

FACES of TRADE



SMALL BUSINESS SUCCESS STORIES — NAFTA



COMPANY:

Patton Electronics Co.

LOCATION:

Gaithersburg, Maryland

WEBSITE:

www.patton.com



100 Years Standing Up for American Enterprise
U.S. CHAMBER OF COMMERCE

PATTON ELECTRONICS CO.

Sales double to Canada and Mexico due to NAFTA

Bobby and Burt Patton founded Patton Electronics Co. in 1984 while they were still students in college. Since then, the brothers have expanded their manufacturing company dramatically, and today it employs more than 120 people in Gaithersburg, Maryland.



The Patton Electronics Company production facility is in Gaithersburg, Maryland.

Patton Electronics makes a wide range of data and telecommunications products, including VoIP gateways, routers, mobile surveillance, and other connectivity devices. The company started exporting in the 1990s and now sells to more than 120 countries; exports account for 70% of its business. Canada and Mexico were among the firm's first export markets in the early 1990s.

Bobby Patton, president and CEO, says: "Before NAFTA, we had virtually no sales to Mexico and Canada. Between 1992 and 1994, our revenue on exports to Canada and Mexico doubled, from around \$100,000 per year to more than \$250,000 per year." The majority of Patton Electronics' revenues in these countries have come from phone companies and Internet service providers selling services to small and medium enterprises.

Patton Electronics' sales to Canada and Mexico averaged more than \$1 million per year from 2000 to 2011. NAFTA continues to be a powerful engine for growth and job creation for the company.