

Wurth Adams moving into larger quarters in Richfield

Fastener supplier growing rapidly since entering local market

BY RICH ROVITO

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When Wurth Adams Nut & Bolt Co. entered the Milwaukee-area market in 2002, it counted Wacker Corp., a Menomonee Falls maker of construction machinery, as its lone major local customer.

Three years later, the company serves several of the region's most prominent manufacturers from its warehouse in the Washington County town of Polk, including Milwaukee-based Harley-Davidson Inc.; Kohler Co.; Kohler; Wauwatosa-based Briggs & Stratton Corp.; Gehl Co.; West Bend; and Putzmeister America, Sturtevant.

Wurth Adams, a supplier of nuts and bolts, has outgrown its existing facilities and is constructing larger offices and a warehouse in the new Endeavor Business Park in the town of Richfield. Construction began in early April on a 56,000-square-foot building.

Suburban Construction Inc., Richfield, is serving as the primary contractor for the \$2.7 million project.

The new building, which is expected to be completed by August, has the capacity to be expanded by another 30,000 square feet, should the need arise, said Bill Rott, Wurth Adams branch manager.

Wurth Adams will lease one of 24 indus-



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trial and commercial lots in the business park, which is being developed by Helsan Development Co., Richfield. Helsan initially spent \$1.2 million to acquire 100 acres of farmland immediately west of U.S. Highway 41. Helsan closed on an additional 40 acres on April 26 for \$500,000, Helsan owner Dean Gunderson said.

Wurth Adams currently operates from two leased buildings that total 37,000 square feet. Combining its operations under one roof will improve efficiency, Rott said.

Wurth Adams is the first company to sign a lease for one of the parcels in the new development.

"Wurth Adams is a fast-growing company," Gunderson said. "We're excited about having them in here."

Business at Wurth Adams' local branch grew more than 50 percent in 2004. Rott declined to provide specific sales and earn-

ings figures.

Wurth Adams also has seen its workforce grow from five employees in 2002 to its current level of 30. The staff includes engineers, warehouse personnel, inside salespeople, and purchasing and account managers. The company expects to add two to three more employees to its payroll this year, Rott said.

The on-staff engineers have been crucial to landing new business, said Rott.

"We go to market a little bit differently," he said. "We offer both service and support."

An improving economy also has led to additional business with existing customers, Rott said.

Wurth Adams contracts with domestic and foreign manufacturers for the fasteners it supplies.

At this point, the Washington County site is Wurth Adams' lone branch in Wisconsin.

WURTH ADAMS

Address: 3062 Highway 145, town of Polk.

Relocating to Endeavor Business Park in town of Richfield.

Employees: 30

Annual sales: Would not disclose

Main business: Supplier of nuts and bolts

North American headquarters: Maple Grove, Minn.

Corporate parent: Germany-based Wurth Group, which had 2004 sales of about \$8 billion

sin, but the company is considering other sites. The new Richfield site would serve as the Wurth Adams' hub in Wisconsin, with any satellite offices being located near other major customers' plants, Rott said.

"We'd like to cut down on transportation costs," he said.

Contract leads to Trisept growth

BY PHILL TREWYN

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Trisept Solutions L.L.C., a Bayside information technology company providing services to the travel industry, is expanding its international client base, which is expected to help increase annual revenue by 75 percent and add 25 jobs in 2005.

Air New Zealand, Auckland, is the latest international airline to contract with Trisept for use of its Web-based technology

that allows for booking of vacation packages that include airline, hotel and rental car reservations.

Trisept is a spinoff of Mark Travel Corp., a Bayside travel services company.

The company expects to have 235 employees by the end of 2005, up from 210 current employees.

Trisept's revenue comes from transaction fees and custom software development.

Air New Zealand is Trisept's 10th airline client.

