



Madsen Fixture & Millwork Inc.

Trippe says. "Within two years we had the whole building. It was in the third year that we bought the building. A little over a year ago we added a 10,000-square-foot addition, and we're contemplating another one."

The company's sales have likewise grown. Madsen's \$6 million in sales in 2003 represented a 43 percent growth, which ranked it at Number 26 in *Wood & Wood Products'*

Last year, Madsen Fixture & Millwork built a large number of fixtures for Christopher & Banks' many retail woman's clothing stores.



Madsen took full advantage of the recent tax benefits for machinery purchases and bought several pieces over the last couple of years, including this Homag edgebander.

Madsen Fixture & Millwork Inc.

Forest Lake, MN

www.madsenfixture.com

Year Founded: 1998

Employees: 45

Shop Size: 36,000 square feet

FYI #1: Madsen ranked Number 26 in *Wood & Wood Products'* WOOD 100 report on fastest growing companies in North America.

FYI #2: Among the company's regular clients are Christopher & Banks and Select Comfort.

annual WOOD 100 report on the fastest-growing woodworking companies in North America.

WHATEVER IT TAKES

Madsen specializes in retail store fixtures, but it also gets involved in high-end office work, reception desks, school casework, dental offices, bars, salons and more. Airport work is also a busy market. More than a half-dozen stores in the Minneapolis airport feature Madsen's fixtures.

"We aren't just one niche," says Kristyn Murray, Madsen's controller. "We can do a wide variety of anything. Pretty much anything that's been asked of us, we've somehow managed to get done."

One thing Madsen offers its employees is a variety of work. The shop can be busy working on fixtures that incorporate wood, laminate, metal, glass, solid surface material and more. Some of the manufacturing of those materials is outsourced, but the task of final assembly falls to Madsen. The company also works on prototyping new fixtures and figuring out how to efficiently manufacture a custom product with production methods.

Trippe says that value engineering is a specialty of the company's employees. Customers come in with anything from a napkin sketch to a set of architectural drawings, and the project managers proceed from there. "We make it work," he says. "We have a good understanding of what our cus-

