

Minority-owned Auto Supplier Alabama Manufacturer of the Year

Triana Industries, a North Alabama company that manufactures wire harnesses and cable assemblies for DaimlerChrysler, Toyota, Ford, Lear and others, is the Alabama Manufacturer of the Year.

The award came from the Alabama Technology Network, which gives the annual award to recognize excellence in manufacturing.

Originally founded to assemble telecommunications products, Triana began to produce wire harnesses and cable assemblies for automotive and other industries in the mid-1980s. Under the direction of President & CEO Ralph Malone, the company has grown from about 20 employees and \$200,000 in revenue to over 200 employees and \$16 million in revenue.

Malone, whose father started Triana in 1972, joined the company in 1988 after spending three years in the National Football League with the Los Angeles Raiders, Cleveland Browns and Miami Dolphins. In 1994, he became president of the company.

The 38-year-old Malone is a Huntsville native who graduated from Georgia Tech with a degree in industrial and systems engineering.

Triana was selected for the award on the strength of its productivity, quality initiatives, employee involvement and customer focus. Its measurements in these categories equal or exceed benchmarks of Industry Week's America's Best Plants. The company has reached these standards through systematic continuous improvement efforts. It is certified in both QS9000 and ISO9002 and has earned a reputation from its customers for superior quality, competitive cost, dependable delivery and reliable service.

Minority-owned and operated, Triana has a diverse work force that includes



President & CEO Ralph Malone

African-American, Hispanic-American, and Asian American employees. It has a three percent annual labor turnover rate.

The company is also growing by leaps and bounds. Last year it completed a 77,000 square-foot expansion—a new facility across the street from an existing 30,000 square foot building—and it recently acquired Pinnacle Gage and Tool, a Kentucky manufacturer. ■

Alabama Cited for New and Expanded Facilities Achievements

Alabama is among the top states for new and expanded facilities, according to *Site Selection* magazine's Governor's Cup rankings. Alabama places eighth on that list.

Rather than ranking states for simply having the most new or expanded facilities, states are ranked according to nine additional criteria, including per capita considerations, percentage growth versus the previous year and the number of top 100 metros and top 100 small towns. The study focuses on new corporate location projects with a significant economic impact. ■

Alabama Exports on the Rise

Alabama's exports increased by 3.5 percent in 2001, ranking the state 12th among 23 states that managed to increase exports last year, according to findings of the Massachusetts Institute for Social and Economic Research.

Chief exports among the \$7.5 billion cargo were vehicles, industrial machinery, organic chemicals and electric machinery. Canada was Alabama's top trading partner and Ireland was the state's fastest growing trade partner, increasing its imports by almost 150 percent. ■

Huntsville Ranks in Top 60 "Cybercities"

Huntsville was recently ranked among the Top 60 Cybercities in America according to a study by the American Electronics Association and NASDAQ.

These cities are the best locations in the U.S. for high-tech companies.

Huntsville joins San Jose, Calif., Atlanta, Ga. and Raleigh, N.C. on the high-tech metro list. City rankings are based on total employment, average wages, total payroll, number of companies, R&D spending and venture capital in the 45 Standard Industrial Classification (SIC) codes that define high-technology industry. ■

Alabama Cities Among Hottest in U.S.

Montgomery, Huntsville, Auburn-Opelika, Tuscaloosa and Decatur are ranked in the top 50 "Hottest Cities in America" for expanding and relocating companies, according to the January 2002 issue of *Expansion Management* magazine. Huntsville is highest of the Alabama cities on the list at number 17.

The rankings reflect a poll conducted by 75 consultants specializing in locating business and industry site locations. Statistics from 331 metropolitan areas across the

country were considered.

City rankings are based in part on business climate, ease of working with local officials, work force availability, worker training programs, taxes, incentive programs, quality of schools, work force quality and overall quality of life. ■

Alabama Among the Lowest for Electricity

A study by Edison Electric Institute shows that Alabama is among the lowest cost states for industrial and residential electricity.

Alabama ranks 11th in the nation for industrial electric rates and 14th in the nation for residential rates. The study considers typical bills and average rates, figured on cents per kilowatt-hour. ■