



Patti Perspective

March 2015

Greetings!

We have exciting news to share with our community this month. Patti Engineering has officially opened a new office in Tennessee. In our feature article we will share the details on why we chose Chatanooga, TN and who will be leading our expansion efforts in the Southeast.

The Patti Personnel Spotlight is on Ron Robertson, a seasoned Controls Engineer with highly regarded Siemens expertise and deep Tennessee routes. Ron's input and local perspective will help guide Patti Engineering's expansion efforts.

Patti Engineering Opens Office in Tennessee to Meet Growing Demand for Siemens and Mitsubishi Automation Expertise

Patti Engineering is proud to announce our newest office location in Chattanooga, Tennessee! Why Tennessee? For starters, the state has a vibrant and thriving economy with a business-friendly climate that facilitates industry and business growth. Just in this past month alone, Nissan announced it will invest about \$160 million in expanding its Smyrna assembly plant, a move that is expected to create up to 1,000 jobs, and Volkswagen has continued to expand their operations in the Volunteer State.



Patti Engineering's management is committed to expanding operations to better serve customers, enhance partnerships, and offer employees exciting new opportunities. In evaluating potential cities for the company's expansion, eight potential cities made the short list. It was



clear that Tennessee's industrial growth and favorable regulatory environment were strong pluses; however, another strong draw to the area was input from our partners. Siemens and Mitsubishi in particular, encouraged the Chattanooga decision, noting a large and growing demand for expert integrators of these

technologies. Geographically, Chattanooga gives us easy access to a number of manufacturing hubs, including Atlanta, Huntsville, Birmingham, Nashville, and Knoxville.

Patti Engineering's Senior Electrical Engineer, Joe Palace, was promoted to Director of Tennessee Operations January 1, 2015, while our physical office opened March 1st. Erik Pedersen, Patti Engineering's Business Development Manager is working to expand our partner and distributor relationships in the region, as well as grow our business with current and new customers who can benefit from Patti Engineering's expertise in Mitsubishi and Siemens advanced automation solutions. Ron Robertson, a Chattanooga native and well respected Siemens expert, started with Patti Engineering in early January. His network of local contacts and understanding of the industrial landscape in the area will be instrumental to helping Patti Engineering grow. Plans are in the works to hire additional engineers.

"The Southeast has seen considerable manufacturing growth, including

the industry sectors that Patti Engineering serves. Forbes ranks Tennessee as the 14th state in terms of business costs and 5th in terms of regulatory environment," said Sam Hoff, Chief Executive Officer of Patti Engineering. "We already have good base of customers in the region and we are confident that Joe, Erik and Ron are armed and ready to further expand the business in this new region, and ensure customer satisfaction for those we have already been working with."

Patti Engineering has been doing work in the Southeast for a number of years. Including a wide variety of automation projects from automotive to textiles to even upgrading controls for the Chattanooga based Tennessee Valley Authority's (TVA) Wilson Dam.



As more manufacturers are turning to automation as a means to improve quality, productivity, safety, speed, and competitiveness, we are now poised to help the manufacturers in this fast growing manufacturing belt meet those automation goals!

~ Contact Patti Engineering for assistance with your project ~

**Patti
Engineering**

PROVEN AUTOMATION SOLUTIONS
Reliable Support • Trusted Partner

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Patti Personnel - Ron Robertson

Ron Robertson is a highly experienced Controls Engineer with over 22 years of experience in the field, and over 15 years of experience in the Siemens product line. He joined the Patti Engineering team in January of 2015 and has been an integral part of our team establishing the new Chattanooga, Tennessee office.



Born and raised in Chattanooga, Ron has helped our Tennessee team, including Joe Palace and Erik Pedersen, learn the lay of the land, and the three have been working tirelessly to bring in new customers while keeping our current customers 100% satisfied. In addition to his local knowledge and wealth of automation expertise, Ron is a pleasure to work with, and for that we are shining the spotlight on him this month!

"Ron is a very well respected Siemens expert in Tennessee, and he has a great network of local contacts. He has been a great addition to our Chattanooga office," said Sam Hoff, Chief Executive Officer, Patti Engineering.

Prior to joining Patti Engineering, Ron worked at Astec Industries in their Special Projects group. He and his team designed and commissioned controls systems for various aggregate plants including quarry equipment, asphalt plants, soil remediation equipment, concrete plants, conveyor systems, radial stackers, crushers, etc. He also worked for a distributor of Siemens products as an Applications Engineer. He was in the integration division and worked on automating aggregate plants using Siemens Smart MCC's, Drives, and S7 PLC's, WinCC runtimes and panels.



A lifelong Chattanooga resident, Ron has never lived anywhere else! He even earned his Automated Controls Systems degree from Chattanooga State Technical Community College. Ron has three children - Stephanie, 30, who has two children of her own and another on the way, Kevin, 24, and Katelyn, 21. Outside of his professional career, Ron enjoys a wide variety of hobbies. Ron loves to play music (guitar), study music theory, boat, sail, fish and scuba dive. To round it out, he is an avid

shooter at the gun range, as well as an aspiring photographer. Getting to know Ron, we can see he fits right in with Patti Engineering's company culture of 'work hard, play hard!'



Since January, Ron has seen diversity in his project work. He worked with the Texas team offsite at a client for a few weeks, and then it was back to Chattanooga to establish the office. He has focused on building new and developing current relationships with local distributors and manufacturing facilities. He feels strongly about spreading the word about Patti Engineering, as he is tuned in to the needs of area businesses for exactly what Patti Engineering can help with. He says that it is an exciting yet challenging opportunity.

"I like the challenge of new opportunities, learning new technologies and developing client relationships. Working for Patti Engineering provides a unique opportunity for career growth, learning new technologies, and meeting new people," said Ron. "It's nice to work with smart, hardworking people with integrity, and honesty. Everyone has been very helpful and patient. I look forward to many years with Patti."

~ Download the PDF ~

We work as partners with our clients. When you need an expert to help solve automation challenges, we are here to add value to your solution - enhance efficiency, increase productivity, and work with your team as a trusted resource. Visit our **website** for more information on our areas of expertise, or call us (248)364-3200 for a free initial consultation.

Thank you for your interest in Patti Engineering.

Best regards,

Georgia H. Whalen
Director of Marketing
Patti Engineering





On February 27, Patti Engineering announced details of a project it completed for Hill Country Bakery that involved implementing a state-of-the-art temperature monitoring and control system. The project resulted in improved food quality and safety assurance with automated real-time data collection, central database for report generation, and the ability to monitor and receive alarm notifications via mobile devices.

Read more in the press release

here: <http://pattiengineering.com/newsroom/food-manufacturing-case-study-advanced-temperature-monitoring-and-control/>.



On March 25, Patti Engineering announced details of its successful project at Thermon, an industry innovator in heat tracing technology. Thermon's manufacturing plant is highly automated; at its heart is the Electronic Cross-Linking Facility (ECLF), which needed an upgrade as Siemens was phasing out the Simovert MASTERDRIVES drive family and the company wanted to establish a plan to ensure system longevity.

Read more in the press release

here: <http://pattiengineering.com/newsroom/patti-engineering-upgrades-motion-control-to-double-production-speed/>.

