RANDOLPH COUNTY DEVELOPMENTS

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Changes on the Horizon

September 2007

Nowadays change is around every corner; in my day it was only around the expected ones. ~V.L. Allineare

Business change abounds in Randolph County with numerous mergers and acquisitions, new product lines, and strategic realignments underway. The magnitude of the pending and announced changes seems overwhelming at times but is a reflection of the volatile and competitive global marketplace.

Klaussner Furniture Industries has dispelled rumors of a pending sale, stating that the company has not been acquired and is not for sale. CEO J B Davis said that the company will pursue a new concept in retail franchise called **Klaussnerhome**. The new stores will be independently owned and will focus on the Klaussner brand. Four stores will open within the next 12 months with plans to open 100 stores by 2009. The project will be rolled out at the Fall High Point market. KFI is one of the top five furniture companies in the US and the largest private employer in Randolph County.

Arrow International Inc. will be acquired by **Teleflex, Inc,** pending shareholder approval. Teleflex is a diversified industrial company in the aerospace, medical technology and commercial sector. Arrow employs 500 workers at its Asheboro manufacturing and distribution operation, producing medical catheters used in heart procedures.

Oliver Rubber Company will be acquired by **Michelin North America Inc**. Oliver Rubber will operate as a subsidiary of Michelin and continue to produce commercial retread tire products. Oliver today employs more than 300 workers at its Asheboro facility under the ownership of Cooper Tires.

Gold Kist has been acquired by **Pilgrim's Pride**, creating the world's largest chicken company. The merger was completed in early 2007. Pilgrim's Pride operates a hatchery and feed mill in Staley, employing 65.

Carolina Business Furniture has been acquired by **OFS Brands Inc.** a private Indiana based private furniture company. Carolina Business Furniture specializes in healthcare furniture, and was recently ranked Number 2 in the healthcare market by a leading trade publication. Carolina is based in Archdale and employs 110 workers.

Sapona Plastics has purchased the molding operation of Level Cross based **Polymer Concepts**. Sapona also purchased the former Whit Corporation last year, consolidating production for both acquisitions to its Seagrove facility.

Change creates new opportunities and challenges for local leaders, managers, and workers. At the EDC, we see positive outcomes recognizing that our future economy will be impacted by the consequences of change. Randolph County is blessed with outstanding business leaders who are finding success in change.

Change is the law of life. And those who look only to the past or present are certain to miss the future. ~John F Kennedy

Business Announcements



X Spooler Inc has purchased a 26,000 square foot facility on US 64 in Franklinville to relocate and expand its electronic cable company. The company will invest \$2 million to purchase and equip the new operation with plans to employ 25 in the first 12 months and up to 60 within the next three years. The 40-acre site offers room for future expansion. President Jim Fore Sr. is the former owner of Communication Cable Inc. in Siler City, a company he sold in 1996 after winning National Small Business of the Year.

Marquis Seating has relocated to the former Miller Desk facility on South Road in northwest Randolph County. Marquis Seating relocated to the 160,000 square foot facility from Davidson County after a yearlong search for a new facility. Marquis Seating produces contract furniture for customers such as the Ballantyne, Biltmore and Grandover Resorts. The company employs 100 workers and plans to add up to 100 additional workers over the next two years.

Advanced Purifying Technologies has established a new operation specializing in food safety products and solutions with new technology targeted at retail and wholesale food operations. The company has leased a 23,000 square foot facility in Staley to begin producing food safety systems under the trademark name APT fresh.

Back to Back Design Works has leased a 12,000 square foot facility in the Turnpike Industrial Park in Trinity. Back to Back manufactures high-end photography backdrops used in commercial studios. The company has three partners and employs seven today with immediate plans to add four additional employees. The company originated in Canada but relocated to the Triad this summer.

Technimark is constructing a new 106,000 square foot warehouse adjacent to their facilities in north Asheboro. The new warehouse will support growth in the company operations averaging over 10% per year. Technimark announced a major expansion in 2004 to expand manufacturing capacity at its Asheboro operation.

Home Line Furniture will expand its upholstered furniture operation into the former Sara Lee facility on US 64 in Asheboro. Pennsylvania based Home Line Industries has three divisions including the Hunting Park Upholstery brand, which will be produced in Asheboro. The company will lease the 110,000 square facility with plans to add 25-30 jobs doubling its current workforce.

Costa & Grissom has leased a 20,000 square foot facility in the Archdale Industrial Park where their primary operation is located. The additional space will support company growth and addition of a new product line for the metalworking industry.

Marketing & Events

The Randolph County EDC will travel to Raleigh on October 15 for our annual briefing for the North Carolina Department of Commerce highlighting activities, sites and buildings across Randolph County. NC DOC staff will join the EDC Board, allies, and members for a picnic in Pullen Park following the presentation. Gifts of Seagrove pottery and great food from AVS Catering make this a great networking event and get the message out about Randolph County.

SAVE THE DATE!!! The EDC and Small Business Technology and Development Center will sponsor a workshop for employers on **Immigration Enforcement and the new Safe Harbor Procedures** issued by the Department of Homeland Security. An immigration attorney will deliver the latest information on no-match letters and employer liabilities and requirements. The workshop will be held on **Tuesday, November 6 at 8 am**. Invitations will be sent soon.

EDC President Bonnie Renfro will travel to Dallas in late October to attend the 7x 24 Exchange International Conference and call on site selection consultants with the Piedmont Triad Partnership. The Conference is for companies that design, build, and maintain mission critical enterprises and information infrastructures such as data centers.

Congratulations to **Richard Petty of Petty Enterprises** and **Rod Hackney**, **NC Zoological Park** for well deserved awards from the North Carolina Travel Association for their contribution to tourism in our state.



Partnership News

We thank and recognize the members of the Randolph County Partnership for their support for economic development in Randolph County. Each member is listed on our website at <u>www.rcedc.com</u>. We encourage you to support these businesses for your business and professional needs.

Thanks to the following new members of the Randolph County Partnership:

Allen Tate Relocation Best Cartage / Reich Logistics Randolph County Tourism Development Authority Stan Byrd Realtors Trinity Furniture

Thanks to the following members who have renewed their membership:

Platinum

Sealy Inc.

Gold

Asheboro Elastics Corp BB&T CommunityOne Bank First Bank Klaussner Furniture Samet Corporation

Silver

Chandler Concrete Co., Inc. Goodyear Tire & Rubber Ramtex Yarns & Fabrics, LLC Randolph Electric Membership Randolph Hospital, Inc. Randolph Telephone RE/MAX Central Realty The Timken Company

Bronze

Advisors Financial Center, LLP Asheboro City Schools Automatic Vending Service AVS Catering, Inc. Brubaker & Associates Commonwealth Hosiery Mills, Inc. Community Web/Ready Telecom Euliss Propane Company

Bronze

Express Personnel Services Ferree Trailers Insurance Associates of the Triad J.H. Allen, Inc. Kayser Roth Corporation Kirkland, Inc. Manhattan American Terrazzo Strip Meredith Transport Myrick Construction, Inc. Oliver Rubber Company **Piedmont Natural Gas** Prestige Fabricators Pugh Oil Company Randolph Bank & Trust Randolph Community College Randolph County Schools Ridge Funeral Home **Roberts & Associates** Shaw Enterprises, LLC Shelco, Inc. SouthCorr Packaging Stuart-Bowman Auto Centre, Inc. SunTrust Bank The John Plant Company The Wooten Company **Times Fiber Communications Triad Design Group United Brass Works** Wayne Thomas Chevrolet & Cadillac