

Patti Perspective

June 2015

Greetings!

We have great news to share this month! In our quest to better serve our clients and partners, Patti Engineering has opened another new office; this time in "The Hoosier State" of Indiana. In our feature article we will share details of why we are expanding to the state known as the "Cross Roads of America."

The Patti Personnel Spotlight is on Nick Hobbs. A Kokomo, IN native, Nick is a dynamic sales and business development professional who is passionate about technology and helping customers solve automation challenges. In addition to spearheading business development for the Midwest region, Nick has also had a very exciting year in his personal life, read the spotlight for details!

We're Expanding to Indiana!

It's the home of Michael Jackson and David Letterman, and today we're announcing that Indiana is home to Patti Engineering's newest office. We are located way down in Kokomo, Indiana! This is the second new office this year, joining our Chattanooga office, which opened in January 2015. While the question of how Indiana got its nickname "The

"Hoosier State" remains a 170+ year mystery, how we chose Indiana for our next office is not!

Indiana's recent economic growth has been a "Thriller", with real GDP expected to rise 2.7% in 2015 according to BMO Capital Markets. Auto and manufacturing industries are leading that growth, landing Indiana on several "Top Ten Lists." Auto



manufacturing is second in the nation according to the U.S. Bureau of Economic Analysis. Indiana is also second in the nation for manufacturing employment growth. According to the U.S. Bureau of Labor Statistics report, between 2013 and 2014 Indiana's manufacturing employment grew 4.5%, far above the national average of 1.6%!

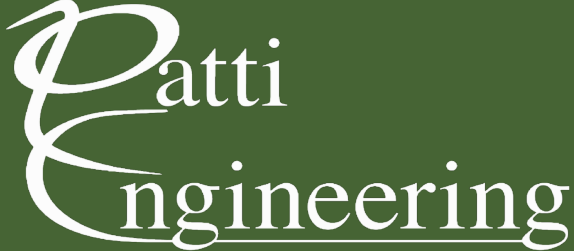
With Indiana's favorable business environment, our partners have been requesting a Patti Engineering office in the area. Kokomo, Indiana was chosen for its proximity to several key clients, including Chrysler Kokomo and Honda in west Ohio.

We started to explore options in the 4th quarter of 2014 and we were able to move quickly, hiring Nick Hobbs (see his Spotlight below!) in February of 2015. About a half a dozen of Patti Engineering's clients were located in the area prior to the opening of the office, and we plan to expand to more clients.

"I am honored to have the opportunity to build and grow the Kokomo regional office. I want to be more than a success here in the Midwest," says Nick.

Nick Hobbs will be spearheading business development for the region, while operations are currently run out of our Michigan office. We will be adding at least 2 more employees in Indiana by the end of the year. Kokomo is currently a virtual office, with the possibility of a physical office as early as 2016.

Being closer to our clients in the Midwest will be a win-win. The expansion will increase our business opportunities and our customers will benefit from readily accessible integration expertise.



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Patti Spotlight - Nick Hobbs

Nick Hobbs is one of the newest members of the Patti Engineering family. And that family is half of the reason he decided to make the transition to PE. "Patti Engineering is more than just a controls system integrator. Patti Engineering is a family owned business that believes in life outside of work. When everyone showed me and my wife, Kalee, how much they cared about us as well, it was a no brainer to pair with a company that is an expert in the controls world and who is regarded as one of the best in the nation. They are who they portray themselves to be. That, to me, meant so much more than any other company could provide."



Nick graduated from Ball State University with a Bachelors Degree in Manufacturing Engineering and a minor in Business Management. He worked for an automation distributor before coming to Patti Engineering. As Business Development Manager, he is responsible for sales development of the Midwest. He works with companies in a variety of industries including the auto industry, pharmaceuticals, food and beverage, plastics, and aerospace.



In a way, Nick's move to Patti Engineering seems like fate. "Kalee and I bought our first house back in our hometown of Kokomo. Shortly after, Sam approached me about "moving back" to Kokomo and opening an office. Little did he know, I had

already moved back."

Nick has been busy in his first few months here. His projects have included rejuvenating a major piece of machinery with a metal company, helping a parts manufacturer to finish a time-critical installation, and helping to install and debug 22 machines at an automotive company. He has robotic handling projects, vision upgrades, and major controls upgrades on the horizon.

Nick feels that he has made the right decision in his new position at Patti Engineering. "The best part about working for Patti Engineering has been the opportunities that they present you with and the trust that they give you in doing it. It also doesn't hurt that Patti Engineering has some of the best technical engineers and management team in the nation."

There was another exciting event this year for Nick - he married his wife, Kalee, last month on May 16. The couple decided to start their lives together on a fun note. As they were pronounced husband and wife, they danced to "Get Silly" by V.I.C.



Kalee and Nick traveled to the Dominican Republic for an all-inclusive honeymoon. "This was by far the most fun and relaxing vacation I had ever been on. It was absolutely gorgeous and we would both like to go back eventually."



When he's not getting married, buying a house, and starting a new office within just a few months, Nick loves playing sports. He used to play semi-pro and arena football. Now, he plays flag football and lifts with his dad every day to keep up with the bodybuilding aspect. He also enjoys playing for a state champion softball team. On Sundays in the fall, you'll find

Nick and Kalee rooting for the Dallas Cowboys; they're both huge fans!

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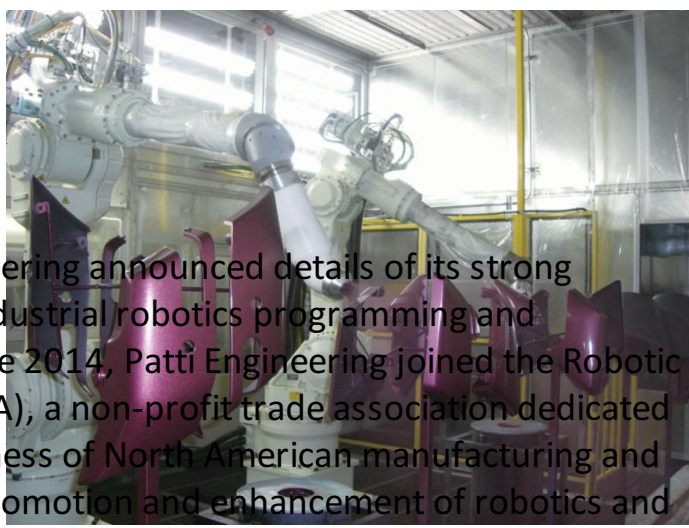
We work as partners with our clients. When you need an expert to help solve automation challenges, we are here to add value to your solution - enhance efficiency, increase productivity, and work with your team as a trusted resource. Visit our **website** for more information on our areas of expertise, 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 June 11th, Patti Engineering announced details of its strong momentum in securing industrial robotics programming and integration projects. In late 2014, Patti Engineering joined the Robotic Industries Association (RIA), a non-profit trade association dedicated to improving competitiveness of North American manufacturing and service sectors through promotion and enhancement of robotics and related automation.

Read more in the press release here: <http://pattiengineering.com/newsroom/growing-demand-for-industrial-robotic-integration-expertise/>

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