

# Patti Perspective

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## Greetings!

Machine vision systems have come a long way in the last decade. The technology is evolving rapidly and Matrox Imaging is at the forefront of technology advances, creating new opportunities on the manufacturing floor. Patti Engineering is a Matrox Imaging Authorized Integrator. Our feature article explores the advances in machine vision systems and what it means for Manufacturers.

Our personnel spotlight is on Patti Engineering's Business Development Manager, Wayne Hachenberg. Wayne is leading growth initiatives for our Texas Branch. Wayne has vast experience in the automation industry and is passionate about technology and helping customers. There is more to Wayne than meets the eye, with the nick name **Wild Hog Wayne**, we think you will enjoy learning more about Wayne!

Thank you for your interest in Patti Engineering!

Best regards,

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**Matrox Imaging**  
**The Advancement of Machine Vision Systems**



A growing number of manufacturers require vision systems for traceability, inspection and guidance to meet stringent quality and efficiency standards. Earlier this month Patti Engineering announced it is a [Matrox Imaging Authorized Integrator](#). Patti Engineering has been recognized and certified for having the technical expertise to assure exceptional quality and service for the development and installation of turnkey vision systems for end users working with Matrox Imaging products. Products include frame grabbers, vision processors, imaging computers, industrial and smart cameras, and application development software.

Machine vision systems have come a long way in the last decade. Complex programming requirements, difficult installations, mediocre functionality and low reliability deterred many manufacturers in the past. The technology required to implement a system successfully was simply out of reach for most users. Today, machine vision products have matured, functionality has increased, and the cost and complexity of systems has come down. The technology is evolving rapidly and Matrox Imaging is at the forefront of technology advances, creating new opportunities on the manufacturing floor. With 30 years of industrial experience, Matrox Imaging knows the needs of its industrial automation customers.

For example, Matrox Iris GT is a powerful smart camera family featuring the Matrox Design Assistant, an intuitive, versatile and extendable integrated development environment (IDE). Patti Engineering can configure and deploy machine vision applications on a highly integrated platform. Video capture, analysis, location, measurement, reading, verification, communication and I/O operations as well as a web-based operator interface are all set up within the single IDE. Communication over the factory-floor and enterprise networks is accomplished by way of an Ethernet interface. With the sturdy, dust-proof and washable IP67-rated casing, these smart cameras can be used in a variety of applications.



Patti Engineering recently worked on an engine assembly application integrating Matrox Imaging Cameras to Siemens PLCs. From our engineers' viewpoint, Matrox Design Assistant considerably reduces development time saving the end user money in engineering development time. Our engineers were also impressed with the support Matrox Imaging offers. On a few occasions during the initial development phase our engineers looked to Matrox Imaging for guidance; our engineers appreciated having direct access to highly experienced engineers at Matrox to quickly address questions.



"Patti Engineering joins us as an authorized integrator serving Michigan and Texas, which are areas of particular significance because of their robust manufacturing base," said Roberto Baccega, U.S. sales manager at Matrox Imaging. "We built the authorized integrator program in 2007 to assure exceptional quality and service for end users working with our products. A growing number of manufacturers require vision systems to meet stringent quality and efficiency standards and integrators play a vital role in

delivering these systems. Patti Engineering meets our high standards for technical expertise and is a great addition to our network of integrators."

## Patti Personnel - Wayne Hachenberg

Exceeding growth expectations in the southern region, Patti Engineering hired Wayne Hachenberg to lead the Texas Branch business development initiatives. Wayne has vast experience in the automation industry, including 30 years of experience in technical sales, marketing, and customer support and service in various vertical markets, including: oil and gas, water-wastewater, mining and metals, food and beverage, and discrete manufacturing.



"Wayne is a dynamic sales and business development professional who is passionate about technology and helping customers achieve their automation goals. With his diverse experience in control system integration, Wayne has quickly shown an outstanding record of satisfying clients and receiving repeat business," says Sam Hoff, president of Patti Engineering. "We're very pleased to have him leading our business development in the southern region."

Prior to joining Patti Engineering, Hachenberg's past experience included positions held at various automation companies including Graybar Electric, Phoenix Contact, ALCOA, and Allen-Bradley. Hachenberg is an Air Force veteran, and served during the Vietnam War Era. After serving our country, he earned his Bachelor of Science in Electrical Engineering at the University of Arkansas, and has served as President of both ISA and IEEE Sections. He has lectured multiple times at the American Gas Association (AGA) meetings sponsored by Oklahoma State University and has presented at the International Society of Automation - Technology Showcase.



Given Wayne's background, we knew Patti Engineering would benefit from his vast professional experience; however, soon after his hire, we could tell there is much more Wayne would be adding to our team! **Wild Hog Wayne**, as he is known, brings passion, energy, enthusiasm, and FUN to all areas of his life; suiting the Patti Engineering company culture perfectly! Whether it is working, golfing, scuba diving, singing karaoke, or cheering on his

favorite football team, Wayne is 'all-in.'

A staunch University of Arkansas Razorback fan, Wayne's craze for cheering on his beloved HOGS earned him his nick name. Fellow fans from the Alumni Chapter in Austin, which he founded, fondly started calling him "WILD HOG" Wayne. He is known throughout central Texas via his "call-ins" to the local Sports Talk Show - AM 1300 "The Zone" for the past two decades, as **Wild HOG Wayne!**

Born in Stephenville, Newfoundland near where his dad was stationed in the Air Force, Wayne's family moved a couple of times before landing in Austin, Texas when he started the 5th grade. Wayne married his high school sweetheart, Lynn; they will be celebrating their 42nd wedding anniversary soon. The length of their marriage is extraordinary, given the fact that Lynn is, and always will be, a TEXAS LONGHORN fan! Texans take their football very seriously and the HOGS and LONGHORNS are huge rivals!!!



[Read the full article here](#)