

Bryton Technology Inc.

Bryton Technology Inc., a Toulon Illinois based manufacturer of quality electrical cable and cable harness assembly equipment used by the aerospace and defense industries, is on a growth spurt assisted by the Illinois Central College Procurement Technical Assistance Center (PTAC).

Since 2001, this 25 person manufacturing company has seen its sales increase by well over 80% or greater in each of the last three years, said Becky Ptashnik, President of Bryton Technology. "Last year our revenues topped \$7 million" she added. Ms. Ptashnik attributes this spike in sales to the aftermath of 9/11 with the intensified need for both communication products and military products. The company, which was incorporated in 1989 and is privately held, sells to both defense and corporate clients. Their cables and cable harness assemblies are used in harsh environmental conditions such as satellite launch vehicles, airplane and helicopter engines, military radios, simulators, military trucks and tanks.

The Illinois Central College Procurement Technical Assistance Center (PTAC), a member of the Illinois Small Business Development Center network sponsored by the Illinois Department of Commerce and Economic Opportunity, in partnership with the U. S. Small Business Administration, has helped Bryton Technology start their government contracting business from scratch and see it grow. According to Susan Gorman, the Director of the Illinois Central College PTAC, the company has sold more than \$1 MIL to the Department of Defense, Unicor and other prime contractors during the last three years. According to Ms. Gorman, the Illinois Central College PTAC "provided military specifications, bid histories, technical data packages, Cage Code identification, buying activities codes, and solicitation identification, so that Bryton could successfully bid and win government contracts."

Ms. Ptashnik explained how the PTAC helps her business. "As a small business, we cannot afford the microfiche system available for companies. When we need 'mill specs.' we go to the Procurement Center. Any specs we need, we can acquire them there for free, and that's saved us a lot of money" said Ms. Ptashnik. "Nearly 98% of the bids we could not touch because they were sole source to other companies or UNICOR (Federal Prison Industries), but with recent legislation, it appears that UNICOR may be relinquishing some of its stranglehold on the larger cable contracts. This would be of great benefit to small companies like ours." added Ms. Ptashnik.

The management team at Bryton Technology has been integral to its stunning recent success says Ms. Ptashnik. Rick McGhee is their Executive Vice President and David Heinz is Vice President of Engineering. This team, along with a highly committed and experienced work force, has been responsible for developing the high quality products that their customers need. Bryton Technology puts a high emphasis on producing a quality product that is delivered on time.

In addition to being a successful business person, Ms. Ptashnik also serves on the Illinois Central College PTAC Advisory Board. As a Board member, she has presented short PTAC workshops on understanding solicitations, and she has actively recruited other manufacturers to work with the PTAC and to consider government contracting, which has been one element in the recent success of Bryton Technology.

The Illinois Central College Procurement Technical Assistance Center is a member of the Illinois Small Business Development Center Network, working in partnership with the Illinois Department of Commerce and Economic Opportunity's Small Business Development Center and the U. S. Small Business Administration.