John Hallick  
**Contact:** Ginger Benz  
**Director, Marketing**  
6720 Frank Lloyd Wright Avenue, Suite 200  
Middleton, WI 53562  
Phone No.: (608) 831-7880  
Fax No.: (608) 831-7889  
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:** 27  
**Attorney:** Michael Best & Friedrich LLP  
**Accounting:** Clifton Gunderson  
**Banking/Other Financial:** M&I Bank

11.05 **CyberKnight**

**CEO:** Robert J. Gold  
**Contact:** Robert J. Gold  
P. O. Box 44612  
Madison, WI 53774-4612  
Phone No.: (608) 848-3005  
Fax No.: (608) 848-5068  
E-Mail: ceo@pdapivot.com  
Web Site: www.pdapivot.com

Innovation consulting services and intellectual property asset development and protection. Creation of new concepts for products, markets, and technology expansion. Development of strategic innovation programs; complete project management.

**Year Established:** 1985  
**Employees:** 2

11.06 **Future Systems Inc.**

**President:** George M. Marko  
**Contact:** George M. Marko  
136 South Hancock Street  
Madison, WI 53703  
Phone No.: (608) 255-1159  
Fax No.: (608)255-8884  
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  
**Annual Sales:** $2,000,000  
**Attorney:** Gina Carter - LaFollette Godfrey & Khan  
**Accounting:** Williams Young LLC.  
**Banking/Other Financial:** Charter One
11.07 **Madison Instruments, Inc.**

President: Paul Hinhara

225 West Beltline Highway
Madison, WI 53713
Phone No.: (608) 270-3800
Fax No.: (608) 270-3801
E-Mail: paulh@madisonir.com
Web Site: www.madisonir.com

Sales and service of infrared spectroscopy products. These products are used to identify and/or quantitate organic materials.

*Branch Office Location: IL, NJ, PA*

*Year Established: 1996*

*Employees: 6*

*Annual Sales: $1,000,000*

*Percentage of International Sales: 1%*

*Attorney: Dewitt Ross & Stevens*

*Accounting: Smith & Gesteland*

*Banking/Other Financial: US Bank, Bank of Deerfield*

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11.08 **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 brand protection.

*Year Established: 1997*

*Employees: 40*

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11.09 **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*
11.10 **Pair O Docs Professionals, LLC**

CEO: Dr. Susan W. Tait  
Contact: Dr. W. Stephen Tait  
CSO & Principal Consultant

510 Charmany Drive, 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 manufacturing 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%*

*Attorney: LaFollette Godfrey & Kahn*

*Accounting: RSM McGladrey, Inc*

*Banking/Other Financial: Home Savings*

11.11 **PowerDesigners**

931 East Main Street, Suite 4  
Madison, WI 53703  
Phone No.: (608) 231-0450  
E-Mail: pdc@powerdesigners.com  
Web Site: www.powerdesigners.com

Engineering solutions for battery charging applications.

11.12 **Process Research**

CEO: Abigail Cantor  

P.O. Box 5593  
Madison, WI 53705  
Phone No.: (608) 233-3911  
E-Mail: processres@aol.com  
Web Site: www.processresearch.net

Chemical engineering consulting and computer programming.

*Year Established: 1997*

*Employees: 1*

11.13 **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*
11.14 **Quality and Regulatory Associates, LLC**

CEO: 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*  
*Attorney: Stafford Rosenbaum Rieser & Hansen*

11.15 **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*

11.16 **Smith & Rogers Consulting, LLC**

Contact: Robert Benitez  
Sales & Marketing Manager  
1150 Williamson Street, Suite 105  
Madison, WI 53703  
Phone No.: (608) 243-9680  
Fax No.: (608) 243-9682  
E-Mail: rbenitez@smithrogers.com  
Web Site: www.smithrogers.com

Full service information systems consulting firm. Software development and system integration using several disciplines: Software Architecture, Project Management, Requirements Management, Business Process Modeling, and Object Technology Mentoring.

*Year Established: 1998*  
*Employees: 12*

11.17 **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 53786  
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. Provides computerized facilities management, survey and evaluation, design, investigation, and a wide range of material testing.

*Year Established: 1978*  
*Employees: 10*  
*Accounting: Cliffton Gunderson*  
*Banking/Other Financial: First Business Bank*
11.18 **The Madison Group: PPRC**

Co-owners: 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 company dealing primarily with plastics. Includes design of thermoplastic and thermoset composite and non-composite parts as well as, analysis and specification of the processing of these materials. Analysis includes a wide variety of in-house and third party simulation tools. Structural analysis of plastic components is one specific area of consulting. Also do a wide variety of failure analysis and quality inspection of plastic components.

*Year Established: 1993*

*Employees: 6*

*Percentage of International Sales: 10%*

11.19 **Velocity Partners**

Partner: Steven R. Ruth

Contact: Steven R. Ruth

725 Heartland Trail
Madison, WI 53717
Phone No.: (608) 662-0048
Fax No.: (608) 824-9886
E-Mail: steve@velpartners.com
Web Site: www.velpartners.com

Provides strategic planning, technology commercialization, organizational development, and revenue acceleration services for growing entities across a range of industry sectors.

*Year Established: 2000*

*Employees: 5*

*Annual Sales: $>1,000,000*
MEDICAL AND DIAGNOSTIC LABORATORIES
12.01 **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*

12.02 **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*

12.03 **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*

12.04 **Metabolic Analysis Labs Inc.**
CEO: Kathryn J. Shug
Contact: Mary Schmidt
1202 Ann Street
Madison, WI 53713
Phone No.: (608) 255-2491
Fax No.: (608) 257-3015

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 nationwide and abroad.

*Year Established: 1981*

*Employees: 5*

*Accounting: Wegner LLP*

*Banking/Other Financial: M&I Bank*
12.05 **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*
<table>
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<tr>
<th>Company Name</th>
<th>City</th>
<th>Zip</th>
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<tbody>
<tr>
<td>10 Hz, Inc.</td>
<td>Madison</td>
<td>53716</td>
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<td>Madison</td>
<td>53701-1784</td>
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<td>Canadian Synchrotron Radiation Facility</td>
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<td>Madison</td>
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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 training, and other areas.

Service Corps. of Retired Executives,
Chapter No. 145
(SCORE)
Chapter Chairperson: Tom Patti
505 South Rosa Road
Madison, WI 53705-2398
Phone No.: (608) 441-2820
E-Mail: score@mgeinnovationcenter.com
Provides counseling, at no charge, to both start-up and existing businesses. Our volunteer counselors are retired business owners, executives, and professionals with a wide range of experience.

Small Business Development Center
(SBDC)
Director: Neil Lerner
Contact: Neil Lerner
975 University Avenue, Room 3260
Madison, WI 53707
Phone No.: (608) 263-7680 or 1-800-940-SBDC (7232)
Fax No.: (608) 263-0818
E-Mail: sbdcanswerline@bus.wisc.edu
Web Site: www.uwsbdc.org
Assists entrepreneurs to be more successful by providing business management training, advice, and resources. Provides over 100 business management workshops annually for start-up and existing company owners and managers. Free telephone assistance available. Free in-person business counseling available for qualified companies.
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)

Deans: Paul Peercy, Michael Knebler, Anne Miner, 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
E-Mail: peercy@engr.wisc.edu, mknetter@bus.wisc.edu, aminer@bus.wisc.edu, casper@engr.wisc.edu
Web Site: www.engr.wisc.edu/centers/uw-tec/

The Technology Enterprise Cooperative 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.

WI SBDC Business Answer Line

Contact: Neil Lerner
        Director

975 University Avenue, Room 3260
Madison, WI  53704
Phone No.: (608) 263-7680 or 1-800-940-SBDC (7232)
Fax No.: (608) 263-0818
E-Mail: abdcanwserline@bus.wisc.edu
Web Site: www.wisconsbdc.org

Provides 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 managers. Affiliated with the Wisconsin Small Business Development Center System and the University of Wisconsin Center.
Wisconsin Department of Commerce
Women’s Business Liaison

Contact: Kathleen Heady

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
Business Development Assistance

Contact: Dan Madden
Area Development Manager

First point of contact for all Wisconsin Commerce programs including Early Planning Grants and Technology Development Fund. Financial assistance available for business plan expenses, research and development of new or improved products or processes, and commercialization. Requires matching funds.

Wisconsin Department of Commerce
Community Development Program

Contact: Douglas Thurlow
Economic Development

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 and support services. For nonprofit organizations.

Wisconsin Department of Commerce
Office of Science and Technology

Contact: Cheryl Gain
Director, Office of Science and Technology

Works on projects that improve technology business development in Wisconsin. Provides resource referrals to high-tech businesses.
Wisconsin Department of Commerce
Technology Business Finance Programs

Contact: Cheryl Gain
Director, Office of Science and Technology

201 West Washington Avenue
P. O. 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

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.

Wisconsin Department of Commerce
Bureau of Business Development

Contact: John Stricker
Bureau Director

201 West Washington Avenue
P. O. Box 7970
Madison, WI  53704-8810
Phone No.: (608) 261-7710
Fax No.: (608) 267-2829
E-Mail: jstricker@commerce.state.wi.us
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
Business Development Assistance Center

Contact: Hampton Rothwell
BDAC Director

201 West Washington Avenue
P. O. Box 7970
Madison, WI  53711
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
SBIR/STTR Outreach Office

Contact: Laura Baranowski
SBIR/STTR Specialist

201 West Washington Avenue
P. O. Box 7970
Madison, WI  53703
Fax No.: (608) 267-0436
E-Mail: lbaranowski@commerce.state.wi.us
Web Site: www.wisconsinsbir.org

Provides information and assistance on the SBIR and STTR federal grant programs. Clients apply through client intake form on the Web site and technology transfer opportunities.
Wisconsin Department of Financial Institutions
Division of Securities

Secretary:

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.

Wisconsin Technology Council
(WTC)

President: Tom Still

615 East Washington Avenue
P. O. Box 71
Madison, WI 53701-0071
Phone No.: (608) 442-7557
Fax No.: (608) 256-0333
E-Mail: tstill@wisctec.com
Web Site: www.wisctec.com

Serves as the leading policy advisor and catalyst for the creation, development and retention of science- and technology-based businesses in Wisconsin.

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 nonprofit economic development corporation providing quality business education, technical assistance, and access to capital for small and microbusinesses in Wisconsin.
**Government Procurement**

**Madison Area Technical College**
Business Procurement Assistance Center (BPAC)

Contact: Denise M. Kornetzke  
Manager

3591 Anderson Street, Suite 100  
Madison, WI 53704  
Phone No.: (608) 243-4490  
Fax No.: (608) 243-4486  
E-Mail: dkornetzke@matcmadison.edu  
Web Site: http://matcmadison.edu/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.

**International Development**

**Wisconsin Department of Commerce**
International Division

Contact: Mary Regel  
Administrator

201 West Washington Avenue  
P. O. Box 7970  
Madison, WI 53713  
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.

**EMPLOYEE TRAINING AND DEVELOPMENT**

**BioPharmaceutical Technology Center Institute** (BTCI)

President, Board of Directors: William A. Linton

Contact: Karin Borgh  
Executive Director

5445 East Cheryl Parkway  
Madison, WI 53701  
Phone No.: (608) 273-9737  
Fax No.: (608) 273-6992  
E-Mail: btcizpromega.com  
Web Site: www.btc.org

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.
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. On-line programs in Technology management (Bachelor of Science).

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@matc.madison.edu
Web Site: http://matcmadison.edu/biotech

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.

Wisconsin Department of Commerce
Customized Labor Training Fund
Contact: Dan Madden
Area Development Manager
201 West Washington Avenue
P. O. Box 7970
Madison, WI 53704-8810
Phone No.: (608) 266-6675
Fax No.: (608) 267-2829
E-Mail: tkearney@commerce.state.wi.us
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 percent of the cost of a work training force program.
Dane County Development Co. Inc. (DCDC) Provides direct loans to small businesses in Dane County.

President: Frank Staniszewski
Contact: David Scholtens
Vice President

550 West Washington Avenue
Madison, WI 53703
Phone No.: (608) 256-2799
Fax No.: (608) 256-1560
E-Mail: dscholtens@mdcorp.org

U.S. Small Business Administration

District Director: Eric M. Ness
Contact: Tony Wagner
Loan Officer

740 Regent Street, Suite 100
Madison, WI 53715
Phone No.: (608) 441-5515
Fax No.: (608) 441-5541
E-Mail: anton.wagner@sba.gov
Web Site: www.sba.gov/wi

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.

Capital Equipment

Madison Development Corporation Provides loans to Madison businesses for working capital and fixed asset purchases.

President: Frank Staniszewski
Contact: David Scholtens
Vice President

550 West Washington Avenue
Madison, WI 53703
Phone No.: (608) 256-2799, Ext. 13
Fax No.: (608) 256-1560
E-Mail: dscholtens@mdcorp.org
Web Site: www.mdcorp.com
U.S. Small Business Administration
International Trade Assistance

Contact: Tom Rooney
740 Regent Street
Madison, WI 53715
Phone No.: (608) 441-5511
Fax No.: (608) 441-5541
E-Mail: thomas.rooney@sba.gov
Web Site: www.sba.gov

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
100 River Place, Suite 1
Monona, WI 53716
Phone No.: (608) 819-0390 or (800) 536-6799
Fax No.: (608) 819-0393
E-Mail: jgiegel@wbd.org
Web Site: www.wbd.org

Provides risk capital for fixed-asset purchases (plant and equipment) up to $1,300,000. Long-term fixed-rate loans are available for qualified small-business applicants. Available financing is approximately $100,000,000.

Wisconsin Housing & Economic Development Authority
(WHEDA)

Executive Director: Antonio Riley
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.
U.S. Small Business Administration

Director: Eric M. Ness
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

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.

Venture Capital

Advantage Capital Wisconsin Partners I Limited Partnership

Contact: John Neis
Managing Principal

505 South Rosa Road
University Research Park
Madison, WI  53719
Phone No.: (608) 441-2700
E-Mail: john@ventureinvestors.com

Certified capital company with an $8 million investment pool.

Baird Venture Partners

Contact: Timothy J. Mathison
Associate

505 South Rosa Road, Suite 175C
Madison, WI  53719
Phone No.: (608) 441-2900
Fax No.: (608) 441-2901
E-Mail: tmathison@rwaird.com
Web Site: www.bairdventurepartners.com

Makes private equity investments in early- to mid-stage companies with rapid growth potential within three industry sectors: business services, applied technology, 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

Manager: W. Kent Velde

3424 North Shepherd Avenue
Milwaukee, WI  53211
Phone No.: (414) 906-1702
E-Mail: kvelde@ATT.net

Certified capital company.
**Early Stage Research, LLC**

Contact: Adam J. Bock  
Research Manager

6502 Grand Teton Plaza, Suite 204  
Madison, WI 53719  
Phone No.: (608) 664-9031  
Fax No.: (608) 664-9033  
E-Mail: info@earlystageresearch.com  
Web Site: www.earlystageresearch.com

The only fully independent screening and research service for private investors (angels) and private investor networks in Wisconsin and Illinois. Helps angels and angel networks get access to deal flow by networking them to opportunities outside their own geographic and industry areas. Helps screen businesses based on specific operational characteristics. In some cases provides detailed research and analysis and even facilitation. ESR has screened and evaluated more than 1,000 companies in the past three years and ERS customers have invested more than $10 million in more than 20 companies.

**Venture Investors**

Partners: Roger H. Ganser, John Neis, and Scott Button

Contact: Scott Button  
Partner

505 South Rosa Road, Suite 100  
Madison, WI 53719  
Phone No.: (608) 441-2700  
Fax No.: (608) 441-2727  
E-Mail: (firstname of contact)@ventureinvestors.com  
Web Site: www.ventureinvestors.com

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 Capital Company).

**Wilshire Investors, LLC**

Contact: Charles Kearns  
Managing Member

1511 West Market Street  
Mequon, WI 53092  
Phone No.: (262) 240-2954  
E-Mail: ckearns@msn.com

Certified capital company.

**Wisconsin Investment Partners**

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

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.
**FACILITIES AND SUPPORT SERVICES**

**Faraday 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

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.

**Genesis Enterprise Center**
President: Dr. Richard Harris
Contact: Richard Slonae
         Facility Director

313 West Beltline Highway
Madison, WI  53713
Phone No.: (608) 327-8000
Fax No.: (608) 327-8001
E-Mail: info@gecmadison.com
Web Site: www.gecmadison.com

Incubator for start-up and expanding small businesses. Offering a unique environment that supports the success of small companies by providing below-market rental rates, shared services, and business assistance. Our primary mission is to act as a catalyst for economic development and revitalization in south Madison by attracting business that create well-paying jobs.

**Laboratory Associated Business, Ltd.**
CEO: Collin Schroeder
Contact: Dale Frederickson
         Manager

1202 Ann Street
Madison, WI  53713
Phone No.: (608) 251-1501
Fax No.: (608) 251-3007
E-Mail: labdale@hotmail.com

Leases laboratory and office space for start-up and early stage growth companies. Furnishes space for young companies on a lease basis. Shared services include copy machine, conference rooms, back-up generator, ice machine, autoclave, security system, DSL available. Also Utilities are included.

**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
Web Site: www.cwd.org

A small-business incubator for high-tech and 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.
Main Street Industries
Contact: Sarah Hole  
Facility Director

931 East Main Street  
Madison, WI  53703
Phone No.: (608) 286-MAIN (6246)  
Fax No.: (608) 286-6248  
E-Mail: hole@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.

MGE Innovation Center
Contact: Sharon Link  
Manager

505 South Rosa Road  
UW Research Park, Suite 175B  
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.

University of Wisconsin - Biotechnology Center
Director: Michael R. Sussman
Contact: Cecelia Hempel

425 Henry Mall  
Madison, WI  53706
Phone No.: (608) 262-8607  
Fax No.: (608) 262-6748  
E-Mail: hempel@biotech.wisc.edu  
Web Site: www.biotech.wisc.edu/

Provides resources for biotechnology research, education and business, and fee-for-services to academic and industrial researchers for transgenic plants/animals, mass spectrometry, DNA sequencing/synthesis, protein sequencing/synthesis, gene expression molecular interactions and superconductivity.

University Research Park Inc.
Director: Mark D. Bugher
Contact: Greg Hyer  
Associate Director

510 Charmany Drive, Suite 250  
Madison, WI  53719-1235
Phone No.: (608) 441-8000  
Fax No.: (608) 441-8010  
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.
FACILITIES AND SUPPORT SERVICES

Urban Tech Catalyst
Managing Director: Bill Kunkler
Contact: Chris Dehlinger
Communications Director
222 West Washington Avenue
Madison, WI  53703
Phone No.: (608) 255-5060
Fax No.: (608) 255-8780
E-Mail: info@fioreco.com
Web Site: www.network222.com

Offered furnished office space for seed-stage and early-stage high-tech businesses. Includes shared office equipment, high-speed, state-of-the-art telecommunications.

NETWORKING

Accelerate Madison
President: Chris Bedard
970 Waban Hill
Madison, WI  53711
Phone No.: (608)836-0911
E-Mail: info@acceleratemadison.org
Web Site: www.acceleratemadison.org

Premier networking and business support organization focused on information technology issues. Our primary objective is to encourage and improve the use of information technology in driving the creation of new ventures and acceleration of existing firms in the community. This diverse organization is unique in its dedication to cross-pollinate industry leaders from traditional business with emerging high growth start-up companies. Activities will include networking, structured mentoring, business forums and workshops, helping to realize our overall goal of improving the quality of business in the Madison community through the sound and strategic use of information technology.

Center For Technology Transfer (CTT)
President: Masood Akhtar
Contact: Masood Akhtar
2403 Industrial Drive
Madison, WI  53713
Phone No.: (608) 221-2514
Fax No.: (608) 221-2522
E-Mail: makhtar@facstaff.wisc.edu

Accelerate the research, development and industry adoption of processes and practices in the forest products industry that improve industry competitiveness and are more energy efficient and environmentally friendly.
High Tech Consortium

Contact: Sally Muller
615 East Washington Avenue
P. O. Box 71
Madison, WI 53701-0071
Phone No.: (608) 442-7557
Fax No.: (608) 256-0333
E-Mail: sallym@wisctec.com
Web Site: www.winfoundation.com

Coordinates and organizes regular meetings and luncheons 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 and Department of Commerce.

Wisconsin Biotechnology Association

President: Frank Langley
Contacts: 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 Fall Biotechnology Conference.

Wisconsin Innovation Network (WIN) Foundation

Contact: Tom Still
615 East Washington Avenue
P. O. Box 71
Madison, WI 53701-0071
Phone No.: (608) 442-7557
Fax No.: (608) 256-0333
E-Mail: sallym@wistech.com
Web Site: www.winfoundation.com

Promotes Wisconsin entrepreneurship through educational/training opportunities and financial business resource networks. WIN is a joint venture of the Wisconsin Technology Council, Greater Madison Chamber of Commerce, and Wisconsin Department of Commerce.

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.
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.

University-Industry Relations, UW-Madison

Director: Steven Price, Ph.D.
Contact: Phil Sobocinski, Ph.D.
Assoc. Director for Tech. Devel. & Commercialization

610 Walnut Street
WARF Building, Room 1215
Madison, WI  53704
Phone No.: (608) 263-2840
Fax No.: (608) 263-2841
E-Mail: uir@uwmadmail.services.wisc.edu
Web Site: www.wisc.edu/uir

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.

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: gblum@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.
UW Consortium for Global Electronic Commerce (CGEC)

Contact: Jackie Novak
Assistant Director

1513 University Avenue
Madison, WI  53706-1572
Phone No.: (608) 265-0465
Fax No.: (608) 262-8454
E-Mail: jnovak@engr.wisc.edu

Wisconsin Alumni Research Foundation (WARF)

Director: Carl Gulbrandsen

Contact: Bryan Z Renk
Director, Patents and Licensing

614 Walnut Street
P. O. Box 7365
Madison, WI  53726
Phone No.: (608) 263-2500
Fax No.: (608) 263-1064
E-Mail: brenk@warf.ws
Web Site: www.wisc.edu/warf/

Wisconsin Innovation Service Center (WISC)

Contact: Deb Malewicki
Director

402 McCutchan Hall, UW-Whitewater
Whitewater, WI  53190
Phone No.: (262) 472-1365
Fax No.: (262) 472-1600 or 800-315-2746
E-Mail: innovate@uww.edu
Web Site: http://academics.uwww.edu/business/innovate/innovate.htm

A university-industry collaborative initiative to create, integrate, transfer and apply knowledge of e-commerce and e-business technologies, business processes and organizational strategies to enhance the competitiveness of industry.

Administrates patenting and licensing of technologies discovered at UW-Madison.

Specializes in new product feasibility, assessments and market expansion opportunities for small manufacturers and aspiring entrepreneurs. Since 1980, WISC has researched the viability of over 6,000 projects. Technical experts and researchers use an extensive array of resources to gather and analyze information on technical feasibility, existing patents, market size, competitive intensity, demand trends, and other areas. 75% of clients are referred by former clients and professionals, primarily intellectual property attorneys and manufacturing extension staff. For an affordable fee, WISC provides companies with enough information for improved product and market decisions.
Provides technical expertise and hands-on business assistance to help small and mid-sized manufacturers improve productivity and profitability. With years of hands-on experience in plant operations, WMEP manufacturing specialists help you make improvements that boost your bottom line.

Wisconsin Tech Search

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.

Director: Leonard Black
Contact: Leonard Black

215 North Randall Avenue
Madison, WI 53706
Phone No.: (608) 263-5913
Fax No.: (608) 262-4739
E-Mail: wts@engr.wisc.edu
Web Site: www.wisc.edu/techsearch.com or www.wisc.edu/techsearch
OTHER RESOURCES

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
Assists early stage technology companies with business
development, strategy and financing. Co-presenter of
Madison’s High-Tech Happy Hour.

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

Intellectual Property, LLC
Managing Member:  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
Employes:  1
Attorney:  Quarles & Brady
Accounting:  Smith & Gesteland
Banking/Other Financial:  State Bank of Cross Plains

Kegonsa Technologies
CEO:  Ken Johnson
Contact:  Patti Cross
2201 Williams Point Drive
Stoughton, WI  53589
Phone No.:  (608) 877-9933
Fax No.:  (608) 877-9564
E-Mail:  patti@kegonsa.com
Web Site:  www.kegonsa.com
Provides new business development services to new
ventures. Typically intellectual property management,
licensing, and corporate partnering. Initiated the formation
of eight plus new companies.
Measurement Systems Technology Inc.

President: Myron S. Tanner

6917 Sam Road
P. O. Box 167
Lodi, WI 53555
Phone No.: (608) 516-5682
Fax No.: (608) 592-7183
E-Mail: myront@mstinc.com
Web Site: www.mstinc.com

Specializes as a consultant and manufacturers’ representative in environmental and industrial data acquisition. Services include system configuration and deployment, presentation and training, and data retrieval and data reduction.

NorthStar Economics, Inc.

President: David J. Ward, Ph.D.

Contact: Alan J. Hart
Vice President/Director of Operations

505 South Rosa Road, Suite 200
Madison, WI 53719
Phone No.: (608) 265-9518
Fax No.: (608) 265-9396
E-Mail: nstar@northstareconomics.com
Web Site: www.northstareconomics.com

An economic consulting and research firm dedicated to development and implementation of new economy economic development strategies in Wisconsin and the Midwest. Services include economic impact studies, labor force analysis, benchmarking and thematic mapping, market analysis profiles, forensic analysis and testimony, and new economy studies.

NRS Corp.

President: Paul Carois

Contact: Sean Boyce
Senior Vice President

5930 Seminole Centre Court
Madison, WI 53711
Phone No.: (608) 273-4665
Fax No.: (608) 273-4743
E-Mail: sboyce@nrscorp.com
Web Site: www.nrscorp.com

Does consumer research, provides research for the mortgage lending and consumer banking industries. Our technologies include Web-based surveying and reporting.

PLANNING Design Building, Inc.

President: Thomas R. Pientka

Contact: Ken Pientka
Chief Operating Officer

901 Deming Way, Suite 102
Madison, WI 53717
Phone No.: (608) 836-8055
Fax No.: (608) 836-5818
E-Mail: kenpien@planningdesignbuild.com
Web Site: www.planningdesignbuild.com

Provides integrated architectural, engineering, interior design, and general contracting services in new construction and building renovation for the biotechnology, medical technology and high-technology industries.

Year Established: 1973

Employees: 80

Attorney: Axley Brynelson

Accounting: Virchow Krause & Company LLP

Banking/Other Financial: Associated Bank

Management Consultant: Virchow Krause & Company, LLP
Robert Half Technology
CEO: Max Messmer
Contact: Mark D. Koening, Jr.
Division Director
1350 Deming Way, Suite 450
Madison, WI 53562
Phone No.: (608) 827-8882
Fax No.: (608) 827-6063
E-Mail: madison.west@roberthalftechnology.com
Web Site: www.roberthalftechnology.com

Specializes in placement of technology professionals on a contract, contract to hire, or permanent basis in relation to client-server technologies.

Scribe Shop
Owner: 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 technical proposal writing in response to government RFPs. Among our clients are firms in systems engineering, software development, environmental engineering, and life sciences.

The Portofino Group
CEO: Michael Klein
222 West Washington Avenue, Suite 8
Madison, WI 53703
Phone No.: (608) 848-1005
E-Mail: mike@portofinogroup.com
Web Site: www.portofinogroup.com

Professional services include: fund raising, business plan development, strategic marketing service, market research and development and publishing.

Wisconsin Technology Network
CEO: Michael Klein
222 West Washington Avenue, Suite 8
Madison, WI 53703
Phone No.: (608) 848-1005
E-Mail: mike@wistechnology.com
Web Site: www.wistechnology.com

On-line publishing of technology-related events, conferences, and print publishing.

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.
## HIGH-TECH CATEGORIES AS IDENTIFIED BY DUN & BRADSTREET

### MANUFACTURING

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<thead>
<tr>
<th>NAICS No.</th>
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<tr>
<td>325188</td>
<td>All Other Inorganic Chemical Manufacturing (pt)</td>
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<tr>
<td>325411</td>
<td>Medicinal and Botanical Manufacturing</td>
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<td>325412</td>
<td>Pharmaceutical Preparation Manufacturing (pt)</td>
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<td>325413</td>
<td>In-Vitro Diagnostic Substance Manufacturing</td>
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<tr>
<td>325414</td>
<td>Biological Product (except Diagnostic) Manufacturing</td>
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<td>333313</td>
<td>Office Machinery Manufacturing (pt)</td>
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<tr>
<td>333319</td>
<td>Other Commercial and Service Industry Machinery Manufacturing (pt)</td>
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<tr>
<td>333997</td>
<td>Scale and Balance (except Laboratory) Manufacturing</td>
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<td>333999</td>
<td>All Other Miscellaneous General Purpose Machinery Manufacturing</td>
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<td>334111</td>
<td>Electronic Computer Manufacturing</td>
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<td>334112</td>
<td>Computer Storage Device Manufacturing</td>
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<td>334113</td>
<td>Computer Terminal Manufacturing</td>
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<td>334119</td>
<td>Other Computer Peripheral Equipment Manufacturing (pt)</td>
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<tr>
<td>33421</td>
<td>Telephone Apparatus Manufacturing</td>
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<td>33422</td>
<td>Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing (pt)</td>
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<td>Other Communications Equipment Manufacturing</td>
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<td>334411</td>
<td>Electron Tube Manufacturing</td>
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<td>334412</td>
<td>Bare Printed Circuit Board Manufacturing</td>
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<td>334413</td>
<td>Semiconductor and Related Device Manufacturing</td>
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<td>Electronic Capacitor Manufacturing</td>
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<td>334415</td>
<td>Electronic Resistor Manufacturing</td>
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<td>334416</td>
<td>Electronic Coil, Transformer, and Other Inductor Manufacturing (pt)</td>
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<td>Electronic Connector Manufacturing</td>
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<td>334418</td>
<td>Printed Circuit Assembly (Electronic Assembly) Manufacturing (pt)</td>
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<td>Other Electronic Component Manufacturing</td>
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<td>334510</td>
<td>Electromedical and Electrotherapeutic Apparatus Manufacturing (pt)</td>
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<td>334511</td>
<td>Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing</td>
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<td>334512</td>
<td>Automatic Environmental Control Manufacturing for Residential, Commercial, and Appliance Use</td>
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<td>334513</td>
<td>Instruments and Related Product Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables</td>
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<td>Totalizing Fluid Meter and Counting Device Manufacturing (pt)</td>
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<td>334515</td>
<td>Instrument Manufacturing for Measuring and Testing of Electricity and Electrical Signals</td>
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<td>334516</td>
<td>Analytical Laboratory Instrument Manufacturing</td>
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<td>Irradiation Apparatus Manufacturing (pt)</td>
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<td>334519</td>
<td>Other Measuring and Controlling Device Manufacturing</td>
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<td>334613</td>
<td>Magnetic and Optical Recording Media Manufacturing (pt)</td>
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<td>335314</td>
<td>Relay and Industrial Control Manufacturing</td>
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<td>335999</td>
<td>All Other Miscellaneous Electrical Equipment and Component Manufacturing (pt)</td>
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<td>336412</td>
<td>Aircraft Engine and Engine Parts Manufacturing</td>
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<tr>
<td>336413</td>
<td>Other Aircraft Parts and Auxiliary Equipment Manufacturing</td>
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<tr>
<td>336414</td>
<td>Guided Missile and Space Vehicle Manufacturing</td>
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<tr>
<td>336415</td>
<td>Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing</td>
</tr>
<tr>
<td>336419</td>
<td>Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing</td>
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<tr>
<td>339111</td>
<td>Laboratory Apparatus and Furniture Manufacturing</td>
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<tr>
<td>339112</td>
<td>Surgical and Medical Instrument Manufacturing (pt)</td>
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</table>

**BUSINESS SERVICES**

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<td>44312</td>
<td>Computer and Software Stores</td>
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<tr>
<td>51121</td>
<td>Software Publishers</td>
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<tr>
<td>514191</td>
<td>On-Line Information Services</td>
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<tr>
<td>51421</td>
<td>Data Processing Services</td>
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<td>54133</td>
<td>Engineering Services (pt)</td>
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<td>54138</td>
<td>Testing Laboratories</td>
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<td>541511</td>
<td>Custom Computer Programming Services</td>
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<td>541512</td>
<td>Computer Systems Design Services (pt)</td>
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<td>541513</td>
<td>Computer Facilities Management Services</td>
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<td>541519</td>
<td>Other Computer-Related Services</td>
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<td>54169</td>
<td>Other Scientific and Technical Consulting Services (pt)</td>
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<tr>
<td>54171</td>
<td>Research and Development in the Physical, Engineering and Life Sciences (pt)</td>
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<tr>
<td>54172</td>
<td>Research and Development in the Social Sciences and Humanities (pt)</td>
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<td>621511</td>
<td>Medical Laboratories</td>
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<td>621512</td>
<td>Diagnostic Imaging Centers</td>
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<td>Company</td>
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<td>9.01</td>
<td>3D-Readers</td>
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<tr>
<td>9.02</td>
<td>78square Design &amp; Technology Cooperative, Inc.</td>
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<td>ABS Global</td>
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<td>Accessible Computing Inc.</td>
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<td>5.01</td>
<td>Accuweb, Inc.</td>
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<td>9.04</td>
<td>ADAC Laboratories</td>
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<td>Aesention, Inc.</td>
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<td>Affiliated Engineers, Inc.</td>
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<td>AgResearch International Inc.</td>
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<td>AgSource Cooperative Services</td>
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<td>American Computer Software LLC</td>
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<td>American Superconductor</td>
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<td>Apex Embedded Systems</td>
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<td>Applied Tech Solutions Inc.</td>
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<td>Astronautics Corporation of America</td>
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<td>August, LLC</td>
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<td>Aurora Solutions &amp; Wireless, LLC</td>
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<td>Automated Vision LLC</td>
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<td>Bahr Management, Inc.</td>
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<td>Becton Dickinson Diagnostic Systems</td>
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<td>BellBrook Labs LLC</td>
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<td>Berbee Information Networks Corporation</td>
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<td>Berntsen International Inc.</td>
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<td>Biocentric Solutions, Inc.</td>
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<td>Biopulping International</td>
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<td>BIT 7, Inc.</td>
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<td>Bjorksten Research Labs</td>
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<td>6.03</td>
<td>Blue Iris Software</td>
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<tr>
<td>1.06</td>
<td>Bone Care International, Inc.</td>
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<tr>
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<td>Company</td>
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<tr>
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<td>9.15</td>
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<td>Business Network Needs LLC</td>
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<td>Catalyst Consulting, LLC</td>
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<td>9.20</td>
<td>Clotho Advanced Media, Inc.</td>
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<tr>
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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 2004.

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: ____________________________
Banking/Other Financial: ____________________________
Venture Capital: ____________________________
State or Federal Funding Sources: ____________________________
Other: ____________________________

Signature: ____________________________ Date: ____________________________
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  
E-mail: jmohrbacher@mge.com  
www.mge.com