

# **Manufacturers Directory**

**Rochester, Minnesota MSA**



**Updated: January 2012**

# RAEDI STAFF

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## **RAEDI Address:**

Rochester Area Economic Development, Inc.  
220 South Broadway, Suite 100  
Rochester, MN 55904  
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Fax: (507) 282-8960  
Website: raedi.com

# RAEDI

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Rochester Area Economic Development, Inc.

**Company Name:** ABC Supply Co., Inc.  
**Address:** 3750 85th Street NW  
**City:** Oronoco **State:** MN **Zip:** 55960  
**Phone:** 507-367-2211 **Fax:** 507-367-2686  
**Branch Mgr:** Tony Tompkins  
**SIC:** 5031, 5033  
**Business Description:** wholesaler of building materials  
**Employs:** 7 **Estab:** 2006 **Distr.:** Local  
**Sales:** \$2.5-\$5 million **Web:** www.abcsupply.com  
Privately owned corporation

**Company Name:** Abel Signs, Inc.  
**Address:** 14 N. Mantorville Avenue  
**City:** Kasson **State:** MN **Zip:** 55944  
**Phone:** 507-634-6501 **Fax:** 507-634-4060  
**President:** Chris Abel  
**SIC:** 3993 **NAICS:** 339950  
**Business Description:** vinyl lettering, advertising signs  
**Employs:** 4 **Estab:** 1947 **Distr.:** Regional  
**Sales:** under \$500,000  
Privately owned corporation

**Company Name:** Ability Building Center  
**Address:** 1911 14th St. NW, P.O. Box 6938  
**City:** Rochester **State:** MN **Zip:** 55901  
**Executive Director -** Steve Hill  
**Phone:** 507-281-6262 **Fax:** 507-281-6270  
**Web:** www.abcinc.org  
**SIC:** 2399 **NAICS:** 334419  
**Business Description:** medical kits, industrial sewing,  
signs, decals, banner & flag assemblies  
**Employs:** 250 **Established:** 1956  
**Distribution:** National **Sales:** \$5.2 million  
Private not-for-profit corporation **Distrib:** National

**Company Name:** ACER, Inc.  
**Address:** 6463 50th Street S.E.  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-288-9506 **Fax:** 507-288-9507  
**President:** Steve Aylsworth  
**SIC:** 3543 **NAICS:** 332997  
**Business Description:** Industrial Prototypes  
**Employs:** 9 **Estab:** 1997 **Distr.:** Int'l  
**Sales:** Under \$500,000 **Website:** www.acerinc.com

**Company Name:** Active Tool & Die, Inc.  
**Address:** 1221 Whitewater Avenue  
**City:** St. Charles **State:** MN **Zip:** 55972  
**Phone:** 507-932-3363 **Fax:** 507-932-3373  
**Vice Pres:** Brent Ihrke  
**SIC:** 3544 **NAICS:** 333500 **Employs:** 11  
**Business Description:** General machining  
& tool & die job shop **Estab:** 1997  
**Distribution:** National **Sales:** \$1-2.5 million

**Company Name:** Adler's Sporting Goods  
**Address:** 1706 3rd Avenue S.E.  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-288-1991 **Fax:** 507-288-4313  
**Owner:** Rod Toomey  
**SIC:** 2395 **NAICS:** 314999 **Employs:** 9  
**Business Description:** Embroidery  
**Estab:** 1956 **Distrib:** Regional  
**Sales:** \$500,000 - \$1 million  
**Website:** www.adlerssportinggoods.com  
Privately owned corporation

**Company Name:** Aero Strategies Unlimited  
**Address:** 521 Eagle Court  
**City:** Mantorville **State:** MN **Zip:** 55955  
**Phone:** 507-635-5976 **Fax:** 507-635-5976  
**Pres:** Edward Reicher  
**SIC:** 3728 **Employs:** 2  
**Business Description:** Fiberglass aircraft components  
**Estab:** 1995 **Distrib:** National **Sales:** under \$500,000  
Privately owned corporation

**Company Name:** AFM Surfaces, Inc.  
**Address:** 1233 Eastgate Dr. SE  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-285-5453 **Fax:** 507-285-5645  
**President:** Tim Buechler  
**Employs:** 11 **Estab:** 1989 **SIC:** 2542 **NAICS:** 327991  
**Business Description:** Solid surface and granite countertops  
**Distribution:** Regional **Sales:** \$1 million - \$2.5 million  
**Website:** afmcountertops.com  
Privately owned corporation

**Company Name:** AG Specialists  
**Address:** 213 West 13th Street  
**City:** St. Charles **State:** MN **Zip:** 55972  
**Phone:** 507-932-4800 **Fax:** 507-932-3373  
**Gen Manager:** Jeff Taylor  
**Employs:** 7 **Estab:** 1964 **SIC:** 2048  
**Business Description:** Livestock feed  
**Distribution:** Local **Sales:** \$500,000 - \$1 million  
Privately owned corporation

**Company Name:** A to Z Wood Flooring, Rochester, LLC  
**Address:** 2307 7th Street NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-280-8898 **Fax:** 507-280-0155  
**Owner:** Curt Zwiefel  
**Employs:** 2 **SIC:** 5023, 5031 **Distrib.:** Regional  
**Estab:** 1999 **Website:** www.atozwoodflooring.com  
**Business Description:** Wholesaler of Hardwood Flooring

**Company Name:** Airgas North Central, Inc.  
**Address:** 20753 636th Street  
**City:** Dodge Center **State:** MN **Zip:** 55927  
**Phone:** 507-374-6992 **Fax:** 507-374-6992  
**Supervisor:** Rick Jackson  
**Employs:** 6 **Estab:** 2005 **SIC:** 5169, 5085  
**Business Description:** feed, grain and fertilizer blending  
**Distribution:** Regional Privately owned corporation

**Company Name:** All American Co-op  
**Address:** 113 SE 4th Street  
**City:** Stewartville **State:** MN **Zip:** 55976  
**Phone:** 507-533-4222 **Fax:** 507-280-0066  
**GM:** Glen Lutteke  
**Employs:** 30 **Estab:** 1908 **SIC:** 5291  
**Business Description:** feed, grain and fertilizer blending  
**Distribution:** Local **Sales:** \$10-\$25 million  
Privately owned corporation

**Company Name:** American Homepatient, Inc.  
**Address:** 414 Service Court NE  
**City:** Rochester **State:** MN **Zip:** 55906  
**Manager:** Jeff Trottman  
**Phone:** 507-281-4884 **Toll Free:** 1-800-950-4881  
**Fax:** 507-281-0559 **SIC:** 5047  
**Business Description:** Distributor of durable medical equipment, including hospital beds and wheelchairs  
**Employs:** 7 **Sales:** under \$500,000  
**Distribution:** local

**Company Name:** Anderson's Memorials, Inc.  
**Address:** 2843 S. Broadway Avenue  
**City:** Rochester **State:** MN **Zip:** 55904  
**Owner:** Jeff Anderson  
**Phone:** 507-282-7502 **Toll Free:** 1-800-658-2542  
**Fax:** 507-282-9502 **SIC:** 3281 **NAICS:** 327991  
**Business Description:** cemetery memorials, public monuments, granite signs & stone products  
**Employs:** 8 **Established:** 1870  
**Distribution:** local **Sales:** Over \$1 million

**Company Name:** Anderson's Wheelchair & Therapeutic Supply, Inc.  
**Address:** 1117 2nd Street SW  
**City:** Rochester **State:** MN **Zip:** 55902  
**Partners:** Jay Anderson & Steve Forliti  
**Phone:** 507-288-0113  
**Fax:** 507-288-0414 **SIC:** 5047  
**Business Description:** distributor of wheelchairs  
**Employs:** 10 **Established:** 1967  
**Distribution:** local Privately owned Corporation

**Company Name:** Artistic Engraving  
**Address:** 728 18th Avenue NE  
**City:** Rochester **State:** MN **Zip:** 55902  
**Owner:** Twanna Buske  
**Phone:** 507-281-0955 **SIC:** 3479  
**Business Description:** Engraving  
**Employs:** 2 **Established:** 1998  
**Distribution:** National **Sales:** under \$500,000

**Company Name:** Associated Milk Producers, Inc. (AMPI)  
**Address:** 700 1st Avenue SE  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-282-7401 **Fax:** 507-529-9883  
**Plant Supervisor:** Tom Peterson  
**General Mgr:** Jim Kleva **SIC:** 2022 **NAICS:** 311511  
**Business Description:** Block cheese, ice cream mix & whey powder  
**Employs:** 100 **Established:** 1941  
**Distribution:** Regional **Sales:** \$25 million-\$100 million

**Company Name:** AutoData Publications, Inc.  
**Address:** 6301 Bandel Road NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-285-4803 **Fax:** 507-285-3131  
**President:** Rich Gunderson **SIC:** 2731 **NAICS:** 323122  
**Business Description:** automotive repair manual publishing  
**Employs:** 20 **Established:** 1996  
**Distribution:** Int'l **Sales:** \$1-2 million  
[www.autodatapubs.com](http://www.autodatapubs.com)

**Company Name:** Auto Value, Inc.  
**Address:** 504 6th Avenue NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-289-3941 **Fax:** 507-288-9009  
**Web site:** [www.autovalue.com](http://www.autovalue.com)  
**Asst. Manager:** Gary Zimmerman  
**SIC:** 3599 **NAICS:** 336399  
**Business Description:** general machining shop  
**Employs:** 12 **Established:** 1928  
**Distribution:** Local **Sales:** \$1-1.5 million

**Company Name:** Azotic Coating Technology, Inc.  
**Address:** 921 37th Ave. NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-280-6763 **Fax:** 507-280-0260  
**Web site:** [www.azotic.us](http://www.azotic.us)  
**President-Plant Mgr:** Ronald Kearnes  
**Fin. Mgr.:** Kevin Bennet  
**Off. Mgr:** Debbie Kearnes **SIC:** 3479 **NAICS:** 332812  
**Business Description:** Thin film surface enhanced designer gemstone coatings  
**Employs:** 45 **Established:** 1993  
**Distribution:** Intl. **Sales:** under \$5 million

**Company Name:** Barry Screen Print Co.  
**Address:** 2015 NW 32nd Avenue  
**City:** Rochester **State:** MN **Zip:** 55901  
**GM:** Denny Barry  
**Phone:** 507-288-4687 **SIC:** 2396 **NAICS:** 323113  
**Business Description:** screen printing  
**Employs:** 3 **Estab:** 1974  
**Sales:** Under \$500,000 **Distr:** Local  
Privately own corporation

**Company Name:** Benchmark Electronics, Inc.  
**Address:** 3535 Technology Drive NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**GM:** Calvin Clemmons  
**Phone:** 507-535-4000 **Web:** www.bench.com  
**SIC:** 3699; 3679 **NAICS:** 334412  
**Business Description:** precision electromechanical & electronic for the medical, industrial, communications and defense industries  
**Employs:** 375 **Estab:** 1994 **Sales:** \$871 million

**Company Name:** Bernie's Lapidary Supply Co.  
**Address:** 1800 N. Broadway  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-282-3233 **Fax:** 507-286-4434  
**Owner:** Bernie Kirckof  
**SIC:** 3915; 3911 **NAICS:** 339911  
**Business Description:** Jewelry, lapidary equipment  
**Employs:** 8 **Established:** 1997  
**Distribution:** worldwide **Sales:** under \$700,000  
**Website:** www.bernielapidary.com

**Company Name:** Blazing Needles Custom Embroidery  
**Address:** 1615 North Broadway  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-536-7969 **Fax:** 507-536-7961  
**Owner:** Kim Sallet  
**SIC:** 2395, 2396 **NAICS:** 323113  
**Business Description:** Textile embroidery, screen print  
**Employs:** 1 **Estab:** 2000  
**Sales:** under \$500,000 **Distr:** Local  
**Website:** www.blazingneedles.com

**Company Name:** Bowman Tool & Machining, Inc.  
**Address:** 660 37th Street NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-286-1400 **Fax:** 507-280-0014  
**Pres:** William Bowman **CEO:** Angie Bowman  
**SIC:** 3446 **NAICS:** 332323  
**Business Description:** Cast iron & general cnc machining  
**Employs:** 60 **Estab:** 1977  
**Sales:** over \$10 million **Distr:** National  
www.btmcnc.com

**Company Name:** B & P Printing  
**Address:** 24748 685th Street  
**City:** Kasson **State:** MN **Zip:** 55944  
**Phone:** 507-365-8054 **Fax:** 507-365-8054  
**Owner:** Bruce Sullivan  
**SIC:** 2759 **NAICS:** 323100  
**Business Description:** Commercial Printing  
**Employs:** 2 **Estab:** 1996  
**Sales:** under \$500,000 **Distr:** Regional

**Company Name:** Briese Iron Works, Inc.  
**Address:** 7010 Dresser Drive NE  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-288-3499 **Fax:** 507-252-5029  
**President:** John Briese  
**SIC:** 3441;3449;3446 **NAICS:** 332312  
**Business Description:** Structural steel & architectural metal work  
**Employs:** 30 **Estab:** 1974  
**Sales:** \$5-10 million **Distr:** Local  
privately owned corporation

**Company Name:** Brogan Heating & Air Conditioning  
**Address:** 5315 Country Club Road West  
**City:** Rochester **State:** MN **Zip:** 55902  
**Phone:** 507-289-0124 **Fax:** 507-289-7475  
**President:** Tom Brogan  
**SIC:** 3444 **NAICS:** 332322  
**Business Description:** Sheet metal fabrication  
**Brand name -** Lennox, Amana  
**Employs:** 15 **Estab:** 1979  
**Sales:** \$1-5 million **Distr:** Regional  
Privately owned corporation

**Company Name:** Burt's Meat & Poultry, LLC  
**Address:** 114 Center Avenue  
**City:** Eyota **State:** MN **Zip:** 55934  
**Phone:** 507-545-9904 **Fax:** 507-545-9904  
**Owner:** Merlin Burt  
**Bus. Description:** Beef & pork slaughtering & processing  
**SIC:** 2011 **Employs:** 4 **Estab:** 2000  
**Sales:** under \$500,000

**Company Name:** BuyComputerNow, Inc.  
**Address:** 4865 19th Street NW, Suite 110  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-281-6899 **Fax:** 507-529-3675  
**CEO:** Robert Herman  
**SIC:** 5021; 5044; 5112  
**Bus. Description:** Wholesaler of office furniture  
**Employs:** 35 **Estab:** 2000 **Distr:** National  
**Web:** www.byonlinenow.com  
Privately owned corporation

**Company Name:** CF Welding & Mfg., Inc.  
**Address:** 1734 County Road 142 SE  
**City:** Dover **State:** MN **Zip:** 55929  
**Phone:** 507-932-5683 **Fax:** 507-932-5951  
**Pres:** Craig Ferguson  
**SIC:** 3715 **NAICS:** 336212  
**Bus. Description:** Truck boxes, trailers and loader forks  
**Employs:** 9 **Estab:** 1987  
**Sales:** under \$500,000 **Distr:** Local  
Privately owned corporation

**Company Name:** Chatfield News  
**Address:** 220 Main Street s South  
**City:** Chatfield **State:** MN **Zip:** 55923  
**Phone:** 507-867-3870 **Fax:** 507-867-3870  
**Owner:** David Phillips  
**SIC:** 2711 **NAICS:** 323122  
**Bus. Description:** Newspaper Publishing  
**Employs:** 2 **Estab:** 1856  
**Sales:** \$500,000 - \$1 million **Distr:** Local

**Company Name:** Cir-Kit Concepts, Inc.  
**Address:** 32 Woodlake Dr. SE  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-288-0860 **Fax:** 507-288-9181  
**Pres:** Craig Skare  
**Business Description:** Doll house & model railroad  
electrical wiring & lighting components  
**Employs:** 3 **Estab:** 1976 **Distr:** Intl  
**Sales:** under \$500,000  
**SIC:** 3648 **Web:** www.cir-kitconcepts.com  
**Distr:** International

**Company Name:** Clarey's Safety Equipment, Inc.  
**Address:** 3555 9th St. NW, Suite 200  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-289-6749 **Fax:** 507-289-5213  
**Pres:** Jay Clarey  
**Web:** www.clareys.com **Email:** info@clareys.com  
**Business Description:** fire protection equipment, trucks  
& industrial safety supplies  
**SIC:** 3559 **NAICS:** 334290 **Employs:** 30 **Estab:** 1968  
**Distr:** National **Sales:** \$12 million  
Privately owned corporation

**Company Name:** Clemente Marble & Granite  
**Address:** 888 Rolling View Lane SE  
**City:** Pine Island **State:** MN **Zip:** 55963  
**Phone:** 507-289-0001 **Fax:** 507-356-6489  
**Pres:** Michael Welch  
**SIC:** 3281 **NAICS:** 327991  
**Business Description:** Granite, marble & natural stone  
countertops, fireplaces, baths  
**Employs:** 3 **Estab:** 1996 **Distr.:** Natinoal  
**Sales:** \$1 million - \$2.5 million

**Company Name:** Compass International, Inc.  
**Address:** 1815 14th Street NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-281-2143 **Fax:** 507-281-1736  
**Pres:** Jon Rousu  
**Web:** www.compass.com **Email:** info@compass.com  
**SIC:** 3842;3841 **NAICS:** 339113  
**Business Description:** neurosurgical equip., software  
development  
**Employs:** 3 **Estab:** 1986 **Distr.:** Intl

**Company Name:** Comptech-EDM, LLC  
**Address:** 2210 County Road 121 N.E.  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-285-3191 **Fax:** 866-445-8168  
**Owner:** Carlton Johnson **SIC:** 3599; 3479  
**Business Description:** Laser engraving & precision  
machining job shop  
**Employs:** 1 **Estab:** 2000  
**Distr.:** Regional **Sales:** under \$500,000  
www.comptechedm.com

**Company Name:** Concast, Inc.  
**Address:** 1010 North Star Drive  
**City:** Zumbrota **State:** MN **Zip:** 55992  
**Phone:** 507-732-4095 **Fax:** 507-732-4094  
**Pres:** Art Ojala **SIC:** 3272  
**Business Description:** Precast concrete products for  
electrical applications; brand name Fibercrete  
**Employs:** 30 **Estab:** 1970  
**Distr.:** International **Sales:** \$1-\$5 million  
Privately owned corporation  
www.concastinc.com

**Company Name:** Crenlo, LLC  
**Address:** 1600 4th Ave. NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-289-3371 **Fax:** 507-287-3405  
**Web:** www.crenlo.com **Email:** info@crenlo.com  
**Pres:** Lance Fleming  
**SIC:** 3444, 2522 **NAICS:** 337214 **ISO Rating:** 9001  
**Business Description:** Sheet metal enclosures,  
cabinets and vehicle cabs; brand name - Emcor  
**Employs:** 640 **Estab:** 1951  
**Distr.:** National **Sales:** \$110 million  
Privately owned corporation

**Company Name:** Crescent Electric Supply Co.  
**Address:** 1722 3rd Avenue SE  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-289-0421  
**Branch Mgr:** Kevin Neisen **SIC:** 5063  
**Business Description:** Distributor of Electrical Supplies  
**Employs:** 12 **Estab:** 1949  
**Distr.:** Regional  
Privately owned partnership

**Company Name:** Custom Canvas Plus of Rochester  
**Address:** 6254 34th Avenue NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-282-5525  
**Pres:** Dean Van Riper **SIC:** 2394 **NAICS:** 314912  
**Business Description:** Awnings, boat covers & tarps  
**Employs:** 2 **Estab:** 1987  
**Distr.:** Local **Sales:** under \$500,000  
Privately owned partnership

**Company Name:** Custom Iron, Inc.  
**Address:** 400 East First Street  
**City:** Zumbrota **State:** MN **Zip:** 55992  
**Phone:** 507-732-7699 **Fax:** 507-732-7837  
**Pres:** Terry Driscoll  
**SIC:** 3446 **NAICS:** 332323  
**Business Description:** spiral stairs and architectural metalwork  
**Website:** www.customiron.com  
**Employs:** 20 **Estab:** 1975  
**Distr.:** National **Sales:** \$4.5 million  
Privately owned corporation

**Company Name:** Dairy Farmers of America, Inc.  
**Address:** 1313 North Star Drive  
**City:** Zumbrota **State:** MN **Zip:** 55992  
**Phone:** 507-732-5124  
**Plant Manager:** Lucy Schwartz  
**SIC:** 2022 **NAICS:** 311511 **Distrib:** National  
**Business Description:** Cheese & dried dairy products  
**Employs:** 100 **Estab:** 1968  
**Distr.:** National **Sales:** \$25-\$100 million

**Company Name:** Daubes Bakery, Inc.  
**Address:** 1310 5th Place NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-289-3095 **Fax:** 507-287-0137  
**Pres:** Cynthia Daube  
**SIC:** 2051, 2099 **NAICS:** 311812  
**Business Description:** Bakery Products, soups  
**Employs:** 30 **Estab:** 1987  
**Distr.:** Local **Sales:** \$1-\$5 million  
Privately owned corporation

**Company Name:** Davies Printing Co., Inc.  
**Address:** 2715 Pennington Ct. NW, P.O. Box 6471  
**City:** Rochester **State:** MN **Zip:** 55903  
**Phone:** 507-288-9297 **Fax:** 507-288-4867  
**Pres:** Thomas Davies  
**SIC:** 2759, 2789 **NAICS:** 323119  
**Business Description:** Commercial Printing  
**Employs:** 40 **Estab:** 1972  
**Distr.:** National **Sales:** \$1-\$5 million  
Privately owned corporation  
**Web:** www.daviesprinting.com

**Company Name:** Design Concepts Co.  
**Address:** 606 2nd Avenue NE  
**City:** Stewartville **State:** MN **Zip:** 55976  
**Phone:** 507-251-6238  
**Presidents:** Ronald Geist  
**SIC:** 3993  
**Business Description:** Vinyl graphics, signs & banners  
**Employs:** 3 **Estab:** 1983  
**Sales:** under \$500,000 **Distr:** local

**Company Name:** Dickie Equipment Co.  
**Address:** County Road 34 East  
**City:** Dodge Center **State:** MN **Zip:** 55927  
**Phone:** 507-374-2596 **Fax:** 507-374-2661  
**Owner:** David Dickie **SIC:** 3531 **NAICS:** 332439  
**Business Description:** Concrete truck & mixers  
**Employs:** 4 **Estab:** 1954  
**Distr.:** Int'l **Sales:** \$1-2.5 million  
Privately owned corporation

**Company Name:** DLF Custom Fishing Rods  
**Address:** 6747 19th Street SE  
**City:** Eyota **State:** MN **Zip:** 55934  
**Phone:** 507-289-7680  
**Owner:** Daniel Fryer  
**SIC:** 3949 **NAICS:** 339920  
**Business Description:** Fishing Rods  
**Employs:** 2 **Estab:** 1998  
**Distr.:** Local **Sales:** \$500,000-\$1 million

**Company Name:** Domaille Engineering, LLC  
**Address:** 7100 Dresser Dr. NE  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-281-0275 **Fax:** 507-281-5694  
**Pres:** Jim Frazer  
**SIC:** 3599 **NAICS:** 332710  
**Business Description:** Precision Machining Design  
**Employs:** 45 **Estab:** 1990  
**Distr.:** Int'l **Sales:** \$10 million  
**www.domailleengineering.com**  
Privately owned, LLC

**Company Name:** Donn's Leather Works  
**Address:** 8402 Highway 30 SE  
**City:** Chatfield **State:** MN **Zip:** 55923  
**Phone:** 507-867-4868  
**Owner:** Donn Federick  
**SIC:** 3199 **NAICS:** 316999  
**Business Description:** Leather Goods  
**Employs:** 1 **Estab:** 1989  
**Distr.:** International **Sales:** under \$500,000

**Company Name:** Drywall Supply, Inc.  
**Address:** 1734 15th Street NW, Suite A  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-285-0963  
**Sales Mgr:** Joe Clough  
**SIC:** 5031, 5039  
**Business Description:** Distributor of Drywall  
**Employs:** 7 **Estab:** 2001 **Distr:** Regional  
**Website:** www.drywall-supply.com

**Company Name:** DS Manufacturing, Inc.  
**Address:** 67 5th Street NE  
**City:** Pine Island **State:** MN **Zip:** 55963  
**Phone:** 507-356-8322 **Fax:** 507-356-8436  
**President:** James Preisler  
**SIC:** 3499 **NAICS:** 332813  
**Business Description:** Metal Finishing & Fabrication  
**Employs:** 55 **Estab:** 1963  
**Sales:** \$10 million **Distr:** National

**Company Name:** Elcor Construction, Inc.  
**Address:** 123 Carrolton Street SW  
**City:** Rochester **State:** MN **Zip:** 55902  
**Phone:** 507-281-3333 **Fax:** (507) 281-6604  
**V-P:** Steve Polson  
**SIC:** 1442 **NAICS:** 212321  
**Business Description:** Sand, rock & limestone quarrying  
**Employs:** 20 **Distr:** National **Estab:** 1987  
Privately owned corporation

**Company Name:** Energy Economics, Inc.  
**Address:** 109 South Street SE  
**City:** Dodge Center **State:** MN **Zip:** 55927  
**Phone:** 507-374-2557 **Fax:** 507-374-2646  
**General Manager:** Dan Marquardt  
**SIC:** 3824 **NAICS:** 334513  
**Bus Description:** Gas Meters **Estab:** 1976  
**Sales:** \$10-\$25 million  
**Employs:** 100 **Distr.:** National  
**Website:** www.eei.com

**Company Name:** Excel Manufacturing, Inc.  
**Address:** 778 West 12th Street  
**City:** St. Charles **State:** MN **Zip:** 55972  
**Phone:** 507-932-4680 **Fax:** 507-932-4683  
**Pres:** Andrew Archer  
**SIC:** 3569 **NAICS:** 333999 **Estab:** 1991  
**Bus Description:** Recycling systems, balers & conveyors  
**Employs:** 30 **Distr.:** Int'l **Sales:** \$2.5-5 million  
www.excelmfg.com **Sole Ownership**

**Company Name:** Exhibitor Media Group  
**Address:** 206 South Broadway, Suite 745  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-289-6556 **Fax:** 507-289-5253  
**Publisher & Editor:** Lee Knight  
**SIC:** 2721 **NAICS:** 323122  
**Bus Description:** Magazine publishing  
**Employs:** 27 **Distr.:** Int'l **Sales:** \$1-2.5 million  
**Estab:** 1982 **Privately owned corporation**  
**Website:** www.exhibitoronline.com

**Company Name:** E Z Fabricating, Inc.  
**Address:** 1210 Hwy 52 South  
**City:** Chatfield **State:** MN **Zip:** 55923  
**Phone:** 507-867-1635 **Estab:** 2004  
**Pres:** Todd Klees **SIC:** 3441, 3499 **NAICS:** 332312  
**Bus Description:** Structural steel & metal fabrication  
**Employs:** 6 **Distr.:** Regional **Sales:** under \$500,000  
**Website:** www.ezfab.net **Privately owned corporation**

**Company Name:** Fairway Outdoor Advertising  
**Address:** 1734 15th Street NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-288-1866 **Fax:** 507-288-7619  
**Office Mgr:** Alexandra Spencel  
**SIC:** 3993 **Estab:** 1969  
**Business Description:** Outdoor Signs  
**Employs:** 20 **Distr.:** Regional  
www.fairwayoutdoor.com

**Company Name:** Farm Country Co-op  
**Address:** 417 North Main Street  
**City:** Pine Island **State:** MN **Zip:** 55963  
**Phone:** 507-356-8313 **Fax:** 507-356-8881  
**GM:** Noel Frana  
**SIC:** 2048 **Estab:** 1896  
**Business Description:** Feed Processing  
**Employs:** 30 **Distr.:** Local  
www.farmcountrycoop.com

**Company Name:** Fastenal Co.  
**Address:** 1680 Industrial Drive NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-288-3025 **Fax:** 507-288-7583  
**Branch Mgr.:** Kurt Reinhart  
**SIC:** 5072, 5084  
**Business Description:** Wholesaler of fasteners  
**Employs:** 10 **Estab:** 2003 **Distr:** Int'l  
Publicly owned corporation  
**Website:** www.fastenal.com

**Company Name:** Fedex Office & Print Center  
**Address:** 440 Crossroads Drive SW, Suite A  
**City:** Rochester **State:** MN **Zip:** 55902  
**Phone:** 507-288-2233 **Fax:** 507-288-2232  
**Manager:** Tony Peirskalla  
**SIC:** 2759 **Estab:** 1972  
**Business Description:** Commercial Printing  
**Employs:** 5 **www.fedexkinkos.com**

**Company Name:** Ferguson Enterprises, Inc.  
**Address:** 3210 Prow Lane NW  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-292-9233 **Fax:** 507-292-9340  
**Branch Mgr:** Jim Bahler  
**SIC:** 5074  
**Bus Description:** Distributor of Plumbing Supplies  
**Employs:** 7 **Estab:** 1958 **www.ferguson.com**  
**Distrib:** Local

**Company Name:** First Supply, LLC  
**Address:** 3815 Highway 14 West  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-287-0202 **Fax:** 507-287-0653  
**General Mgr:** Robert Bernanek  
**SIC:** 5074, 5075  
**Bus Description:** Wholesaler of plumbing & HVAC equipment and supplies  
**Employs:** 55 **www.1supply.com**  
Publicly owned corporation

**Company Name:** Fish House Dressing, Inc.  
**Address:** 1711 2nd Avenue NW  
**City:** Stewartville **State:** MN **Zip:** 55976  
**Phone:** 507-533-7786 **Fax:** 507-533-4075  
**Pres.:** Thomas Slightam **SIC:** 2035  
**Web:** www.jimmys-saladdressing.com  
**Business Description:** Salad Dressings and dips  
**Employs:** 16 **Estab:** 1973  
**Sales:** \$1-5 million **Distr:** Regional

**Company Name:** Flagman Products  
**Address:** 1215 West Center Street  
**City:** Oronoco **State:** MN **Zip:** 55960  
**Phone:** 507-367-4782 **Fax:** 507-367-2428  
**Pres.:** Randy Bartz  
**SIC:** 3949, 3089 **NAICS:** 339920  
**Business Description:** Nylon Flags  
**Employs:** 2 **Estab:** 1990  
**Sales:** Under \$500,000 **Distr:** National

**Company Name:** Ford Co., LLC  
**Address:** 29309 Highway 74  
**City:** St. Charles **State:** MN **Zip:** 55972  
**Phone:** 507-932-8866 **Fax:** 507-932-8833  
**Owner:** Jerry Ford  
**SIC:** 3842  
**Business Description:** Manual Wheelchairs  
**Employs:** 4 **Estab:** 2004  
**Sales:** \$500,000-\$1 million **Distr:** Int'l

**Company Name:** Gauthier Industries, Inc.  
**Address:** 3105 NW 22nd St.  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-289-0731 **Fax:** 507-280-6883  
**Web:** www.gauthind.com **Email:** gauthier@gauthind.com  
**Pres:** Michael Jensen **SIC:** 3441; 3444 **NAICS:** 332116  
**Business Description:** metal stampings, sheet metal fabrication, electrical enclosures & assembly & powder coat finishing  
**Employs:** 100 **Estab:** 1974  
**Sales:** \$14 million **Dist.:** National  
**www.gauthind.com** privately owned sub-s corp.

**Company Name:** Geotek, Inc.  
**Address:** 1421 2nd Ave. NW  
**City:** Stewartville **State:** MN **Zip:** 55976  
**Phone:** 507-533-6076 **Fax:** 507-533-4784  
**CEO:** Dale Nordquist **SIC:** 3089  
**Business Description:** Pultruded composites (fiberglass fencing, cross arms for electric power distr., tension bars for chain link fencing, pins for landscape walls & floors for outdoor decks).  
**Employs:** 50 **Estab:** 1990 **Web:** www.geotekinc.com  
**Sales:** \$15-20 million **Distr:** International

**Company Name:** Gillespie Sporting Goods, Inc.  
**Address:** 609 Broadway Avenue North  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-288-0772  
**Owner:** Dennis Teske **SIC:** 3479, 3089  
**Business Description:** Trophy & Award Engraving  
**Employs:** 4 **Estab:** 1961  
**Sales:** under \$500,000 **Distr:** Regional

**Company Name:** Gingerbread House  
**Address:** 1104 North Broadway Street  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-288-2621  
**Owner:** John Fish **SIC:** 2051 **NAICS:** 311812  
**Business Description:** muffins, breads & cakes  
**Employs:** 15 **Estab:** 1956 **Sales:** under \$500,000  
Privately owned corporation **Distr:** Local

**Company Name:** GLS Industries  
**Address:** 7200 North Hwy 63  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-288-8850 **Fax:** 507-288-3810  
**Pres:** Chris Price  
**Web:** www.retainingwall.com  
**Business Description:** modular retaining walls  
**SIC:** 3272 **Employs:** 30 **Estab:** 1990  
**Sales:** \$1-5 million **Dist.:** National  
privately owned corporation

**Company Name:** Grain Handlers U.S.A. Inc.  
**Address:** 1012 St. Charles Avenue  
**City:** St. Charles **State:** MN **Zip:** 55972  
**Phone:** 507-932-5492  
**Plant Mgr:** Eric Heim  
**SIC:** 3523 **NAICS:** 333111  
**Business Description:** Grain storage, drying & handling  
equipment  
**Employs:** 15 **Estab:** 1986  
**Sales:** \$3 million **Distr:** Int'l

**Company Name:** Graybar Electric Co., Inc.  
**Address:** 910 7th Street NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-282-4444 **Fax:** 507-282-9913  
**Branch Mgr:** David Stien **SIC:** 5063, 5065  
**Business Description:** Distributor of electrical & telecom-  
munications equipment & supplies  
**Employs:** 10 **Estab:** 1993 Privately owned corporation  
**Sales:** \$5-10 million **Distr:** Local www.graybar.com

**Company Name:** Greene Doors & Hardware, Inc.  
**Address:** 14 1st Avenue SW  
**City:** Dodge Center **State:** MN **Zip:** 55927  
**Phone:** 507-374-2425 **Fax:** 507-374-2405  
**Owner:** Phillip Greene **SIC:** 5031  
**Business Description:** wholesaler of hollow metal &  
wooden doors, frames & entrance systems  
**Employs:** 15 **Estab:** 1978 **Distr:** Regional

**Company Name:** Greenway Co-op  
**Address:** 3520 East River Road NE  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-289-4086  
**GM:** Tim Clemons  
**SIC:** 2048 **NAICS:** 311119  
**Business Description:** company headquarters &  
livestock feed  
**Employs:** 20 **Estab:** 1929  
**Sales:** \$2.5 - \$5 million **Distr:** Local  
Publicly owned corporation

**Company Name:** Grimsrud Publishing, Inc.  
**Address:** 225 Main Street  
**City:** Zumbrota **State:** MN **Zip:** 55992  
**Phone:** 507-732-7617 **Fax:** 507-732-7619  
**Publisher:** David Grimsrud  
**SIC:** 2791 **NAICS:** 323122  
**Business Description:** Newspaper publishing  
**Employs:** 15 **Estab:** 1981  
**Sales:** \$500,000-\$1 million **Distr:** Local  
www.zumbrota.com Privately owned corporation

**Company Name:** Halcon Corporation  
**Address:** 1811 2nd Avenue NW  
**City:** Stewartville **State:** MN **Zip:** 55976  
**Phone:** 507-533-4235 **Fax:** 507-533-9349  
**CEO:** Peter Conway  
**SIC:** 2521 **NAICS:** 337211  
**Business Description:** Wooden office furniture  
**Employs:** 150 **Estab:** 1977  
**Web:** www.halconcorp.com  
**Sales:** \$20-25 million **Distr:** Int'l  
Privately owned corporation

**Company Name:** Hammell Equipment, Inc.  
**Address:** 713 Main Street NW  
**City:** Chatfield **State:** MN **Zip:** 55923  
**Phone:** 507-867-4910 **Fax:** 507-867-4442  
**Pres:** Bernard Hammell **SIC:** 5083  
**Business Description:** Distributor of agricultural & farm  
equipment & parts.  
**Employs:** 30 **Estab:** 1978 **Distr:** National  
www.hammellequipment.com Privately owned sub-S corp.

**Company Name:** Hiawatha Valley Farm Store  
**Address:** 2638 County Road 3 S.W.  
**City:** Byron **State:** MN **Zip:** 55920  
**Phone:** 507-286-8650 **Fax:** 507-286-8852  
**GM:** Philip Fox **SIC:** 5084  
**Business Description:** wholesaler of spraying equipment  
**Employs:** 2 **Estab:** 1995 **Distr:** Regional  
**Sales:** \$500,000 - \$1 million

**Company Name:** Himec, Inc.  
**Address:** 1400 NW 7th St. P.O. Box 4700  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-281-4000 **Fax:** 507-281-5206  
**Pres:** Greg Donley  
**Web:** www.himec.com  
**SIC:** 3444 **NAICS:** 332322  
**Business Description:** Sheet metal fabrication  
**Employs:** 92 **Estab:** 1975  
**Sales:** \$25 million **Distr.:** Regional  
Privately owned corporation

**Company Name:** IBM Corporation  
**Address:** 3605 Hwy 52 North  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-253-4011 **Fax:** 507-253-1571  
**Web:** www.ibm.com  
**Corp. Relations Mgr:** Valerie Pace  
**Executive VP:** Walt Ling  
**SIC:** 3575 **NAICS:** 334113  
**Business Description:** Main frame computers  
**Employs:** not available **Estab:** 1956 **Distr.:** Intl  
Publicly owned corporation

**Company Name:** Ikon Office Solutions, Inc.  
**Address:** 2660 Superior Drive NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-288-7284 **Fax:** 507-288-7705  
**GM:** Steve Bergeson  
**SIC:** 5044 **Employs:** 25 **Estab:** 1978 **Distr.:** Local  
**Business Description:** Distributor of Office Equipment  
www.ikon.com Privately owned corporation

**Company Name:** Images on Metal, Inc.  
**Address:** 302 5th Street SE  
**City:** Kasson **State:** MN **Zip:** 55944  
**Phone:** 507-634-2202 **Fax:** 507-634-7336  
**Pres:** Harlan Jacobson  
**SIC:** 2396 **NAICS:** 332999  
**Business Description:** Textile Screenprinting, awards, trophies  
**Employs:** 50 **Estab:** 1979 **Distr.:** Regional  
**Sales:** \$5-10 million  
Privately owned corporation

**Company Name:** Insty Prints of Rochester  
**Address:** 2410 North Broadway  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-282-6112 **Fax:** 507-282-4603  
**Owner:** Rick Weiss  
**SIC:** 2752 **NAICS:** 323110  
**Business Description:** instant printing  
**Employs:** 25 **Estab:** 1976  
**Sales:** \$2 million **Distr.:** National  
Privately owned sub-S corp.

**Company Name:** Island Pallet & Crate, Inc.  
**Address:** 221 County Road 11 NW  
**City:** Pine Island **State:** MN **Zip:** 55963  
**Phone:** 507-356-4231 **Fax:** 507-356-4185  
**Pres:** Tom Wobig **SIC:** 2448 **NAICS:** 321920  
**Business Description:** Wooden palates & crates  
**Employs:** 3 **Estab:** 1991 **Distr.:** Regional  
**Sales:** Under \$500,000 **Website:** www.islandpallet.com  
Privately owned corporation

**Company Name:** Island Tool & Die  
**Address:** 292 3rd Street NE  
**City:** Pine Island **State:** MN **Zip:** 55963  
**Phone:** 507-356-4450 **Fax:** 507-356-8199  
**Pres:** Lee Swanson  
**SIC:** 3544 **NAICS:** 332710 **Sales:** \$500,000-\$1million  
**Business Description:** Tool & Die Machinery  
**Employs:** 10 **Estab:** 1996 **Distr.:** Regional  
Privately owned corporation  
**Website:** www.islandpallet.com

**Company Name:** JNS Printing  
**Address:** 11808 County Road 35  
**City:** St. Charles **State:** MN **Zip:** 55972  
**Phone:** 507-932-6936 **Fax:** 507-932-6940  
**Owner:** Jeff Ellingson  
**SIC:** 2759 **NAICS:** 323100  
**Business Description:** Commercial Printing  
**Employs:** 5 **Estab:** 1856 **Distr.:** National  
Privately owned corporation

**Company Name:** Johnson Co.  
**Address:** 4680 Highway 63 North  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-252-5133 **Fax:** 507-252-6979  
**Branch Mgr:** Jeff Iberson  
**SIC:** 5044, 5045  
**Business Description:** Distributor of office equipment, including copiers, printers, fax machines & scanners  
**Employs:** 10 **Estab:** 2005 **Distr.:** Regional  
**Website:** www.ejohnson.com

**Company Name:** Johnson Printing Company  
**Address:** 1416 Valleyhigh NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-288-7788 **Fax:** 507-282-1743  
**Pres:** Mark Johnson  
**SIC:** 2759 **NAICS:** 323100  
**Business Description:** Commercial Printing  
**Employs:** 35 **Estab:** 1953 **Distr.:** Int'l

**Company Name:** Kaman Industrial Technologies Corp.  
**Address:** 3033 40th Avenue NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-289-1808 **Fax:** 507-289-5751  
**Pres:** Steve Hawkins  
**SIC:** 5063 **Employs:** 12 **Estab.:** 2001  
**Business Description:** Wholesaler of power transmission components  
**Website:** www.kamandirect.com  
Publicly Owned Corporation

**Company Name:** KAS Investments  
**Address:** 3121 40th Ave. NW, Suite 100  
**City:** Rochester **State:** MN **Zip:** 55902  
**Phone:** 507-280-4314 **Fax:** 507-280-4316  
**Pres:** Kevin Swanson **SIC:** 3442 **Employs:** 6  
**Business Description:** Glass and Aluminum Frames  
**Sales:** \$500,000 - \$1 million **Distr:** Local

**Company Name:** Kasson Concrete Products  
**Address:** 18 Veterans Memorial Highway East  
**City:** Rochester **State:** MN **Zip:** 55944  
**Phone:** 507-634-7001 **Fax:** 507-634-7076  
**Pres:** Matt Henderman  
**SIC:** 3272 **NAICS:** 332323  
**Business Description:** Commercial & residential iron railings & precast concrete products  
**Employs:** 2 **Estab:** 1954 **Sales:** Under \$500,000  
**Distrib:** Regional Privately owned corporation

**Company Name:** Kemps  
**Address:** 406 North Broadway  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-287-7301 **Fax:** 507-287-7306  
**Plant Manager:** Mike Hinrichsen  
**SIC:** 2026 **NAICS:** 311520  
**Business Description:** Ice cream products & milk processing  
**Employs:** 235 **Estab:** 1927  
**Sales:** \$50-\$100 million **Distr.:** Regional

**Company Name:** Kerry Inc.  
**Address:** 2402 7th Street NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-285-3400 **Fax:** 507-285-3438  
**Operations Mgr:** George Mathey  
**SIC:** 2099  
**Business Description:** Dairy Foods Ingredients  
**Employs:** 80 **Est:** 1978  
**Sales:** \$10-\$25 million **Distr.:** Intl.  
www.kerrygroup.com

**Company Name:** Kingsbury Builders Supply  
**Address:** 27602 Highway 24  
**City:** Pine Island **State:** MN **Zip:** 55963  
**Phone:** 507-356-2200 **Fax:** 507-356-2216  
**Owner & GM:** John Kingsbury  
**SIC:** 2541 **NAICS:** 326130  
**Business Description:** Wooden & laminate cabinets  
**Employs:** 2 **Est:** 1980  
**Sales:** under \$500,000 **Distr.:** Local  
Privately owned coporation

**Company Name:** L & L Cabinets  
**Address:** 2227 Hwy 63 North  
**City:** Stewartville **State:** MN **Zip:** 55976  
**Phone:** 507-533-9966 **Fax:** 507-533-9967  
**Pres:** Larry Laures  
**SIC:** 2434 **NAICS:** 337110  
**Business Description:** wooden cabinets  
**Employs:** 2 **Estab:** 1991  
**Sales:** under \$500,000 **Distr.:** local  
Sole ownership

**Company Name:** Land O' Lakes, Inc.  
**Address:** 206 2nd Street NE  
**City:** Pine Island **State:** MN **Zip:** 55963  
**Phone:** 507-356-8318 **Fax:** 507-356-4098  
**Plant Mgr:** Chris Meyers  
**SIC:** 2022 **NAICS:** 311513  
**Business Description:** dried dairy products  
**Employs:** 100 **Estab:** 1971  
**Distr.:** International **Website:** www.landolakesinc.com

**Company Name:** Laser Product Technologies  
**Address:** 407 2nd Ave NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-287-0685 **Fax:** 507-287-9835  
**Partners:** Bob King and Mike Marty  
**SIC:** 3955 **NAICS:** 339944  
**Business Description:** Rebuilt printer ribbons & toner cartridges  
**Employs:** 4 **Estab:** 1992 **Distr.:** Regional  
**Website:** www.1ptnow.com

**Company Name:** Leitzen Concrete Products  
**Address:** 4019 Highway 14 West  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-282-3875 **Fax:** 507-288-3470  
**Pres:** Gary Leitzen  
**SIC:** 3273 **NAICS:** 327320  
**Business Description:** Ready mix concrete  
**Employs:** 30 **Estab:** 1926  
**Sales:** \$5 million **Distr.:** local  
www.leitzenconcrete.com Privately Owned Corporation

**Company Name:** Magic Media, Inc.  
**Address:** 1734 15th Street NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-288-1866 **Fax:** (507) 288-7619  
**President:** Alexandra Spencel  
**SIC:** 3993 **NAICS:** 339950  
**Business Description:** Outdoor Signs  
**Employs:** 20 **Estab:** 1969  
**Sales:** \$1-1.5 million **Distr.:** Regional

**Company Name:** Making Waves Printing, Inc.  
**Address:** 4481 North Frontage Road  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-288-5200  
**President:** David Evans  
**SIC:** 2759 **NAICS:** 323100  
**Business Description:** Commercial Printing  
**Employs:** 4 **Estab:** 1968  
**Sales:** under \$500,000 **Distr.:** Local

**Company Name:** Manahan Machine Shop, Inc.  
**Address:** 7051 100th Ave. SE  
**City:** Chatfield **State:** MN **Zip:** 55923  
**Phone:** 507-282-5766  
**President:** Nick Manahan  
**SIC:** 3599  
**Business Description:** General machining job shop  
**Employs:** 5 **Est.** 1978  
**Sales:** under \$500,000 **Distr.:** Local

**Company Name:** McNeilus Steel, Inc.  
**Address:** 702 2nd Avenue South  
**City:** Dodge Center **State:** MN **Zip:** 55927  
**Phone:** 507-374-6336  
**President:** Pat McNeilus  
**SIC:** 3312 **Employs:** 230  
**Business Description:** steel fabrication  
**Sales:** \$250 million **Distr.:** Regional

**Company Name:** McNeilus Truck & Manufacturing, Inc.  
**Address:** 524 County Road 34  
**City:** Dodge Center **State:** MN **Zip:** 55927  
**Phone:** 507-374-6321 **Fax:** 507-374-6306  
**President:** Frank Nerenhausen  
**SIC:** 3531, 3713 **NAICS:** 336211  
**Business Description:** mobile concrete mixers, garbage trucks & OEM replacement parts  
**Employs:** 700 **Estab:** 1970  
**Sales:** over \$400 million **Distr.:** Int'l

**Company Name:** Medical Innovations Intl.  
**Address:** 6256 34th Ave. NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-289-0761  
**Pres:** John Devlin  
**SIC:** 3841 **NAICS:** 339112  
**Web:** www.medicalinnovations.com  
**Business Description:** Surgical instruments & devices, manufacturing  
**Employs:** 15 **Est.:** 1965  
**Sales:** \$500,000-\$1 million **Distr.:** Intl  
Privately owned corporation

**Company Name:** Metafile Information Systems, Inc.  
**Address:** 2900 43rd Street NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-286-9232 **Fax:** 507-286-9065  
**Pres:** Allan Sprau **SIC:** 7372  
**Business Description:** Enterprise content & fundraising management, software development  
**Employs:** 50 **Estab.** 1980 **Distr.:** Int'l

**Company Name:** Metal Treasures  
**Address:** 10720 84th Street SE  
**City:** Chatfield **State:** MN **Zip:** 55923  
**Phone:** 507-867-3471  
**Owner:** Don Riedemann **SIC:** 3499, 3312  
**Business Description:** Steel & iron fabrication  
**Employs:** 2 **Estab.** 2001 **Distr.:** Local

**Company Name:** Midwest Signtech of Rochester, LLC  
**Address:** 3745 North Broadway  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-252-8850 **Fax:** 507-289-5948  
**Pres:** Dustin Snell **SIC:** 3993, 2759 **NAICS:** 339950  
**Business Description:** Signage, decals, laminating  
**Employs:** 3 **Estab:** 1993  
**Sales:** \$500,000 **Distr:** National

**Company Name:** Milestone Materials  
**Address:** 5850 Hwy 63 South  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-282-9151 **Fax:** 507-287-8593  
**Sales Manager:** Chad Kelly **SIC:** 1422  
**Business Description:** Crushed Limestone  
**Employs:** 5 **Distr.:** Local

**Company Name:** Minuteman Press  
**Address:** 1316 7th Street NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-288-4777 **Fax:** 507-288-4555  
**Owner:** Dale Lipsky **SIC:** 2759, 2752  
**Business Description:** Commercial, offset & instant printing  
**Employs:** 4 **Distr.:** Local

**Company Name:** Mitek Industries, Inc.  
**Address:** 1700 North Broadway, Suite 11-A  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-286-9209 **Fax:** 507-285-1730  
**Customer Service Rep:** Dennis Kelley  
**SIC:** 3425 **NAICS:** 332213  
**Employs:** 4 **Estab:** 1973  
**Business Description:** Industrial saws  
**Sales:** \$5-\$10 million **Distr:** International

**Company Name:** Neher Medical Equipment  
**Address:** 502 West Main Street  
**City:** Kasson **State:** MN **Zip:** 55944  
**Phone:** 507-634-6496 **Fax:** 507-634-6486  
**Pres:** Gerald and Richard Neher  
**SIC:** 3841 **NAICS:** 339112  
**Employs:** 3 **Estab:** 1985  
**Business Description:** Medical Equipment  
**Sales:** \$500,000 **Distr:** National

**Company Name:** Nelson Industries & Decksliider  
**Address:** 12329 SW County Road 8  
**City:** Stewartville **State:** MN **Zip:** 55976  
**Phone:** 507-533-4815 **Fax:** 507-533-4815  
**Pres:** Jon Nelson **SIC:** 3713 **NAICS:** 336211  
**Email:** decksliider@aol.com **Web:** www.decksliider.com  
**Business Description:** Truck accessories  
**Employs:** 1 **Estab:** 1983  
**Sales:** under \$300,000 **Distr:** National

**Company Name:** Nelson Screen Printing  
**Address:** 17304 Sugarloaf Parkway  
**City:** Zumbrota **State:** MN **Zip:** 55992  
**Phone:** 507-732-5633 **Fax:** 507-732-5633  
**Owner:** Kevin Nelson **SIC:** 2396  
**Business Description:** residential furniture and cabinets  
**Employs:** 1 **Est.:** 2003  
**Sales:** under \$500,000 **Distr.:** Local  
Sole ownership [www.nesswoods.com](http://www.nesswoods.com)

**Company Name:** NRB Metals, LLC  
**Address:** 202 Industrial Park Drive  
**City:** St. Charles **State:** MN **Zip:** 55944  
**Phone:** 507-932-8260 **Fax:** 507-932-8262  
**Owner:** Nick Beyerstedt  
**SIC:** 3325, 3446  
**Business Description:** steel castings & architectural metalwork  
**Employs:** 9 **Est.:** 2007  
**Sales:** \$500,000 - \$1million **Distr.:** National

**Company Name:** Nigon Woodworks, Inc.  
**Address:** 1700 Eastwood Road SE  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-282-1895 **Fax:** 507-282-3461  
**Owner:** Daryl Nigon  
**SIC:** 2431,2511 **NAICS:** 321900  
**Business Description:** Case work & wooden furniture  
**Employs:** 19 **Est.:** 1976  
**Sales:** \$2 million **Distr.:** Local  
Privately owned corporation

**Company Name:** Norandex Distribution, Inc.  
**Address:** 6610 10th Avenue SW  
**City:** Rochester **State:** MN **Zip:** 55902  
**Phone:** 507-289-8747 **Fax:** 507-289-8712  
**Manager:** Randy Fruth  
**SIC:** 5031, 5033  
**Business Description:** Distributor of exterior building products  
**Employs:** 4 **Est.:** 1998 **Distr.:** Local  
**Website:** [www.norandex.com](http://www.norandex.com)

**Company Name:** North Country Business Products, Inc.  
**Address:** 2514 Superior Drive NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-289-8212 **Fax:** 507-289-4802  
**Manager:** Sean Collins  
**SIC:** 5044  
**Business Description:** Distributor of Cash Registers  
**Employs:** 12 **Est.:** 1966 **Distr.:** Regional  
**Website:** [www.ncbpinc.com](http://www.ncbpinc.com)  
Privately owned corporation

**Company Name:** North Star Aluminum Products  
**Address:** 4505 Hwy 63 North  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-289-8795 **Fax:** 507-292-8756  
**Partners:** John & Carol Adams  
**SIC:** 3469 **NAICS:** 332439  
**Business Description:** Aluminum Tool Boxes  
**Employs:** 6 **Est.:** 1977  
**Sales:** under \$500,000 **Distr.:** National

**Company Name:** Northern Beverage Distribution Co.  
**Address:** 2222 32nd Avenue NW  
**City:** Rochester **State:** MN **Zip:** 559901  
**Phone:** 507-282-5462 **Fax:** 507-282-0560  
**Owner:** Mike Amicone **SIC:** 5181  
**Business Description:** Beer distributor  
**Employs:** 30 **Est.:** 2003 **Distr.:** Local  
Privately owned corporation

**Company Name:** Northern Tool & Equipment Co.  
**Address:** 2717 Highway 14 West  
**City:** Rochester **State:** MN **Zip:** 559901  
**Phone:** 507-282-5559 **Fax:** 507-282-1289  
**Manager:** Brad Parrish **SIC:** 5084  
**Business Description:** Distributor of industrial equip & supplies  
**Employs:** 11 **Est.:** 1980 **Distr.:** Local  
Privately owned corporation

**Company Name:** NRI Electronics, Inc.  
(purchased from Waters Technical Division)  
**Address:** 2535 Hwy 14 West  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-252-9405 **Fax:** 507-252-9995  
**Plant Mg:** Jeff Martinson  
**SIC:** 3679 **NAICS:** 334419  
**Business Description:** Cable Contract Manufacturer  
**Employs:** 50 **Est.** 1982 **Sales:** \$5-10 million  
**Distrib:** National

**Company Name:** Nuss Truck Group, Inc.  
**Address:** 6500 Highway 63 South  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-288-9488 **Fax:** 507-424-4156  
**President:** Robert Nuss **SIC:** 5082  
**Business Description:** Distributor of construction equip.  
**Employs:** 35 **Distrib:** Local **Estab:** 1975

**Company Name:** Olmsted County Journal  
**Address:** 515 Rocky Creek Drive NE  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-288-5201 **Fax:** 507-288-9560  
**GM:** Debbie Shafer **SIC:** 2741  
**Business Description:** Weekly free shopper  
**Employs:** 8 **Est.:** 1982  
**Sales:** under \$500,000 **Distr.:** Local

**Company Name:** Osborn Medical Corp.  
**Address:** 100 West Main Street  
**City:** Utica **State:** MN **Zip:** 55979  
**Phone:** 507-932-5028 **Fax:** 507-932-5044  
**GM:** Bill Davis **SIC:** 3841 **NAICS:** 339112  
**Business Description:** Vascular medical products  
**Employs:** 15 **Est.:** 1989  
**Sales:** under \$1 million **Distr.:** Intl.

**Company Name:** Paape Energy Services  
**Address:** 2717 Highway 14 West  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-289-4874 **Fax:** 507-529-1407  
**Div Mgr:** Jason Sandberg **SIC:** 5063  
**Business Description:** Distributor of HVAC controls  
**Employs:** 25 **Est.:** 1979 **Distr.:** Local  
www.paape.com

**Company Name:** Pace Dairy Foods  
**Address:** 2700 Valley High Dr. NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-288-6315 **Fax:** 507-288-3320  
**GM:** Jim Lehman **SIC:** 2022 **NAICS:** 311513  
**Business Description:** Cheese processing & packaging  
**Employs:** 400 **Est.:** 1971  
**Sales:** \$100-\$150 million **Distr.:** Intl.  
**Website:** www.kroger.com

**Company Name:** Pace International, Inc.  
**Address:** 3582 Technology Drive NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-288-1853 **Fax:** 507-288-0831  
**Owner:** Pat Deutsch **SIC:** 5065  
**Business Description:** wholesaler of satellite tv parts  
**Employs:** 30 **Est.:** 1972 **Distr.:** Intl.

**Company Name:** Page's Welding  
**Address:** 1855 Roscoe Avenue  
**City:** Zumbrota **State:** MN **Zip:** 55992  
**Phone:** 507-732-5717 **Fax:** 507-732-5633  
**Owner:** Bill Page **SIC:** 3599 **NAICS:** 332710  
**Business Description:** Welding job shop  
**Employs:** 2 **Sales:** under \$500,000 **Distr.:** Local

**Company Name:** Paper & Graphics, Inc.  
**Address:** 1116 9th Street NE  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-288-0878 **Fax:** 507-288-2634  
**CEO:** Timothy Fields **CFO:** Steven Fields  
**SIC:** 2759 **NAICS:** 323100  
**Business Description:** Commercial Printing  
**Employs:** 13 **Est.:** 1986  
**Sales:** \$1-2.5 million **Distr.:** Regional  
Privately owned corporation

**Company Name:** Petersen Blacksmith Shop  
**Address:** 3802 Cty Road 150 SW  
**City:** Byron **State:** MN **Zip:** 55920  
**Phone:** 507-281-1662  
**Pres:** Mike Petersen **SIC:** 3499  
**Business Description:** Metal Fabrication  
**Employs:** 5 **Estab:** 1918  
**Sales:** under \$500,000 **Distr:** Regional

**Company Name:** Pharmaceutical Specialties, Inc.  
**Address:** 1620 Industrial Drive NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-288-8500 **Fax:** 507-288-7603  
**Web:** www.psico.com  
**Pres:** Conrad Thompson  
**SIC:** 2834 **NAICS:** 325412  
**Business Description:** manuf of skin products.  
Brand name - Vanicream; RoBathol; Vitec; Free & Clear  
**Employs:** 65 **Est:** 1974 **Distr.:** National

**Company Name:** Pine Island Primitives  
**Address:** 16369 County 11 Blvd.  
**City:** Pine Island **State:** MN **Zip:** 55963  
**Phone:** 507-356-2908  
**Owner:** Sally Kallin  
**SIC:** 2741  
**Business Description:** hand woven rug patterns  
**Employs:** 1 **Est:** 2001  
**Sale:** under \$500,000 **Distr.:** Int'l

**Company Name:** Post Bulletin  
**Address:** 18 1st Avenue SE  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-285-7600 **Fax:** 507-281-7478  
**Web:** www.postbulletin.com  
**Publisher:** Randy Chapman  
**SIC:** 2711;2791 **NAICS:** 323119  
**Business Description:** newspaper printing & typesetting  
**Employs:** 177 **Est:** 1925  
**Sale:** \$10-25 million **Distr.:** Regional

**Company Name:** Praxair Distribution, Inc.  
**Address:** 1620 3rd Avenue SE  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-289-4051 **Fax:** 507-289-4295  
**Customer Service Mgr:** Tom Broadwater  
**SIC:** 5084, 5085, 5169  
**Business Description:** wholesaler of welding equipment & supplies, including gases  
**Employs:** 15 **Est:** 1963 **Distrib:** Regional  
publicly owned corporation  
**Website:** www.praxair.com

**Company Name:** Professional Instruments Co.  
**Address:** 3601 Instrument Dr. NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-288-6911 **Fax:** 507-288-0738  
**Purchasing Agent:** Kerry Amundson  
**Business Description:** Precision machining job shop  
**Employs:** 10 **Est:** 1964 **SIC:** 3599  
**Sale:** \$1-5 million **Distr.:** National  
www.airbearings.com publicly owned corporation

**Company Name:** Progressive Ag Center, LLC  
**Address:** 942 Wabasha Avenue  
**City:** St. Charles **State:** MN **Zip:** 55972  
**Phone:** 507-932-4732 **Fax:** 507-932-3118  
**Plant Manager:** Mike Lyons  
**SIC:** 2048 **NAICS:** 345314  
**Business Description:** Feed, grain and fertilizer blending  
**Employs:** 7 **Est:** 1972  
**Sales:** \$1-\$2.5 million **Distr.:** Regional

**Company Name:** Progressive Tool & Manufacturing  
**Address:** 290 5th Street NE  
**City:** Pine Island **State:** MN **Zip:** 55963  
**Phone:** 507-356-8345 **Fax:** 507-356-4557  
**Pres:** Richard Zwart  
**SIC:** 3469, 3444, 3089, 3599  
**Business Description:** Metal stampings, sheet metal fabrication, plastic injection molding  
**Employs:** 40 **Est:** 1970  
**Sales:** \$5-\$10 million **Distr.:** Int'l

**Company Name:** Progressive Tool & Manufacturing  
**Address:** 780 North Main Street  
**City:** Pine Island **State:** MN **Zip:** 55963  
**Phone:** 507-356-8345 **Fax:** 507-356-4559  
**Plant Manager:** John Lodermeier  
**SIC:** 3089  
**Business Description:** Plastic injection molding & vacuum forming  
**Employs:** 8 **Est:** 1970  
**Sales:** \$1-2.5 million **Distr.:** Int'l

**Company Name:** Pro Line Drag Chasis, Inc.  
**Address:** 8406 75th Street NW  
**City:** Pine Island **State:** MN **Zip:** 55963  
**Phone:** 507-288-5185 **Fax:** 507-288-5285  
**President:** John Wheelock **SIC:** 3711  
**Business Description:** Snowmobile Drag Chasis  
**Employs:** 1 **Est:** 1991  
**Sales:** \$150,000-\$200,000 **Distr.:** Int'l  
www.prolineperformance.com

**Company Name:** Prosthetic Laboratories of Rochester  
**Address:** 121 23rd Avenue SW  
**City:** Rochester **State:** MN **Zip:** 55902  
**Phone:** 507-281-5250 **Fax:** 507-288-6928  
**V-P Opers:** Michael Gozola  
**SIC:** 3842  
**Business Description:** Prosthetics and orthotics  
**Employs:** 40 **Est:** 1984  
**Sales:** \$1-5 million **Distr.:** Local  
www.plor.net

**Company Name:** R & B Contract Manufacturing, Inc.  
**Address:** 4703 County Road Road 107 NE  
**City:** Eyota **State:** MN **Zip:** 55934  
**Phone:** 507-876-2179 **Fax:** 507-876-2171  
**CEO:** Daniel Knak **SIC:** 3672 **NAICS:** 334412  
**Business Description:** Printed circuit board assembly, electrical & mechanical sub-assemblies & industrial control panel shop  
**Employs:** 7 **Estab:** 1994  
**Sales:** \$500,000-\$1 million **Distr:** National  
[www.ranbcontractmfg.com](http://www.ranbcontractmfg.com)

**Company Name:** R & B Custom Workbenches  
**Address:** 201 12th Avenue NW  
**City:** Kasson **State:** MN **Zip:** 55944  
**Phone:** 507-634-7557  
**Owner:** Rick Jorgenson **SIC:** 2599  
**Business Description:** Industrial Workbenches  
**Employs:** 1 **Est:** 1996  
**Sales:** Under \$500,000 **Distr.:** Local Sole Ownership  
[www.rbcustomworkbenches.com](http://www.rbcustomworkbenches.com)

**Company Name:** RDM of Minnesota, Inc.  
**Address:** 703 1st Avenue SE  
**City:** Dodge Center **State:** MN **Zip:** 55927  
**Phone:** 507-374-2670 **Fax:** 507-633-9393  
**Pres:** Dennis Ross  
**SIC:** 3499 **NAICS:** 332710  
**Business Description:** Sheet metal fabrication & machining job shop  
**Employs:** 55 **Estab:** 1974 **Website:**  
[www.rdmofmn.com](http://www.rdmofmn.com)  
**Sales:** \$10-\$25 million **Distr:** Int'l

**Company Name:** R & M Steel  
**Address:** 61154 190th Avenue  
**City:** Dodge Center **State:** MN **Zip:** 55927  
**Phone:** 507-374-2524 **Fax:** 507-374-2524  
**Owner:** Ronnie Papenfus  
**SIC:** 5051  
**Business Description:** Structural steel fabrication  
**Employs:** 1 **Estab:** 1995  
**Sales:** under \$500,000 **Distr:** Local

**Company Name:** Ready-Mix Concrete Co., LLC  
**Address:** 209 7th Street SW  
**City:** Dover **State:** MN **Zip:** 55929  
**Phone:** 507-932-4020 **Fax:** 507-289-9006  
**GM:** Scott Ferguson  
**SIC:** 3273 **NAICS:** 327320  
**Business Description:** Ready-mix concrete  
**Employs:** 6 **Estab:** 1958  
**Sales:** \$1-2.5 million **Distr:** Local  
Limited Liability Company

**Company Name:** Ready-Mix Concrete Co.  
**Address:** 4010 19th Street NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-289-4022 **Fax:** 507-289-9006  
**Plant Manager:** Ken Edelbach  
**SIC:** 3273 **NAICS:** 327320  
**Business Description:** Ready-mix concrete  
**Employs:** 30 **Est:** 1946 **Distr.:** Local

**Company Name:** Ready Mix Concrete of Stewartville  
**Address:** 1000 North Main Street  
**City:** Stewartville **State:** MN **Zip:** 55976  
**Phone:** 507-533-8809 **Fax:** 507-289-9006  
**President:** Brandon McNeill  
**SIC:** 3273 **NAICS:** 327320  
**Business Description:** Ready-mix concrete  
**Employs:** 6 **Estab:** 1990  
**Sales:** \$1-\$2.5 million **Distr:** Local

**Company Name:** R Four Meats  
**Address:** 24 2nd Street SW  
**City:** Chatfield **State:** MN **Zip:** 55923  
**Phone:** 507-867-4180 **Fax:** 507-867-9219  
**Ptnrs:** Maraget Reiner, Jeffrey & Connie Remme  
**SIC:** 2011 **NAICS:** 311611  
**Business Description:** Sausage & meat processing & packaging, retail counter, venison packaging  
**Employs:** 5 **Estab:** 1963  
**Sales:** under \$500,000 **Distr:** Regional

**Company Name:** Reichel Foods, LLC  
**Address:** 3706 Enterprise Dr. SW  
**City:** Rochester **State:** MN **Zip:** 55902  
**Phone:** 507-289-7264 **Fax:** 507-289-6552  
**Pres:** Craig Reichel  
**Web:** [www.reichelfoods.com](http://www.reichelfoods.com)  
**SIC:** 2011, 2022 **NAICS:** 311611  
**Business Description:** Refrigerated lunch & snack kits  
**Employs:** 100 **Est:** 1997 **Distr.:** National

**Company Name:** Reloading Specialties, Inc.  
**Address:** 52901 265th Avenue  
**City:** Pine Island **State:** MN **Zip:** 55963  
**Phone:** 507-356-8500 **Fax:** 507-356-8800  
**Pres:** John Samuelson  
**SIC:** 3482 **NAICS:** 332992  
**Business Description:** Ammunition reloading supplies  
**Employs:** 15 **Est:** 1987  
**Sales:** under \$500,000 **Distr.:** Int'l  
Privately Owned Corporation

**Company Name:** River Ridge Custom Canoes, LLC  
**Address:** 5865 River Ridge Court NE  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-288-2750 **Fax:** 507-280-0029  
**Office Mgr:** Bill Plantan, Jr.  
**Business Description:** Canoes  
**Employs:** 2 **Est:** 1995 **SIC:** 3732  
**Sales:** under \$500,000 **Distr.:** National  
**Website:** www.riverridgecustomcanoes.com

**Company Name:** Rochester Brick  
**Address:** 3705 Enterprise Drive SW  
**City:** Rochester **State:** MN **Zip:** 55902  
**Phone:** 507-252-1129 **Fax:** 507-252-1131  
**Manager:** Gene Schmidt  
**SIC:** 5032 **Employs:** 50 **Est:** 1991  
**Business Description:** Distributor of bricks, stones, mortars  
**Distrib.:** Regional  
www.rochesterbrick.com

**Company Name:** Rochester Buyer's Guide  
**Address:** 515 Rocky Creek Dr. NE  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-288-5201 **Fax:** 507-288-9560  
**Owner:** Dan Stumpf  
**SIC:** 2741 **NAICS:** 323122  
**Employs:** 8 **Est:** 1982  
**Business Description:** guidebook & publishing  
**Sales:** under \$500,000 **Distr.:** Local  
Privately owned corporation

**Company Name:** Rochester Cheese, LLC.  
**Address:** 4219 Hwy 14 West  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-288-6678 **Fax:** 507-288-6175  
**Cont:** Sherry Hinkle  
**SIC:** 2022 **NAICS:** 311513  
**Employs:** 10 **Est:** 1975  
**Sales:** \$100 million **Distr.:** National  
www.rochestercheese.com

**Company Name:** Rochester Concrete Products, LLC  
**Address:** 7200 Hwy 63 North  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-288-8850 **Fax:** 507-288-3810  
**President:** Chris Price  
**SIC:** 3272 **Employs:** 30 **Est:** 1990  
**Sales:** \$1-5 million **Distr.:** National  
www.glsindustries.net

**Company Name:** Rochester Lapidary Jewelers  
**Address:** 3745 N. Broadway  
**City:** Rochester **State:** MN **Zip:** 55903  
**Phone:** 507-282-0447 **Fax:** 507-282-1116  
**Owner:** Donald Kirckof  
**SIC:** 3911; 3915 **NAICS:** 339911  
**Business Description:** Precious metal jewelry  
**Employs:** 10 **Est:** 1954  
**Sales:** \$2.5-5 million **Distr.:** Local  
**Website:** www.rochesterlapidaryjewelers.com

**Company Name:** Rochester Meat Company  
**Address:** 1825 7th Street NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-529-4700 **Fax:** 507-289-1864  
**GM:** Dave Lee  
**SIC:** 2013 **Distr.:** National  
**Business Description:** meat processing  
**Employs:** 250 **Sales:** \$50-70 million  
www.rochestermeat.com

**Company Name:** Rochester Medical Corporation  
**Address:** 1 Rochester Medical Dr.  
**City:** Stewartville **State:** MN **Zip:** 55976  
**Phone:** 507-533-9600 **Fax:** 507-533-9725  
**Pres:** Anthony Conway [www.rocm.com](http://www.rocm.com)  
**SIC:** 3841 **NAICS:** 339112  
**Business Description:** Urological catheters  
**Employs:** 230 **Estab:** 1988  
**Sales:** \$11-15 million **Distr:** Int'l  
Publicly owned corporation

**Company Name:** Rochester Precision Machine, Inc.  
**Address:** 1016 Chester Avenue SE  
**City:** Rochester **State:** MN **Zip:** 55903  
**Phone:** 507-289-7381 **Fax:** 507-289-7490  
**GM:** Steve Havlik  
**SIC:** 3599 **NAICS:** 332710  
**Business Description:** General machining job shops  
**Employs:** 20 **Est:** 1997  
**Sales:** \$2.5 million **Distr.:** Regional  
**Web:** www.rochcnc.com

**Company Name:** Rochester Sand & Gravel  
**Address:** 4105 East River Road NE  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-288-7447 **Fax:** 507-252-3477  
**HR Manager:** Beth Peterson  
**SIC:** 2951 **NAICS:** 324121  
**Business Description:** Asphalt paving compounds  
**Employs:** 100 **Est:** 1947  
**Sales:** \$10 million **Distr.:** Regional  
privately owned corporation

**Company Name:** Rochester Sign Service  
**Address:** 3205 East River Road NE  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-287-6500 **Fax:** 507-287-8668  
**President:** Gary Simonson  
**SIC:** 3993 **NAICS:** 339950 **Estab:** 1987  
**Business Description:** Vinyl interior & exterior signs  
**Employs:** 7 **Sales:** Over \$1 million **Distr:** Local  
Privately owned corporation

**Company Name:** Rochester Tool & Cutter Grinder, Inc.  
**Address:** 23803 650th Street  
**City:** Kasson **State:** MN **Zip:** 55944  
**Phone:** 507-634-7184 **Fax:** 507-634-7117  
**General Mgr:** Jack Phelps  
**SIC:** 3599 **NAICS:** 333515 **Estab:** 1961  
**Business Description:** Tool sharpening & fabrication  
**Employs:** 6 **Sales:** under \$500,000 **Distr:** Regional  
Privately owned corporation

**Company Name:** Rochester Tool & Die, Inc.  
**Address:** 2024 15th Street NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-285-3355 **Fax:** 285-3354  
**Pres:** Verdon Seegmiller **SIC:** 3544 **NAICS:** 333514  
00  
**Business Description:** Tool & die job shop  
**Employs:** 6 **Sales:** under \$500,000 **Distr:** Regional

**Company Name:** Rochester Visitor Publishing & Printing  
**Address:** 101 16th St. NE  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-288-0451 **Fax:** 507-288-3065  
**Owner:** Doug Solinger **SIC:** 2721 **NAICS:** 323119  
**Business Description:** Magazine Publishing & Printing  
**Employs:** 3 **Sales:** under \$500,000 **Distr:** Local

**Company Name:** Rochester Welding, Inc.  
**Address:** 4505 Hwy 63 North  
**City:** Rochester **State:** MN **Zip:** 55906  
**Phone:** 507-289-4189 **Fax:** 507-292-8756  
**Owner:** John Adams **SIC:** 3599 **NAICS:** 332710  
**Business Description:** Metal Fab. & Welding Job Shop  
**Employs:** 6 **Sales:** under \$500,000 **Distr:** National  
Privately owned corporation

**Company Name:** Rock-Tenn  
**Address:** 4165 Highway 14 West  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-288-2305 **Fax:** 507-288-9281  
**Plant Mgr:** Wes Wilcox **SIC:** 2653 **NAICS:** 322211  
**Business Description:** Corrugated boxes and pallets  
**Employs:** 30 **Estab:** 1972 **Sales:** \$10 million  
Privately owned corporation **Distrib:** Regional

**Company Name:** Rusty Plane Woodworks  
**Address:** 1446 Bell Oaks Lane  
**City:** Rochester **State:** MN **Zip:** 55902  
**Phone:** 507-282-2385 **Fax:** 507-282-4610  
**Pres:** David Klocke **SIC:** 2511 **NAICS:** 337122  
**Business Description:** Wooden Residential Furniture  
**Employs:** 1 **Sales:** under \$500,000 **Distr:** Regional  
**Estab:** 1996  
[www.rustyplanewoodworks.com](http://www.rustyplanewoodworks.com)

**Company Name:** St. Charles Press  
**Address:** 924 Whitewater Avenue  
**City:** St. Charles **State:** MN **Zip:** 55972  
**Phone:** 507-932-3663 **Fax:** 507-932-5537  
**Pres:** Blair Floy  
**SIC:** 2711, 2791 **NAICS:** 323122  
**Business Description:** newspaper publishing  
**Employs:** 3 **Sales:** under \$500,000  
**Distr:** Local Private owned corporation

**Company Name:** Schad-Tracy Signs, Inc.  
**Address:** 325 Minnesota Ave., P.O. Box 357  
**City:** Oronoco **State:** MN **Zip:** 55960  
**Phone:** 507-367-2631 **Fax:** 507-367-2633  
**Pres:** Brad Tracy **SIC:** 3993  
**Business Description:** Interior and exterior signs  
**Employs:** 25 **Estab:** 1978 **Sales:** \$3-4 million  
**Distr:** National privately owned sub-S corporation  
[www.schadtracy.com](http://www.schadtracy.com)

**Company Name:** Scharf Auto Supply  
**Address:** 620 1st Avenue SW  
**City:** Rochester **State:** MN **Zip:** 55902  
**Phone:** 507-289-3396 **Fax:** 507-289-6553  
**Pres:** Rick Mattson **SIC:** 5013, 5198  
**Business Description:** Wholesaler of automotive parts  
**Employs:** 20 **Estab:** 1934 **Sales:** \$1-2.5 million  
**Distr:** Regional

**Company Name:** Schmidt, Inc.  
Div. of Taylor Corporation - Mankato, MN  
**Address:** 1101 Frontage Road NW  
**City:** Byron **State:** MN **Zip:** 55920  
**Phone:** 507-775-6400 **Fax:** 507-775-6655  
**Pres:** Joe Ferguson **SIC:** 2759 **NAICS:** 323100  
**Business Description:** Direct response printing, mailing,  
& eBusiness Solutions  
**Employs:** 350 **Estab:** 1974 **Sales:** \$40 million  
**Distr:** Int'l

**Company Name:** Schmitt Music Co.  
**Address:** 1765 Hwy 52 North  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-288-1960 **Fax:** 507-288-5785  
**GM:** Kevin McGarry  
**SIC:** 5099 **Business Description:** Guitars  
**Employs:** 8 **Estab:** 1896  
**Sales:** \$1 million **Distr:** Regional  
Privately owned corporation www.paschmittmusic.com

**Company Name:** Schott Distributing Co., Inc.  
**Address:** 6735 Highway 14 East  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-289-3555 **Fax:** 507-289-8479  
**Pres:** Tom Schott  
**SIC:** 5181 **Business Description:** Beer Distributor  
**Employs:** 75 **Estab:** 1955 **Distr:** Local  
**Website:** www.winonaradio.com  
Privately owned corporation

**Company Name:** Schwickert's Tecta America Corp.  
**Address:** 204 Schumann Drive NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-281-0611 **Fax:** 507-281-4209  
**Branch Mgr:** Kerk Johnson  
**SIC:** 3499  
**Business Description:** Commercial & residential roofing  
**Employs:** 25 **Distr:** Local  
**Estab:** 1906 www.schwickerts.com

**Company Name:** Seneca Foods Corp.  
**Address:** 1217 3rd Ave. SE  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-280-4500 **Fax:** 507-280-4542  
**Plant Manager:** Dave Elstrand  
**SIC:** 2038 **NAICS:** 311411  
**Business Description:** Canned & Frozen vegetables  
**Estab:** 1948 **Employs:** 635 **Sales:** \$50-100 million  
**Distr:** Int'l **Publicly owned corporation**  
**Website:** www.senecafoods.com

**Company Name:** Shoot & Save Sports  
**Address:** 106 16th Street SW  
**City:** Rochester **State:** MN **Zip:** 55902  
**Phone:** 507-285-9593 **Fax:** 507-285-0632  
**Owner & GM:** Bob Frerker  
**SIC:** 2396, 2395 **NAICS:** 33950  
**Business Description:** Screen printing & embroidery  
**Employs:** 8 **Estab:** 1983  
**Sales:** under \$500,000 **Distr:** Local  
Sole Ownership

**Company Name:** Sign Here, Inc.  
**Address:** 3717 Commercial Drive SW  
**City:** Rochester **State:** MN **Zip:** 55902  
**Phone:** 507-281-0122 **Fax:** 507-286-9034  
**President:** Jodi Babcock  
**SIC:** 3993 **NAICS:** 322222  
**Business Description:** Signs, banners, decals, logo design, vehicle graphics, screenprinting  
**Employs:** 4 **Estab:** 1983  
**Sales:** under \$500,000 **Distr:** Local  
**Website:** www.signhererochester.com  
Privately owned corporation

**Company Name:** Smurfit-Stone Container Corp.  
**Address:** 4165 Hwy 14 West  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-288-2305 **Fax:** 507-288-9281  
**GM:** John Frautschi  
**SIC:** 2653; 2448 **NAICS:** 322211  
**Business Description:** Corrugated boxes & pallets  
**Employs:** 30 **Estab:** 1972  
**Sales:** \$10 million **Distr:** Regional  
Publicly Owned Corporation

**Company Name:** Springboard Development Co.  
**Address:** 3269 19th Street NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 888-603-0308  
**Pres:** Thomas Christopherson **SIC:** 2752  
**Business Description:** Digital offset printing of promotional buttons  
**Employs:** 55 **Distr:** National **Estab:** 2003  
Privately owned corporation **Sales:** \$5-\$10 million  
**Website:** www.affordablebuttons.com

**Company Name:** Southern Minnesota Machinery Sales  
**Address:** 210 South Street  
**City:** Dodge Center **State:** MN **Zip:** 55927  
**Phone:** 507-374-6346 **Fax:** 507-374-6824  
**Pres:** J. J. Francis **SIC:** 3599, 3444 **NAICS:** 333111  
**Business Description:** Sheet metal fabrication and rebuilt industrial equipment  
**Employs:** 12 **Distr:** National **Estab:** 1972  
Privately owned corporation **Sales:** \$3-\$5 million  
**Website:** ww.sominn.com

**Company Name:** Stamps By Judith, Inc.  
**Address:** 11 County Road 11 NW  
**City:** Pine Island **State:** MN **Zip:** 55963  
**Phone:** 507-356-8828 **Fax:** 507-356-2265  
**President:** Larry Kleinschmidt  
**SIC:** 3953 **NAICS:** 339943  
**Business Description:** Rubber Stamps **Estab:** 1991  
**Employs:** 20 **Sales:** \$1-2.5 million **Distr:** National  
www.stampsbyjudith.com Privately owned corporation

**Company Name:** Strongwell, Chatfield Division  
**Address:** 1610 Hwy 52 South  
**City:** Chatfield **State:** MN **Zip:** 55923  
**Phone:** 507-867-3479 **Fax:** 507-867-4031  
**Plant Mgr:** Mike Jaszewski  
**SIC:** 3089 **ISO Rating:** 9001: 2000  
**Business Description:** Pultruded fiberglass products;  
Brand name-Duradek; Duragrid; Duragrate  
**Employs:** 200 **Estab:** 1972  
**Sales:** \$10-25 million **Distr:** National  
Privately owned corporation [www.strongwell.com](http://www.strongwell.com)

**Company Name:** Stussy Construction, Inc.  
**Address:** 61906 240th Avenue  
**City:** Mantorville **State:** MN **Zip:** 55955  
**Phone:** 507-635-2421 **Fax:** 507-635-2421  
**Pres:** James Paulson  
**SIC:** 3281 **NAICS:** 337991 **Distrib:** Local  
**Business Description:** Crushed rock & gravel  
**Employs:** 7 **Sales:** under \$500,000  
Privately owned corporation

**Company Name:** Sun Control Products, Inc.  
**Address:** 1908 2nd Street SW  
**City:** Rochester **State:** MN **Zip:** 55902  
**Phone:** 507-282-2620 **Fax:** 507-282-2377  
**Pres:** Kim Klampe  
**Employs:** 3 **SIC:** 2591 **NAICS:** 337920  
**Business Description:** Window Shades  
**Sales:** \$500,000 - \$1 million **Estab:** 1949

**Company Name:** Superior Screeners, Inc.  
**Address:** 25 9 1/2 Street SE  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-282-4124 **Fax:** 507-282-9625  
**Pres:** Paul Bandrup  
**SIC:** 2396 **NAICS:** 323113  
**Business Description:** Screenprinting & embroidery  
**Employs:** 10 **Estab:** 1983  
**Sales:** \$1 million **Distrib:** National  
Privately owned corporation

**Company Name:** Tea's Design, Inc.  
**Address:** 1177 Chester Avenue SE  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-289-0494 **Fax:** 507-289-7711  
**Pres:** Tom Ashton  
**SIC:** 3714, 3251  
**Business Description:** Aftermarket automobile seats  
**Employs:** 2 **Estab:** 1983  
**Sales:** Under \$500,000 **Distr:** National

**Company Name:** TEC Industrial, Inc.  
**Address:** 1711 3rd Ave. SE  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-288-9133 **Fax:** 507-287-1004  
**Pres:** Robert Perry  
**SIC:** 3535; 3562 **NAICS:** 333922  
**Business Description:** screw conveyor parts  
**Employs:** 20 **Estab:** 1967  
**Sales:** \$1-5 million **Distr:** Local  
Publicly owned corporation [www.tecindustrialinc.com](http://www.tecindustrialinc.com)

**Company Name:** Theis Printing & Office Supplies  
**Address:** 59 West 5th Street  
**City:** Zumbrota **State:** MN **Zip:** 55992  
**Phone:** 507-732-7547 **Fax:** 507-452-3886  
**Office Mgr:** Cathy Theis **SIC:** 2759 **NAICS:** 323100  
**Business Description:** commercial printing  
**Employs:** 4 **Estab:** 1974  
**Sales:** under \$500,000 **Distr:** Regional  
Privately owned corporation

**Company Name:** Thomas Tool & Supply, Inc.  
**Address:** 945 37th Avenue NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-281-3786 **Fax:** 507-281-3879  
**GM:** Ryan Wegner **SIC:** 5072  
**Business Description:** distributor of hand & power tools  
**Employs:** 4 **Estab:** 1985  
**Sales:** under \$500,000 **Distrib:** Local  
[www.thomas-tool.com](http://www.thomas-tool.com)

**Company Name:** TK Industries, Inc.  
**Address:** 4625 West River Road NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-281-5744 **Fax:** 651-304-2860  
**President:** Larry Stevens **SIC:** 3086 **NAICS:** 326160  
**Business Description:** Beverage holders and multi purpose  
ice wraps  
**Employs:** 3 **Estab.:** 1990  
**Sales:** under \$500,000 **Distr:** National  
[www.penguinline.com](http://www.penguinline.com)

**Company Name:** Timm's Auto, Inc.  
**Address:** 936 West 12th Street  
**City:** St. Charles **State:** MN **Zip:** 55972  
**Phone:** 507-932-4464 **Fax:** 507-932-0217  
**President:** Timm Pasche **SIC:** 5015  
**Business Description:** Wholesaler of used automotive parts  
**Employs:** 20 **Estab.:** 1985  
**Sales:** under \$500,000 **Distr:** National  
[www.penguinline.com](http://www.penguinline.com)

**Company Name:** Tonna Mechanical, Inc.  
**Address:** 2411 7th Street NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-280-1908 **Estab:** 1976  
**President:** Steve Murphy **SIC:** 3444  
**Business Description:** Sheet metal fabrication  
**Employs:** 50 **Sales:** \$5-7 million **Distr:** Local

**Company Name:** Traditional Wood Builders, Inc.  
**Address:** 508 9th Avenue  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-288-3175 **Fax:** 507-288-0186  
**Pres:** Jamie Swenson  
**SIC:** 2434 **NAICS:** 337110  
**Business Description:** Kitchen cabinets & plastic laminate countertops  
**Employs:** 7 **Estab:** 1982 **Sales:** \$500,000 - \$1 million  
**Distr:** Regional Privately owned corporation

**Company Name:** Tri-Star Manufacturing, Inc.  
**Address:** 201 8th Avenue SE  
**City:** Kasson **State:** MN **Zip:** 55944  
**Phone:** 507-634-7835 **Fax:** 507-634-4485  
**Pres:** Patrick Cummings  
**SIC:** 3599 **NAICS:** 332710  
**Business Description:** Precision CNC machining job shop  
**Employs:** 15 **Estab:** 1993  
**Sales:** \$2-5 million **Distr:** National  
Privately owned sub-S corp.  
**Website:** [www.tri-starmfginc.com](http://www.tri-starmfginc.com)

**Company Name:** Tuohy Furniture Corp.  
**Address:** 42 Street Albans Place  
**City:** Chatfield **State:** MN **Zip:** 55923  
**Phone:** 507-867-4280 **Fax:** 507-867-4303  
**President:** Dan Tuohy  
**SIC:** 2521; 2522 **NAICS:** 337211  
**Business Description:** Office Furniture  
**Employs:** 150 **Estab:** 1952  
**Sales:** \$25 million **Distr:** Nat'l Privately owned corp.  
**Website:** [www.tuohyfurniture.com](http://www.tuohyfurniture.com)

**Company Name:** Twin Valley Ag Service Assn.  
**Address:** 23142 Highway 74  
**City:** St. Charles **State:** MN **Zip:** 55972  
**Phone:** 507-932-4830 **Fax:** 507-932-4845  
**Pres:** Jason Frineck **SIC:** 5191 **NAICS:** 311119  
**Business Description:** Animal feed; Brand name Land O' Lakes; Golden Sun wholesaler  
**Employs:** 15 **Estab:** 1972 **Sales:** \$1-\$5 million  
**Distr:** Local Privately owned corporation

**Company Name:** Ultimate Wood Design, Inc.  
**Address:** 2130 South Broadway  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-281-4843 **Fax:** 507-282-4005  
**Pres:** Karim Esmailzadeh **SIC:** 2499 **NAICS:** 321999  
**Business Description:** Wood Products  
**Employs:** 10 **Estab:** 1997  
**Sales:** \$500,000-\$1 million **Distr:** National  
**Website:** [www.ultimatewood.com](http://www.ultimatewood.com)

**Company Name:** Viking Electric Supply, Inc.  
**Address:** 1440 Industrial Drive NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-281-2232 **Fax:** 507-280-7700  
**GM:** Jay Otterson **SIC:** 5063  
**Business Description:** Distributor of Electrical Supplies  
**Employs:** 25 **Distrb:** Local **Estab:** 1995  
[www.vikingelectric.com](http://www.vikingelectric.com) Privately owned corporation

**Company Name:** Vision Solutions, Inc.  
**Address:** 3535 40th Avenue NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-252-3440 **Fax:** 507-529-2160  
**GM:** Craig Johnson **SIC:** 7372  
**Business Description:** Infrastructure Software Develop.  
**Employs:** 50 **Distrb:** Int'l **Estab:** 1995  
**Website:** [www.visionsolutions.com](http://www.visionsolutions.com)  
**Sales:** \$11-\$25 million  
Privately owned corporation

**Company Name:** Walcro, Inc.  
**Address:** 1728 3rd Avenue SE, Suite 100  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-281-1777 **Fax:** 507-281-0901  
**Br. Mgr.** Scott Dordy **SIC:** 5023; 5033  
**Business Description:** Distributor of floor coverings  
**Employs:** 4 **Estab:** 2003 **Distrib:** National  
[www.walcro.com](http://www.walcro.com) Privately owned corporation

**Company Name:** Weber & Judd Co.  
**Address:** 1350 6th Street NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-289-6368 **Fax:** 507-536-4429  
**President:** Dennis McDonough  
**SIC:** 3841 **Distrib.:** National  
**Business Description:** Medical Equipment including catheters  
**Employs:** 70 **Sales:** \$10-\$25 million  
**Website:** www.wjbarlowweberj.com

**Company Name:** Wieser Precast Steps, Inc.  
**Address:** 946 Hwy 63 SE  
**City:** Stewartville **State:** MN **Zip:** 55976  
**Phone:** 507-533-9304 **Fax:** 507-533-6571  
**GM:** Greg Verthein  
**SIC:** 3272 **NAICS:** 327390  
**Business Description:** Concrete burial vaults, septic tanks and steps; Brand name-Doric Vaults  
**Employs:** 10 **Estab:** 1980  
**Sales:** \$1 million - \$2.5 million **Distr:** Regional

**Company Name:** Wonderful Woods  
**Address:** 485 East 3rd Street  
**City:** Zumbrota **State:** MN **Zip:** 55992  
**Phone:** 507-732-5340  
**Owner:** James Lindhart  
**SIC:** 2431 **NAICS:** 337110  
**Business Description:** Wooden kitchen cabinets  
**Employs:** 1  
**Sales:** under \$500,000 **Distr:** Local

**Company Name:** Woods Metal Mfg., Inc  
**Address:** Hwy 63 North  
**City:** Stewartville **State:** MN **Zip:** 55976  
**Phone:** 507-533-4206 **Fax:** 507-533-4207  
**Pres:** Thomas L. Woods, Jr.  
**SIC:** 3444, 3714 **NAICS:** 336399  
**Business Description:** Aluminum truck accessories  
**Employs:** 4 **Estab:** 1976  
**Sales:** \$1 million **Distr:** National

**Company Name:** Woodruff Co.  
**Address:** 1524 3rd Avenue SE  
**City:** Rochester **State:** MN **Zip:** 55904  
**Phone:** 507-285-2500 **Fax:** 507-285-9819  
**Pres:** Jim Woodruff **SIC:** 5075, 5074  
**Business Description:** Wholesaler of HVAC equipment  
**Employs:** 35 **Estab:** 1947 **Distr:** Regional

**Company Name:** Wrought Iron Handicrafts, Inc.  
**Address:** 3950 10th Avenue NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-289-0836 **Fax:** 507-289-5800  
**Pres:** Scott Thamert **SIC:** 5051, 5084  
**Business Description:** Distributor of metals, metal bending tools & stampings  
**Employs:** 1 **Estab:** 1973 **Sales:** Under \$500,000

**Company Name:** Ye Olde Butcher Shoppe  
**Address:** 902 7th St. NW  
**City:** Rochester **State:** MN **Zip:** 55901  
**Phone:** 507-282-5908 **Fax:** 507-282-8121  
**Owner:** Terry Timm  
**SIC:** 2011 **NAICS:** 311611  
**Business Description:** Meat processing & packaging  
**Employs:** 20 **Estab:** 1974  
**Sales:** \$2.6-5 million **Distr:** Local  
**Website:** www.yeoldebutchershoppe.com  
Privately owned corporation

**Company Name:** Zumbrota Bearing & Gear, Inc.  
**Address:** 622 West First Street  
**City:** Zumbrota **State:** MN **Zip:** 55992  
**Phone:** 507-732-7994 **Fax:** 507-732-5432  
**Owner:** Mark Mangan  
**SIC:** 3714  
**Business Description:** Transfer cases, manual & rebuilt automotive transmissions  
**Employs:** 24 **Estab:** 1989 **Website:** www.zbag.com  
**Sales:** \$6 million **Distr:** National  
Privately owned corporation

# Standard Industrial Classification (SIC) Code Section

## *Manufacturing SIC Codes*

| <u>Group</u> | <u>Description</u>   |
|--------------|--|
| 20           | Food and Kindred Products  |
| 22           | Textile Mill Products  |
| 23           | Apparel/Finished Products from Fabrics   |
| 24           | Lumber Wood Products   |
| 25           | Furniture and Fixtures   |
| 26           | Paper and Allied Products  |
| 27           | Printing, Publishing, and Allied Products  |
| 28           | Chemicals and Allied Products  |
| 29           | Petroleum Refining   |
| 30           | Rubber and Misc. Plastic Products  |
| 31           | Leather and Leather Products   |
| 32           | Stone, Clay, Glass, and Concrete Products  |
| 34           | Fabricated Metal Products  |
| 35           | Industrial/Commercial Machinery  |
| 36           | Electronic and Electronic Equipment/Computers  |
| 37           | Transportation Equipment   |
| 38           | Measuring, Analyzing and Controlling Instruments,<br>Photographic, Medical and Optical Goods |
| 39           | Miscellaneous Manufacturing Industries   |

# North American Industry Classification System

## *Manufacturing NAICS Codes*

| <u>Subsector</u> |  |
|------------------|--|
| 311              | Food Manufacturing   |
| 312              | Beverage and Tobacco Product Manufacturing                   |
| 313              | Textile Mills  |
| 314              | Textile Product Mills  |
| 315              | Apparel Manufacturing  |
| 316              | Leather and Allied Product Manufacturing                     |
| 321              | Wood Product Manufacturing                                   |
| 322              | Paper Manufacturing  |
| 323              | Printing and Related Support Activities                      |
| 324              | Petroleum and Coal Products Manufacturing                    |
| 325              | Chemical Manufacturing                                       |
| 326              | Plastics and Rubber Products Manufacturing                   |
| 327              | Nonmetallic Mineral Product Manufacturing                    |
| 331              | Primary Metal Manufacturing                                  |
| 332              | Fabricated Metal Product Manufacturing                       |
| 333              | Machinery Manufacturing                                      |
| 334              | Computer Electronic Product Manufacturing                    |
| 335              | Electrical Equipment, Appliance, and Component Manufacturing |
| 336              | Transportation Equipment Manufacturing                       |
| 337              | Furniture and Related Product Manufacturing                  |
| 339              | Miscellaneous Manufacturing                                  |

| <b><u>Company Description and NAICS, SIC Code</u></b>  | <b><u>Company Name</u></b>                          | <b><u>Contact</u></b> | <b><u>Phone</u></b> |
|--|---|-----------------------|---------------------|
| Wholesaler of building materials<br>(SIC: 5031, 5033)  | ABC Supply Co., Inc.                                | Tony Tompkins         | (507) 367-2211      |
| Vinyl lettering, advertising, signs<br>(SIC: 3993, NAICS: 339950)                                      | Abel Signs, Inc.                                    | Chris Abel            | (507) 634-4060      |
| Medical kits, signs, decals,<br>banner & flag assemblies<br>(SIC: 2399, NAICS: 334419)                 | Ability Building Center                             | Steve Hill            | (507) 281-6262      |
| Industrial Prototypes<br>(SIC:3543; NAICS: 332997)   | ACER, Inc.  | Steve Aylsworth       | (507) 288-9506      |
| General Machining<br>(SIC: 3544; NAICS: 314999)  | Active Tool & Die, Inc.                             | Brent Ihrke           | (507) 932-3363      |
| Embroidery<br>(SIC: 2395, NAICS: 333514)   | Adler's Sporting Goods                              | Rod Toomey            | (507) 288-9506      |
| Fiberglass aircraft components<br>(SIC: 3728)  | Aero Strategies Unlimited                           | Edward Reicher        | (507) 635-5976      |
| Solid surface countertops<br>(SIC: 2542 NAICS: 327991)   | AFM Surfaces, Inc.                                  | Tim Buechler          | (507) 285-5453      |
| Livestock Feed<br>(SIC: 2048)  | Ag Specialists                                      | Jeff Taylor           | (507) 932-4800      |
| Wholesaler of Hardwood Flooring<br>(SIC: 5023, 5031)   | A to Z Wood Flooring                                | Curt Zwiefel          | (507) 280-8898      |
| Feed grain & fertilizer blending<br>(SIC: 5169, 5085)  | Airgas North Central, Inc.                          | Rick Jackson          | (507) 374-6992      |
| Agricultural fertilizer and<br>livestock feed<br>(SIC: 5291)   | All-American Co-op<br>Stewartville                  | Glenn Lutteke         | (507) 533-4222      |
| Distributor of durable medical<br>equipment (SIC: 5047)  | American Homepatient, Inc.                          | Jeff Trottman         | (507) 281-4884      |
| Cemetery memorials, public<br>monuments, granite signs<br>and stone products (SIC:3281; NAICS: 327991) | Anderson's Memorials, Inc.                          | Jeff Anderson         | (507) 282-7502      |
| Distributor of wheelchairs<br>(SIC: 5047)  | Anderson's Wheelchair &<br>Therapeutic Supply, Inc. | Jay Anderson          | (507) 288-0113      |
| Engraving<br>(SIC: 3479)   | Artistic Engraving                                  | Twanna Buske          | (507) 288-0113      |

| <b><u>Company Description and NAICS, SIC Code</u></b>                             | <b><u>Company Name</u></b>        | <b><u>Contact</u></b> | <b><u>Phone</u></b> |
|---|-----------------------------------|-----------------------|---------------------|
| Block cheese, ice cream mix and whey powder (SIC: 2022, NAICS: 311511)            | Associated Milk Producers         | Jim Kleva             | (507) 282-7401      |
| Automotive repair manual publishing (SIC: 2731 NAICS: 323122)                     | Autodata Publications             | Rich Gunderson        | (507) 285-4803      |
| General machining shop (SIC: 3599, NAICS: 336399)                                 | Auto Value, Inc.                  | Gary Zimmerman        | (507) 289-3941      |
| Thin film optical coatings (SIC: 3479, NAICS: 332812)                             | Azotic Coating Technology, Inc.   | Ronald Kearnes        | (507) 280-6763      |
| Screenprinting (SIC: 2396, NAICS: 323113)   | Barry Screen Print Co.            | Denny Barry           | (507) 288-4687      |
| Precision electromechanical & electronic assemblies (SIC:3699; NAICS: 334412)     | Benchmark Electronics             | Calvin Clemmons       | (507) 288-6720      |
| Jewelry (SIC: 3915, 3911, NAICS: 339911)  | Bernie's Lapidary Supply          | Bernie Kirckof        | (507) 282-3233      |
| Embroidery (SIC: 2395, 2396, NAICS: 323113)                                       | Blazing Needles                   | Kim Sallet            | (507) 536-7969      |
| General & CNC (SIC: 3594, NAICS: 332710)  | Bowman Tool & Machining           | William Bowman        | (507) 286-1400      |
| Commercial Printing (SIC: 2759; NAICS: 323100)                                    | B & P Printing                    | Bruce Sullivan        | (507) 365-8054      |
| Structural steel & architectural metal work (SIC:3441, 3449, 3446; NAICS: 332312) | Briese Iron Works, Inc.           | John Briese           | (507) 288-3499      |
| Sheet metal fabrication (SIC: 3444, NAICS: 332322)                                | Brogan Heating & Air Conditioning | Tom Brogan            | (507) 289-0124      |
| Beef & pork processing (SIC: 2011)  | Burt's Meat & Poultry, LLC        | Merlin Burt           | (507) 545-9904      |
| Wholesaler of office furniture (SIC: 5021, 5112, 5044)                            | Buycomputernow, Inc.              | Robert Herman         | (507) 281-6899      |
| Truck boxes, trailers & loader forks (SIC: 3715, NAICS: 336212)                   | CF Welding & Mfg., Inc.           | Craig Ferguson        | (507) 932-5683      |
| Newspaper publishing (SIC: 2711, NAICS: 323122)                                   | Chatfield News                    | David Phillips        | (507) 867-3870      |

| <b><u>Company Description and NAICS, SIC Code</u></b>                                     | <b><u>Company Name</u></b>      | <b><u>Contact</u></b> | <b><u>Phone</u></b> |
|---|---------------------------------|-----------------------|---------------------|
| Doll house & model railroad electrical wiring & lighting components (SIC: 3648)           | Cir-Kit Concepts, Inc.          | Craig Skare           | (507) 288-0860      |
| Fire protection equipment, trucks & industrial safety supplies (SIC: 3559, NAICS: 334290) | Clarey's Safety Equipment       | Jay Clarey            | (507) 289-6749      |
| Granite, marble, natural stone countertops, fireplaces, baths (SIC: 3281, NAICS: 327991)  | Clemente Marble & Granite       | Michael Welch         | (507) 289-0001      |
| Neurosurgical equipment (SIC: 3841; 3842, NAICS: 339113)                                  | Compass International, Inc.     | Jon Rousu             | (507) 281-2143      |
| Laser Engraving (SIC: 3599, 3479)   | Comptech-EDM                    | Carlton Johnson       | (507) 285-3191      |
| Precast concrete products (SIC: 3272)   | Concast, Inc.                   | Art Ojala             | (507) 732-4095      |
| Sheet metal enclosures, cabinets & vehicle cabs; (SIC: 3444, 2522 NAICS: 337214)          | Crenlo, Inc.                    | Lance Fleming         | (507) 289-3371      |
| Distributor of electrical supplies (SIC: 5063)  | Crescent Electric Supply        | Kevin Neisen          | (507) 289-0421      |
| Awnings, boat covers, tarps SIC: 2394, NAICS: 332710                                      | Custom Canvas Plus of Rochester | Dean Van Riper        | (507) 282-5525      |
| Spiral Stairs (SIC: 3446, NAICS: 332323)  | Custom Iron, Inc.               | Terry Driscoll        | (507) 732-7699      |
| Cheese & dried dairy prod. (SIC: 2022; NAICS: 311511)                                     | Dairy Farmers of America        | Lucy Schwartz         | (507) 732-5124      |
| Commercial Printing (SIC: 2759, 2789, NAICS: 323119)                                      | Davies Printing Co.             | Thomas Davis          | (507) 288-9297      |
| Bakery Products (SIC: 2051, 2099, NAICS: 311812)  | Daube's Bakery, Inc.            | Cynthia Daube         | (507) 289-3095      |
| Customs Cabinets (SIC: 2511, NAICS: 337110)   | DeCook Cabinets                 | Derek & David DeCook  | (507) 533-4301      |
| Vinyl graphics, signs & banners   | Design Concepts Co.             | Ronald Geist          | (507) 251-6238      |
| Concrete truck & mixers (SIC: 3531, 3412; NAICS: 332439)                                  | Dickie Equipment Co.            | David Dickie          | (507) 374-2596      |

| <b><u>Company Description and NAICS, SIC Code</u></b>                | <b><u>Company Name</u></b>     | <b><u>Contact</u></b> | <b><u>Phone</u></b> |
|--|--------------------------------|-----------------------|---------------------|
| Fishing Rods<br>(SIC: 3949; NAICS: 339920)                           | DLF Custom Fishing Rods        | Daniel Fryer          | (507) 289-7752      |
| Precision Machining<br>(SIC: 3599, NAICS: 332710)                    | Domaille Engineering           | Jim Frazer            | (507) 281-0275      |
| Leather Goods<br>(SIC: 3199, NAICS: 316999)                          | Donn's Leather Works           | Donn Federick         | (507) 867-4868      |
| Distributor of drywall<br>(SIC: 5031, 5039)                          | Drywall Supply, Inc.           | Joe Clough            | (507) 285-0963      |
| Metal finishing & fabrication<br>(SIC: 3499; NAICS: 332813)          | DS Manufacturing, Inc.         | James Preisler        | (507) 356-8322      |
| Sand, rock & limestone<br>(SIC:1442; NAICS:325314)                   | Elcor Construction, Inc.       | Steve Polson          | (507) 281-3333      |
| Gas meters<br>(SIC: 3824; NAICS: 334513)                             | Energy Economics, Inc.         | Dan Marquardt         | (507) 374-2557      |
| Recycling systems, balers<br>& conveyors (SIC: 3569; NAICS: 333999)  | Excel Manufacturing, Inc.      | Andrew Archer         | (507) 932-4680      |
| Trade journal computerized<br>typesetting (SIC: 2791, NAICS: 323122) | Exhibitor Media Group          | Lee Knight            | (507) 289-6556      |
| Structural steel & metal fab.<br>(SIC: 3441; NAICS: 332312)          | E Z Fabricating, Inc.          | Todd Klees            | (507) 867-1635      |
| Outdoor signs<br>(SIC: 3993)   | Fairway Outdoor Advertising    | Alexandra Spencel     | (507) 288-1866      |
| Feed Processing  | Farm Country Co-op             | Noel Frana            | (507) 356-8313      |
| Wholesaler of fasteners<br>(SIC: 5072, 2084)                         | Fastenal Co.                   | Kurt Reinhart         | (507) 288-3025      |
| Commercial Printing<br>(SIC: 2759)                                   | Fedex Office<br>& Print Center | Tony Peirskalla       | (507) 288-2233      |
| Distributor of Plumbing Supplies<br>(SIC: 5074)                      | Ferguson Enterprises, Inc.     | Jim Bahler            | (507) 292-9233      |
| Wholesaler of plumbing & HVAC<br>equipment & supplies (SIC: 5074)    | First Supply, Inc.             | Robert Bernanek       | (507) 287-0202      |
| Salad dressings & dips<br>(SIC: 2035)                                | Fish House Dressing            | Thomas Slightam       | (507) 533-7786      |
| Nylon Flags<br>(SIC: 3949,3089; NAICS: 339920)                       | Flagman Products               | Randy Bartz           | (507) 367-4782      |

| <b><u>Company Description and NAICS, SIC Code</u></b>   | <b><u>Company Name</u></b> | <b><u>Contact</u></b> | <b><u>Phone</u></b> |
|---|----------------------------|-----------------------|---------------------|
| Manual Wheelchairs  | Ford Co., LLC              | Jerry Ford            | (507) 932-8866      |
| Metal stampings, sheet metal fabrication, electrical enclosures and assembly & powder coat finishing (SIC: 3441, 3444, NAICS: 332116) | Gauthier Industries        | Michael Jensen        | (507) 289-0731      |
| Pultruded composites and fiberglass fencing (SIC: 3089, NAICS: 327993)  | Geotek, Inc.               | Dale Nordquist        | (507) 533-6076      |
| Trophy & Award Engraving  | Gillespie Sporting Goods   | Dennis Teske          | (507) 288-0772      |
| Muffins, breads & cakes (SIC: 2051)   | Gingerbread House          | John Fish             | (507) 288-2621      |
| Concrete farm silos & modular wall blocks (SIC:3272, NAICS: 238140)   | GLS Industries             | Chris Price           | (507) 288-8850      |
| Grain storage, drying & handling (SIC:3523; NAICS:333111)   | Grain Handlers U.S.A. Inc. | Eric Heim             | (507) 932-5492      |
| Distributor of electrical & telecom equipment & supplies (SIC: 5063, 5065)  | Graybar Electric Co.       | David Stien           | (507) 282-4444      |
| Wholesaler of hollow metal & wooden doors (SIC: 5031)   | Greene Doors & Hardware    | Phillip Greene        | (507) 374-2425      |
| Livestock Feed (SIC: 2048)  | Greenway Co-op             | Tim Clemons           | (507) 289-4086      |
| Newspaper publishing (SIC: 2791; NAICS: 323122)   | Grimsrud Publishing, Inc   | David Grimsrud        | (507) 732-7617      |
| Wooden office furniture (SIC: 2521, NAICS: 337211)  | Halcon Corporation         | Peter Conway          | (507) 533-4235      |
| Distribution of agricultural and farm equipment (SIC: 5083)   | Hammell Equipment, Inc.    | Bernard Hammell       | (507) 867-4910      |
| Wholesaler of spraying equip (SIC: 5084)  | Hiawatha Valley Farm Store | Philip Fox            | (507) 286-8650      |
| Sheet metal fabrication (SIC: 3444, NAICS: 332322)  | Himec                      | Greg Donley           | (507) 281-4000      |
| Main frame computers (SIC:3575, NAICS: 334113)  | IBM Corporation            | Walt Ling             | (507) 253-4011      |

| <b><u>Company Description and NAICS, SIC Code</u></b>              | <b><u>Company Name</u></b>    | <b><u>Contact</u></b> | <b><u>Phone</u></b> |
|--|-------------------------------|-----------------------|---------------------|
| Distribution of office equipment<br>(SIC: 5044)                    | Ikon Office Solutions, Inc.   | Steve Bergeson        | (507) 288-7284      |
| Textile screenprinting<br>(SIC: 2396, 3499, 2499)                  | Images On Metal, inc.         | Harlan Jacobson       | (507) 634-2202      |
| Instant printing<br>(SIC: 2752, NAICS: 323119)                     | Insty Prints of Rochester     | Rick Weiss            | (507) 282-6112      |
| Wooden palates & crates<br>(SIC: 2448; NAICS: 343100)              | Island Pallet & Crate, Inc.   | Jay Wobig             | (507) 356-4231      |
| Tool & Die Manufacturing<br>(SIC: 3544; NAICS:332710)              | Island Tool & Die             | Lee Swanson           | (507) 356-4450      |
| Commercial Printing<br>(SIC: 2759; NAICS: 323100)                  | JNS Printing                  | Jeff Ellingson        | (507) 932-6936      |
| Distribution of office equipment<br>(SIC: 5044, 5045)              | Johnson Company               | Jeff Iberson          | (507) 242-5133      |
| Commercial printing<br>(SIC: 2759, NAICS: 323100)                  | Johnson Printing Company      | Mark Johnson          | (507) 288-7788      |
| Wholesaler of Power<br>SIC: 5063)                                  | Kaman Industrial Technologies | Steve Hawkins         | (507) 289-1808      |
| Glass & Aluminum Frames<br>(SIC: 3442)                             | KAS Investments               | Kevin Swanson         | (507) 280-4314      |
| Commercial & residential<br>iron railings                          | Kasson Concrete Products      | Matt Henderman        | (507) 634-7001      |
| Ice cream products & milk<br>processing (SIC: 2026, NAICS: 311511) | Kemps                         | Mike Hinrichsen       | (507) 287-7301      |
| Dairy Food Ingredients<br>(SIC: 2099, NAICS: 424490)               | Kerry Inc.                    | George Mathey         | (507) 285-3400      |
| Wooden & laminate cabinets<br>(SIC:2541; NAICS:326130)             | Kingsbury Builders Supply     | John Kingsbury        | (507) 356-2200      |
| Wooden cabinets<br>(SIC: 2434, NAICS: 337110)                      | L & L Cabinets                | Larry Laures          | (507) 533-9966      |
| Dried dairy products<br>(SIC: 2002; NAICS: 311513)                 | Land O' Lakes                 | Chris Meyers          | (507) 356-8318      |
| Rebuilt Printer Ribbons/Cartridges<br>(SIC: 3955, NAICS: 339944)   | Laser Product Technologies    | Bob King & Mike Marty | (507) 287-0685      |
| Ready mix concrete<br>(SIC: 3273, NAICS: 327320)                   | Leitzen Concrete Products     | Gary Leitzen          | (507) 282-3875      |

| <b><u>Company Description and NAICS, SIC Code</u></b>                     | <b><u>Company Name</u></b>   | <b><u>Contact</u></b>  | <b><u>Phone</u></b> |
|---|------------------------------|------------------------|---------------------|
| Outdoor Signs<br>(SIC: 3993; NAICS: 339950)                               | Magic Media, Inc.            | Alexandra Spencel      | (507) 288-1866      |
| Commercial Printing<br>(SIC: 2759 NAICS: 323100)                          | Making Waves Printing, Inc.  | David Evans            | (507) 288-5200      |
| General machine job shop<br>(SIC: 3599)                                   | Manahan Machine Shop         | Nick Manahan           | (507) 282-5766      |
| Steel fabrication<br>(SIC:3312)   | McNeilus Steel, Inc.         | Pat McNeilus           | (507) 374-6336      |
| Mobile concrete mixers<br>(SIC: 3531, 3713; NAICS: 336211)                | McNeilus Truck & Manuf.      | Mike Wuest             | (507) 374-6321      |
| Surgical instruments & devices<br>(SIC: 3841, NAICS: 339112)              | Medical Innovations Intl     | John Devlin            | (507) 289-0761      |
| Enterprise content & fundraising management<br>(SIC: 7372)                | Metafile Information Systems | Allan Sprau            | (507) 286-9232      |
| Steel & iron fabrication<br>(SIC: 3499,3312)                              | Metal Treasures              | Mary Riedemann         | (507) 867-3471      |
| Signage, decals, laminating<br>(SIC: 3993, NAICS: 339950)                 | Midwest Signtech             | Dustin Snell           | (507) 252-8850      |
| Crushed Limestone<br>(SIC: 1422)  | Milestone Materials          | Chad Kelly             | (507) 282-9151      |
| Commercial offset & instant printing<br>(SIC: 2759, 2752)                 | Minuteman Press              | Dale Lipsky            | (507) 288-4777      |
| Industrial saws & automated jaggng machines<br>(SIC: 3425; NAICS: 332213) | Mitek Industries, Inc.       | Dennis Kelley          | (507) 286-9209      |
| Medical Equipment<br>(SIC: 3841; NAICS: 339112)                           | Neher Medical Equipment      | Gerald & Richard Neher | (507) 634-6496      |
| Truck accessories<br>(SIC: 3713; NAICS: 336211)                           | Nelson Industries            | Jon Nelson             | (507) 533-4815      |
| Residential furniture   | Nelson Screen Printing       | Kevin Nelson           | (507) 732-5633      |
| Custom Cabinetry<br>(SIC: 2431, 2499, NAICS: 321999)                      | Nigon Woodworks, Inc.        | Daryl Nigon            | (507) 282-1895      |
| Distribution of exterior building products<br>(SIC: 5031, 5033)           | Norandex Distribution, Inc.  | Randy Fruth            | (507) 289-8747      |

| <b><u>Company Description and NAICS, SIC Code</u></b>      | <b><u>Company Name</u></b>         | <b><u>Contact</u></b> | <b><u>Phone</u></b> |
|--|------------------------------------|-----------------------|---------------------|
| Distribution of cash registers (SIC: 5044)                 | North Country Business Products    | Sean Collins          | (507) 289-8212      |
| Aluminum Tool Boxes  | North Star Aluminum Prod.          | John & Carol Adams    | (507) 289-8795      |
| Beer Distributor (SIC: 5181)                               | Northern Beverage Distribution Co. | Mike Amicone          | (507) 282-5462      |
| Distribution of Industrial Equip. (SIC: 5084)              | Northern Tool & Equipment          | Brad Parrish          | (507) 282-5559      |
| Steel Castings & Architectural Metalwork (SIC: 3325, 3446) | NRB Metals, LLC                    | Nick Beyerstedt       | (507) 93-8260       |
| Cable Contract Manufacturing                               | NRI Electronics                    | Jeff Martinson        | (507) 252-9405      |
| Distributor of construction equip (SIC: 5082)              | Nuss Truck Group, Inc.             | Robert Nuss           | (507) 288-9488      |
| Weekly Free Shopper (SIC: 2741)                            | Olmsted County Journal             | Debbie Shafer         | (507) 288-5201      |
| Vascular medical products (SIC: 3841; NAICS: 339112)       | Osborn Medical Corp.               | Bill Davis            | (507) 932-5028      |
| Distributor of HVAC controls (SIC: 5063)                   | Paape Energy Services              | Jason Sandberg        | (507) 289-4874      |
| Cheese processing & packaging (SIC: 2022, NAICS: 311513)   | Pace Dairy Foods                   | Jim Lehman            | (507) 288-6315      |
| Wholesaler of satellite tv parts (SIC: 5065)               | Pace International, Inc.           | Patrick Deutsch       | (507) 288-1853      |
| Welding job shop (SIC:3599; NAICS:332710)                  | Page's Welding                     | Bill Page             | (507) 732-5717      |
| Metal fabrication (SIC: 3499, NAICS: 332999)               | Petersen Blacksmith                | Mike Petersen         | (507) 281-1662      |
| Commercial printing (SIC: 2759, NAICS: 323119)             | Paper & Graphics, Inc.             | Timothy Fields        | (507) 288-0878      |
| Bath oil, body cream & shampoo (SIC: 2834, NAICS: 325412)  | Pharmaceutical Specialities, Inc.  | Conrad Thompson       | (507) 288-8500      |
| Hand woven rug patterns (SIC: 2741)                        | Pine Island Primitives             | Sally Kallin          | (507) 356-2908      |
| Newspaper printing & typesetting (SIC: 2711 NAICS: 323119) | Post Bulletin                      | Randy Chapman         | (507) 285-7600      |

| <b><u>Company Description and NAICS, SIC Code</u></b>                     | <b><u>Company Name</u></b>      | <b><u>Contact</u></b>         | <b><u>Phone</u></b> |
|---|---------------------------------|-------------------------------|---------------------|
| Wholesaler of welding equip.<br>(SIC: 5084, 5085, 5169)                   | Praxair Distribution, Inc.      | Tom Broadwater                | (507) 289-4051      |
| Precision machining<br>(SIC: 3511, NAICS: 332710)                         | Professional Instruments        | Kerry Amundson                | (507) 288-6911      |
| Feed, grain & fertilizer<br>(SIC: 2048, 2875; NAICS: 345314)              | Progressive Ag Center           | Mike Lyons                    | (507) 932-4732      |
| Plastic injection molding<br>(SIC: 3089; NAICS: 326199)                   | Progressive Tool & Manuf.       | John Lodermeier               | (507) 356-8345      |
| Metal Stampings<br>(SIC: 3469; NAICS: 332116)                             | Progressive Tool & Manuf.       | Richard Zwart                 | (507) 356-8345      |
| Snowmobile Drag Chasis  | Pro Line Drag Chasis            | John Wheelock                 | (507) 288-5185      |
| Prosthetics and orthotics<br>(SIC: 3842)                                  | Prosthetic Laboratories         | Michael Gozola                | (507) 281-5250      |
| Printed Circuit Board Assembly<br>(SIC: 3672, NAICS: 334412)              | R & B Contract Manufacturing    | Daniel Knak                   | (507) 876-2179      |
| Industrial Workbenches<br>(SIC: 2599)                                     | R&B Custom Workbenches          | Rick Jorgenson                | (507) 634-7557      |
| Sheet metal fabrication<br>(SIC: 3499; NAICS: 332710)                     | RDM of Minnesota                | Dennis Ross                   | (507) 374-2670      |
| Ready-mix concrete<br>(SIC: 3273, NAICS: 327320)                          | Ready Mix Concrete of Dover     | Scott Ferguson                | (507) 932-4020      |
| Ready-mix concrete<br>(SIC: 3273)   | Ready Mix Concrete Stewartville | Bandon McNeill                | (507) 533-8809      |
| Ready-mix concrete<br>(SIC: 3273, NAICS: 327320)                          | Ready Mix Concrete              | Ken Edelbach                  | (507) 289-4022      |
| Sausage & meat processing & packaging<br>(SIC: 2013, 2011, NAICS: 311611) | R Four Meats                    | Margaret Reiner<br>Jeff Remme | (507) 867-4180      |
| Structural Steel Fabrication<br>(SIC: 5051)                               | R & M Steel                     | Ronnie Papenfus               | (507) 374-2524      |
| Refrigerated lunch & snack kits<br>(SIC: 2011, 2022 NAICS: 311611)        | Reichel Foods, LLC              | Craig Reichel                 | (507) 289-7264      |
| Ammunition reloading specialties<br>(SIC: 3482; NAICS: 311513)            | Reloading Specialities, Inc.    | John Samuelson                | (507) 356-8500      |

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|---|--|-----------------------|---------------------|
| Canoes<br>(SIC: 3732)   | River Ridge Custom<br>Canoes, LLC          | Bill Plantan, Jr.     | (507) 288-2750      |
| Magazine Publishing (SIC: 2721)                                 | Rochester Area Women                       | Doug Solinger         | (507) 529-5385      |
| Distributor of brick, stones<br>mortar (SIC: 5032)              | Rochester Brick                            | Gene Schmidt          | (507) 252-1129      |
| Guidebook & publishing<br>(SIC: 2731, NAICS: 323122)            | Rochester Buyers Guide                     | Dan Stumpf            | (507) 288-5201      |
| Cheese Processing<br>(SIC: 2022; NAICS: 311513)                 | Rochester Cheese                           | Sherry Hinkle         | (507) 288-6678      |
| Modular retaining walls<br>(SIC: 3272)                          | Rochester Concrete<br>Products, LLC        | Chris Price           | (507) 288-8850      |
| Precious metal jewelry<br>(SIC: 3911, 3915, NAICS: 339911)      | Rochester Lapidary<br>Jewelers             | Donald Kirckof        | (507) 282-0447      |
| Meat Process<br>(SIC: 5142, NAICS: 333294)                      | Rochester Meat Company                     | Dave Lee              | (507) 529-4700      |
| Urological catheters<br>(SIC: 3841, NAICS: 339112)              | Rochester Medical<br>Corporation           | Anthony Conway        | (507) 533-9600      |
| General machining job shop<br>(SIC: 3599, NAICS: 332710)        | Rochester Precision<br>Machine             | Steve Havlik          | (507) 289-7381      |
| Asphalt paving compounds<br>(SIC: 2951, NAICS: 324121)          | Rochester Sand & Gravel                    | Beth Peterson         | (507) 288-7447      |
| Tool & die job shop<br>(SIC: 3993; NAICS: 339950)               | Rochester Sign Service                     | Gary Simonson         | (507) 287-6500      |
| Tool sharpening & fabrication<br>(SIC: 3599; NAICS: 333515)     | Rochester Tool & Cutter<br>Grinder, Inc.   | Jack Phelps           | (507) 634-7184      |
| Tool & die job shop<br>(SIC: 3544, NAICS: 333514)               | Rochester Tool & Die, Inc.                 | Verdon Seegmiller     | (507) 285-3355      |
| Magazine Publishing<br>(SIC: 2721 NAICS: 232119)                | Rochester Visitor<br>Publishing & Printing | Doug Solinger         | (507) 288-0451      |
| Welding & metal fabrication<br>(SIC: 3599, 3499, NAICS: 332710) | Rochester Welding, Inc.                    | John Adams            | (507) 289-4189      |
| Corrugated boxes & palletts<br>(SIC: 2653)                      | Rock-Tenn                                  | Wes Wilcox            | (507) 288-2305      |

| <b><u>Company Description and NAICS, SIC Code</u></b>          | <b><u>Company Name</u></b>               | <b><u>Contact</u></b>    | <b><u>Phone</u></b> |
|--|--|--------------------------|---------------------|
| Wooden residential furniture<br>(SIC: 2511)                    | Rusty Plane Woodworks                    | David Klocke             | (507) 282-4610      |
| Newspaper publishing<br>(SIC: 2711 NAICS: 323122)              | St. Charles Press                        | Blair Floy               | (507) 932-3663      |
| Interior and exterior signs<br>(SIC: 3993, NAICS: 339950)      | Schad-Tracy Signs, Inc.                  | Brad Tracy               | (507) 367-2631      |
| Wholesaler of Auto Parts<br>(SIC: 5013, 5198)                  | Scharf Auto Supply                       | Rick Mattson             | (507) 289-3396      |
| Magazine insert & business<br>reply (SIC: 2759, NAICS: 323119) | Schmidt, Inc.                            | Joe Ferguson             | (507) 775-6400      |
| Guitars<br>(SIC: 3931)   | Schmitt Music                            | Kevin McGarry            | (507) 288-1960      |
| Beer Distributor<br>(SIC: 5181)                                | Schott Distributing Co.                  | Tom Schott               | (507) 289-3555      |
| Commercial & Residential Roofing<br>(SIC: 3499)                | Schwicker's Tecta<br>America Corporation | Kerk Johnson             | (507) 281-0611      |
| Canned & Fozen Vegetables<br>(SIC:2038, NAICS: 311411)         | Seneca Foods Corp.                       | Brian Theil              | (507) 280-4500      |
| Screenprinting & embroidery<br>(SIC: 2395, 2396)               | Shoot & Save Sports                      | Bob Frerker              | (507) 285-9593      |
| Signs, banners, decals<br>(SIC: 3993 NAICS: 322222)            | Sign Here, Inc.                          | Jodi Babcock             | (507) 281-0122      |
| Corrugated boxes & pallets<br>(SIC: 2653, 2448, NAICS: 322211) | Smurfit-Stone Container                  | John Frautschi           | (507) 288-2305      |
| Sheet metal fabrication<br>(SIC:3599; NAICS:333111)            | Southern Minnesota<br>Machinery Sales    | J. J. Francis            | (507) 374-6346      |
| Digital offset printing of custom<br>buttons (SIC: 2752)       | Springboard Development                  | Thomas<br>Christopherson | 888-603-0308        |
| Rubber Stamps<br>(SIC:3953; NAICS:339943)                      | Stamps By Judith, Inc.                   | Larry Kleinschmidt       | (507) 356-8828      |
| Pultruded fiberglass products<br>(SIC: 3089, NAICS: 333511)    | Strongwell                               | Mike Jaszewski           | (507) 867-3479      |
| Crushed rock & gravel<br>(SIC: 3281; NAICS: 337991)            | Stussy Construction                      | James Paulson            | (507) 635-2421      |

| <b><u>Company Description and NAICS, SIC Code</u></b>                         | <b><u>Company Name</u></b>         | <b><u>Contact</u></b> | <b><u>Phone</u></b> |
|---|------------------------------------|-----------------------|---------------------|
| Window shades<br>(SIC: 2591 NAICS: 337920)                                    | Sun Control Products, Inc.         | Kim Klampe            | (507) 282-2620      |
| Screenprinting & embroidery<br>(SIC: 2396 NAICS: 323113)                      | Superior Screeners                 | Paul Bandrup          | (507) 282-4124      |
| Aftermarket automobile seats<br>(SIC: 3714, NAICS: 336360)                    | Tea's Design, Inc.                 | Tom Ashton            | (507) 289-0494      |
| Conveyor screw parts<br>(SIC: 3535,3562, 3675, 3492)<br>(NAICS: 333922)       | TEC Industrial, Inc.               | Robert Perry          | (507) 288-9133      |
| Commercial Printing<br>(SIC:2759; NAICS:323119)                               | Theis Printing & Office Supplies   | Cathy Theis           | (507) 732-7547      |
| Distributor of hand & power tools (SIC: 5072)                                 | Thomas Tool & Supply               | Ryan Wegner           | (507) 281-3786      |
| Wholesaler of used auto parts<br>(SIC: 5015)                                  | Timm's Auto, Inc.                  | Timm Pasche           | (507) 932-4464      |
| Beverage holders & multi-purpose ice wraps (SIC: 3086, NAICS: 326160)         | TK Industries, Inc.                | Larry Stevens         | (507) 281-5744      |
| Sheet metal fabrication<br>(SIC: 3444)  | Tonna Mechanical, Inc.             | Steve Murphy          | (507) 288-1908      |
| Kitchen cabinets & plastic laminate countertops<br>(SIC: 2434, NAICS: 337110) | Traditional Wood Builders          | Jamie Swenson         | (507) 288-3175      |
| Precision CNC Machining<br>(SIC:3599; NAICS:332710)                           | Tri-Star Manufacturing             | Patrick Cummings      | (507) 634-7835      |
| Office Furniture<br>(SIC: 2521, 2522, NAICS: 337211)                          | Tuohy Furniture Corp.              | Dan Tuohy             | (507) 867-4280      |
| Animal feed<br>(SIC: 2048; NAICS: 311119)                                     | Twin Valley Ag Service Association | Jason Frineck         | (507) 932-4830      |
| Wood Products<br>(SIC: 2499; NAICS: 321999)                                   | Ultimate Wood Design               | Karim Esmailzadeh     | (507) 281-4843      |
| Distribution of electrical supplies<br>(SIC: 5063)                            | Viking Electric Supply             | Jay Otterson          | (507) 252-3440      |
| Infrastructure software<br>(SIC: 7372)  | Vision Solutions, Inc.             | Craig Johnson         | (507) 252-3440      |

| <b><u>Company Description and NAICS, SIC Code</u></b>  | <b><u>Company Name</u></b>    | <b><u>Contact</u></b> | <b><u>Phone</u></b> |
|--|-------------------------------|-----------------------|---------------------|
| Distribution of floor coverings<br>(SIC: 5023, 5033)   | Walcro, Inc.                  | Greg Steinkops        | (507) 281-1777      |
| Medical equipment<br>(SIC: 3841)   | Weber & Judd Co.              | Dennis McDonough      | (507) 289-6368      |
| Concrete burial vaults, septic tanks and steps; Brand name - Doric Vaults (SIC: 3272, NAICS: 327390) | Wieser Precast Steps          | Greg Verthein         | (507) 533-9304      |
| Wooden kitchen cabinets<br>(SIC:2431; NAICS:337110)  | Wonderful Woods               | James Lindhart        | (507) 732-5340      |
| Aluminum truck accessories<br>(SIC: 3714, NAICS: 336399)   | Woods Metal Mfg.              | Thomas Woods          | (507) 533-4206      |
| Wholesaler of HVAC Equipment<br>(SIC: 5075, 5074)  | Woodruff Co.                  | Jim Woodruff          | (507) 285-2500      |
| Distributor of metals<br>(SIC: 5051, 5084)   | Wrought Iron Handi Crafts     | Scott Thamert         | (507) 282-5908      |
| Meat processing & packaging<br>(SIC: 5051, 5084)   | Ye Olde Butcher Shoppe        | Terry Timm            | (507) 282-5908      |
| Transfer cases, manual & rebuilt auto transmissions<br>(SIC: 3714)                                   | Zumbrota Bearing & Gear, Inc. | Mark Mangan           | (507) 732-7995      |