



Becky Buddenbohn and Jimmy Brown

Technology Components, Inc.

Jimmy Brown and Tom Buddenbohn

Technology Components, Inc. is a wholesale fastener distribution business specializing in value-added assembly component solutions. They serve the Texas, Oklahoma and Louisiana areas.

Owners Jimmy Brown and Tom Buddenbohn have each been in the fastener business for over 30 years. The opportunity to purchase the "Bollhoff Riynut" product line and associated customers presented itself and Jimmy and Tom were thrilled to be able to work together to build a successful distribution business.

The business began in March 2004. The business had basically one product line with a few customers and much room for growth. Within months, it was apparent that the market needed their services and the expertise that they could provide. Adding several product

lines, the business experienced great growth. As a result, they were literally "reacting" each day and not spending any time "planning" their future. The company maintained large inventories and experienced vendor quality issues.

Brown and Buddenbohn came to the SBDC for Enterprise Excellence for assistance in November 2005 for help in developing a Purpose Statement and achieving an ISO 9001:2000 registration. Growth was good, but they needed help to establish goals and develop methods to accomplish them.

Technology Components kicked off their strategic effort in November 2005 with a 2 day strategic planning retreat facilitated by Jo-An Weddle. The team has met regularly to refine and execute this plan.

The results for Technology Components have been good. Annual sales have grown from \$730,000 in 2005 to \$950,000 in 2006. Net profits have increased 14%. Through strategic reductions in selected product lines, inventory value was reduced from \$214,000 to \$182,000.

"Working with Jo-An allowed us to focus on our customers and our products to determine how to achieve the growth that we desired. We were better prepared for our ISO:9001-2000 registration audit. We became more attentive to inventory and its value. Based on our strategic planning, we are receiving kitting and assembly inquiries as another method to reach our goals. We continue to focus on strategic planning."

The company is also currently considering purchasing another existing business to expand into an additional geographic region. The business is complementary to their existing business.

"Each meeting with director Jo-An has our team focused and excited about accomplishing our goals. Our Strategic Planning has been invaluable to managing the growth and maintaining our lean operations," said Jimmy Brown.



SBDC for Enterprise Excellence Director Jo-An Weddle

—20 years of success—

The SBDC counselors and staff walked me through the maze of paperwork and confusion. They challenged my ideas and gave me the tools, knowledge and contacts I needed to turn my dreams into reality."

Dessa Dee Turnage, Elmwood Gardens (2004)