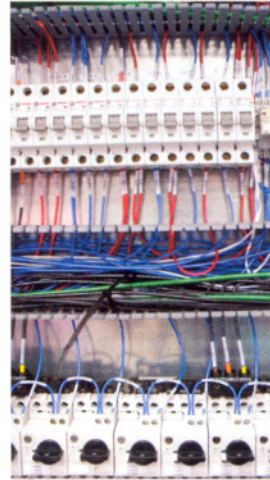


Integrated Process Systems



Michael Brask and Ira Rosenberg
Photos by Kevin Kiernan



From Trailer to Global Player

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Even in a small town, big things can happen. In rural Cedar City, Utah, Integrated Process Systems Inc. (IPS) is becoming a player in the global market. Conceived in the minds of two local men, IPS now conducts business in Canada, China, Taiwan, Singapore and India.

In 1994, while working for XECO Inc., Michael Brask and Juergen Staudte began to develop and manufacture equipment to be used by chemical millers and producers of printed circuit boards. In the summer of 1996, Brask and Staudte incorporated IPS and began operating out of an old leased building with a trailer as their office. In 1999, Staudte passed away, and Brask eventually became the sole owner.

In an effort to remain competitive, Brask decided to construct a new facility in 2000, allowing IPS to expand operations. About this time, the industry experienced economic problems. Brask seized an opportunity to purchase Western Technology

Associates (WTS), a well-established company in California that manufactured many of the same product lines. Through the help of Zions Bank, Brask was able to secure an SBA 504 loan, an SBA 7(a) loan and an SBA Express loan to purchase the California company, build the new facility and procure working capital for the expansion.

He decided early on to make IPS a multi-industry, multiproduct company. This diversification has allowed the company to survive tough times and become a formidable competitor in the marketplace. IPS has purchased several businesses with complementary product lines, which has enabled the company to realize quick, sustainable growth. The company now provides equipment and support for the international PCB, metal finishing, semiconductor and quartz crystal industries, and can build parts for many other industries. It manufactures automatic plating systems, vertical conveyor modules, horizontal conveyor modules and dip coaters, and has done business for several big companies including 3M, Compaq, Tyco and Lockheed.

The company realized revenues in excess of \$6 million in 2006 and had 40 to 50 employees. IPS provides many quality job opportunities in its community for machinists, engineers and electricians.

Brask attributes his success to being driven and passionate about the business, being customer oriented, and producing quality products in a timely manner. His engineering background has helped the company improve production processes and fluidly adapt to customers' needs.

As Brask considers IPS's future, he realizes that there is a whole world out there left to tap. ■