

## Exports benefit many Dayton-area companies BarSplice Products grows exports to 25%

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About 15 years ago, Frank Casella began getting overseas inquiries about his mechanical splicing systems.

Thinking it might be a good way to supplement sales, the president of Dayton-based FC Industries mentioned the idea of exporting while at a business roundtable. There, a colleague referred him to Lui Santacaterina, who spoke several languages and had international business experience.

Soon after, Santacaterina was brought aboard to drum up overseas business.

Fast forward to today and exports account for 25 percent of revenue at BarSplice Products Inc., the largest subsidiary of FC Industries. Its products reinforce commercial buildings, bridges, water treatment plants and power plants all over the globe. During the last 10 years, for example, the 74-employee company raked in \$10 million just from one of the construction projects it supplied: a nuclear plant in Taiwan.

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