

FINAL ISSUES & INNOVATIONS BTI 4_15_26 edited

Butler Technologies, Inc. (BTI)
John Lowrey, COO

“Butler Technologies is a solutions provider specializing in printing, fabricating, and assembling custom components. While we have decades of experience with familiar products like graphic overlays and membrane switches, we are pushing the industry forward by prioritizing innovation through continuous improvement initiatives, experimenting with different printing processes, and finding unique materials for every application...”

When I speak with MBA businesses from Wabtec and down the line, they consistently say the workforce is their top concern. Babyboomers are retiring at the rate of 10,000 per day. The workforce has been tied with the cost of health insurance as a #1 concern for a number of years in any survey we do. There are several unattractive levers when it comes to managing health insurance costs such as decreasing benefits, shopping around every year, increasing employee contributions, cutting coverage for family members and on. The workforce, however, can play out more creatively in positive ways for a company and the community where they live. I learned that from my conversation with John Lowrey, COO, Butler Technologies, Inc.

For the past, several years John Lowrey said BTI has used the Progressive Workshop of Armstrong County (PWAC) “... a non-profit organization located in Kittanning, who provides vocational rehabilitation services to adults with disabilities.” PWAC helps employers for Lawn and Landscaping, Commercial Cleaning, Document Destruction, and Production Services, via contract work for local businesses and manufacturers.

John said PWAC workers help BTI maintain their staffing level and manage overflows of production. The PWAC special needs workers help with tasks that are repetitive, such as punch out sheets for some of the membrane switches BTI produces, assembly and packaging.

A PWAC Team leader will come to BTI and get materials and examples and take them back to their facility. There they produce a sample, do a time-study, and then quote an hourly rate and delivery date that aligns with BTI to use the pieces for assembly. The PWAC workers receive a regular paycheck which makes them feel proud of the work they do.

There could be one to ten workers involved, and the number of pieces depends on the job. BTI does not make one particular product. Their modus operandi is custom solutions tailored to the needs of the client. Engineered products are made to order. They are a special kind of job shop with runs that can vary from 10 pieces to 25,000! (think – small membrane switches used for labeling equipment used in home health

care). They can also produce just ten parts, for example, for the extraordinarily complex instrument cluster, speed and fuel gage interfaces needed in locomotives for the conductor.

From following BTI on LinkedIn, I know that they are very community oriented and have an extraordinarily strong company culture. They help provide solutions in Butler too and make the community better. They are a second-generation family business located in the heart of downtown Butler. Tristan Tripodi has been at the helm since 2020.

Lowrey noted aside from the PWAC, they use students in screen and laser printing and graphic design from Butler high school vo-tech. This helps them keep a steady flow of interns that can grow with the company. BTI uses specialized equipment which can be learned on the job.

They also use the vo-tech co-op program and in some cases, students work four days a week from 10:30-5:00 pm. Juniors may work an entire summer at BTI, gaining real world experience and then if they choose flow right into a full-time position, allowing BTI to fill open positions quickly.

BTI is incredibly pleased with the ratings they receive on platforms like Glass Door, 4.5 out of 5, and Google Review, 4.8 out of 5. They are staunch supporters of digital marketing and understand how important it is to receive third party recognition and testimonies.

As John Lowrey, who is always smiling and very engaging, noted when someone is looking for a job in and around downtown Butler, the job seeker has their choice of 7000 places to work. BTI wants to be at the top of the job seekers list. From all accounts they are at the top! Keep on going BTI!