

# BUSINESS

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## Throat Threads makes *Profit* magazine list Third consecutive appearance on list of fastest growing companies

If three times is a charm, Burlington's Russ Fearon must be one charming man.

The local entrepreneur and president of Throat Threads Apparel just steered his company to appear for the third time on *Profit* magazine's fastest growing companies list. The magazine compiles the top 200 Canadian companies in growth, based on financial results for the past five years.

For its highest-yet ranking at No. 122, the clothing company posted growth of more than 500 per cent. The achievement would be outstanding enough, but making the list for three consecutive years is a good indication Throat Threads is not just a flash in the pan, said Fearon. It has good management behind it.

The company is a high-end clothing distributor: it represents such big-name brands as Tommy Hilfiger, Victorinox Swiss Army and Nautica in Canada, acting as a liaison between the labels' head offices and Canadian retailers that range from major department

stores to independent specialty stores.

Fearon, who started the company as a necktie retail outlet back in 1993, said making the *Profit* list for a third time is more meaningful than the previous rankings were.

"It's the consistency," he said. "After three times, you know there's definitely something there."

Throat Threads' headquarters is inside a century home on Plains Road East, and the attention to detail in the interior design reflects Fearon's attitude toward his company.

"Do right by your employees, your customers and your business partners, and the rest will follow," he said.

"I want the employees to want to come to work every day. It makes everyone do a better job, and they'll take better care of the customers and business partners. It's like a triangle; each side supports the other."

Fearon said he looks for energy and passion in his employees, and tries to bring both qualities to his job performance as well.

If he persists in this goal, he believes the company will only continue to grow.

— By Kate Hopwood, Post staff