



## **Southwire, Janus named to Georgia “Faces of Trade” List**

By Tara Baker, *The Times-Georgian*

Two Carroll County companies were recognized by the U.S. Chamber of Commerce in the organization’s first publication of “Georgia Faces of Trade,” which highlights companies in the state that have cultivated successful international trade relationships.

Southwire Company and Janus International were two of 44 Georgia companies to make the publication’s first edition. Daniel Jackson, executive director of Carroll Tomorrow, said the acknowledgement is proof of the county’s healthy economic environment.

“It’s exciting that out of Georgia’s 159 counties, two were from Carroll,” Jackson said. “We want to follow up with this and talk about opportunities for other businesses.”

David Curtis, president of Janus, said there are several opportunities for international relationships that many North American businesses do not know how to take advantage of. He said his company, which has been in the Temple Business Park for five years, has always tried to compete worldwide.

“I learned from my last trip to Singapore that a lot of other countries want to do business with American companies, but the companies don’t know how,” Curtis said. “But we’re very proud of our international efforts. We feel we’ve done well in the marketplace.”

Besides Singapore, Janus trades with countries including South Africa, Australia, Japan, China, Chili, Argentina, and the continent of Europe. The company, which manufacturers roll-up doors, has reached revenues of more than \$100 million during its five-year lifespan.

“Our goal is to make it to \$250 million within the next five years,” Curtis said.

Besides Carroll County, Janus has plants in Houston, Texas and Phoenix, Arizona, and opened another plant last year in Peterlee, England. Janus is currently undergoing a 220,000 square foot expansion to its Temple plant, which could bring at least 100 new jobs within its first year.

“This is for another door product,” Curtis said. “It will augment our product line for international customers as well.”

Gary Leftwich, spokesman for Southwire, said the majority of Southwire’s international affairs are generated from its Southwire Continuous Rod. The technology was developed in the 1960s as an easier method of transforming rod into wiring.

“We patented the idea, and it took away a lot of the down time on machines,” Leftwich said. “We now sell the technology in China, Russia, the Middle East, the United Kingdom and in America.”

Leftwich said half the copper rod in the world is a product of the SCR system. “So we have a strong North American presence,” Leftwich said. “But we’re quite proud of our history and being able to help countries in developing economies move forward in rod making.

On March 23, Southwire will celebrate its 57<sup>th</sup> anniversary of being in business. Southwire had revenues of \$4.9 billion in 2006, Leftwich said.

“In 2001, we had \$1.4 billion, and in 2005, we had \$3.2 billion,” Leftwich said. “Southwire is always looking for opportunities to grow, and we are looking to improve our SCR around the world.”