

# Funding bolsters Vanson's sales effort

## Redmond-based Vanson HaloSource plans to expand its product offerings

By **JEFF MEISNER**  
STAFF WRITER

Vanson HaloSource Inc. has closed on \$5 million in venture capital from Alexander Hutton Venture Partners and private equity firm Buerk Craig Victor LLC, both of Seattle.

The 65-employee Redmond company will use the money to expand its water treatment, biomedical and consumer products offerings, said Jerry Wetherbee, Vanson HaloSource's chief executive officer.

Some of the funding is also slated for sales and marketing. Wetherbee expects to add as many as six new staff by the end of the year.

Vanson Inc. and HaloSource

Corp. of Seattle merged in mid-May to combine their respective product lines and increase profits, Wetherbee said.

Kent Johnson, a managing director at Alexander Hutton, said the company should bring in about \$13 million in sales in 2002.

"The company's priority now is sales," Johnson said. "We'd like to see 100 percent sales growth every year for the next few years."

The initial focus for the combined company is to begin manufacturing three products developed by HaloSource, in addition to Vanson's products. The company's three new products include the Halopure water treatment product, the Haloshield anti-microbial household wipe and the



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**Vanson HaloSource CEO Jerry Wetherbee plans to hire six new sales and marketing staffers by year's end.**

Halofresh odor-absorbing hospital mattress pad, Wetherbee said.

All the products will be manufactured at the company's facility

in Raymond, where about half of its employees are located.

Reach Jeff Meisner at 206-447-8505 ext. 103 or [jmeisner@bizjournals.com](mailto:jmeisner@bizjournals.com).