

BUSINESS

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French firm acquires Spectracom

■ Henrietta company will continue to operate here.

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The Henrietta maker of clocks that keep clients in high finance, aerospace and law enforcement all on the same time will see its brand spread worldwide following its acquisition by a French company.

Spectracom Corp. announced Thursday that it had been bought by Orolia, a French electronics group. Terms of the deal weren't disclosed.

Spectracom will absorb Orolia subsidiary Temex Sync and the two companies' products will be sold around the globe under the Spectracom brand, said

Tim Klimasewski, a spokesman for the Henrietta company.

Spectracom makes servers, software and computer-based "master clocks" that are used to ensure proper time recording and time record stamping. Its technology is frequently used in 911 call centers, including Monroe County's.

Temex Sync, based in Paris, also is a time and frequency synchronization company.

Salespeople for Spectracom and Temex Sync will market each other's products as well as their own, Klimasewski said, though they all will now be under

the Spectracom name.

"We have very little presence in Europe and they have no presence in North America," Klimasewski said.

As a subsidiary of Orolia, Spectracom will continue to operate in Henrietta and with the same management team.

Management purchased Spectracom in 2000 from retiring founder Robert Hesselberth, helped by \$850,000 from Trillium Group's Monroe Fund, a venture capital fund that counts Monroe County among its investors.

Since that investment, the synchronization industry has changed, with Symmetricom, a California-based company, having bought two other compa-

nies, said Trillium Group partner and Spectracom Chairman Kevin Phelps.

"There are two very large players and a number of smaller players," Phelps said.

"To compete would've required getting critical mass. (The sale to Orolia) positions the combined company as probably a No. 3 player in the world," he said.

According to Trillium Group, the original investors will receive a return of roughly three times their investment.

At the time of the 2000 buyout, Spectracom had 32 employees; today it has 50. Revenues are in excess of \$10 million, according to the company. □

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