

## 2010 Small Business of the Year CorroMetrics Services Inc.



Pictured here is Harrietta Eaton (left) and Perry Greenfield with CorroMetrics.

When a downturn in the economy forced CorroMetrics Services Inc.'s clients to delay or cancel projects, the company changed its business development strategy to focus globally and ended up increasing its anticipated revenue. CorroMetrics is the Mobile Area Chamber's Small Business of the Year.

Headquartered in Mobile with offices in Houston, Beijing and Hong Kong, CorroMetrics offers technical and consulting services for industries using protective coating and linings to control erosion. The company manages projects and inspects major assets such as ships, bridges, equipment, pipelines, oil platforms, refineries and wastewater treatment plants.

Harrietta Eaton, CorroMetrics' chief operating officer, said the company is honored to be the Chamber's Small Business of the Year. "This highlights our company's commitment to excellence and high quality work in the area of failure

analysis and protective coatings inspections," she said.

The company's reputation for quality helped secure the largest project management job in CorroMetrics' history — a contract from the country of Jordan. The government project is designed to transport water from the South where it is plentiful to the Northern part of the country where it is needed, and is the country's largest public utility program.

CorroMetrics has three permanent employees, all internationally certified from the National Association of Corrosion Engineers, and hires contractors as needed.

The company's founder, Terry Greenfield, moved CorroMetrics to the area to be near family. "This region has so much opportunity and being centrally located on the Gulf Coast is helping us expand our oil and gas projects," he said.

## GCTC Selects Southern Light as Innovator of the Year



Pictured among the majority of Southern Light's office crew is company president Andy Newton (second from right).

As technology changes the way companies do business, moving large amounts of data at the highest possible speed has become a priority. For its ability to match that high-tech demand and offer outstanding customer service, Southern Light was named the Mobile Area Chamber's Innovator of the Year by the Gulf Coast Technology Council (GCTC). Founded in 1998 and headquartered in Mobile, Southern Light provides fiber optic-based communications solutions along the Gulf Coast, delivering large bandwidth to telecommunication carriers, government agencies and businesses.

Southern Light designs, builds and operates more than 2,000 route miles of high-count fiber networks along the Gulf Coast and connects directly with other national carriers to transport traffic beyond the area. In 2010, the business added 25 new employees, now employing 88 people, and invested more than \$12 million in equipment and fiber networking along the Gulf Coast.

For the fourth consecutive year, it ranked among one of America's fastest growing private companies by *Inc.* magazine, based on revenue growth.

"The GCTC steering committee recognized Southern Light's aggressive growth and expansion, while maintaining best-of-class service to their customers," said John Strope, GCTC's 2010 chair. "Since they don't sell directly to the consumer, they sort of fly under the radar."

According to company president Andy Newton, recent growth is a function of three factors — an insatiable consumer demand for bandwidth, Southern Light's ability to deliver affordable, highly customized and innovative communication solutions in tight time frames.

Newton said Southern Light's vision is to bring next-generation fiber optic solutions directly to customers, improving their networking capabilities, productivity and profitability.