



A Personal Message from Charlie Jager, PE, President Emeritus

As Polytron nears its 35th year of successful innovation in manufacturing and process systems, I am proud to reflect on our history and accomplishments as I enter the next phase of my life-RETIREMENT!!! This has been an easy transition because the executive team and I have been working on it for many years.

A little history

In 1983, with the plan to serve the industrial sector, Dan Rapp and I formed Polytron as an electrical engineering consulting firm that was market-differentiated by its instrumentation and control systems capabilities. During his five years with the firm, Dan handled the building systems while I developed the instrumentation and control systems.

Polytron's first projects included standby generation, poultry plants, water and wastewater treatment plants, and packaging systems. Such an array enabled Polytron to develop design methodologies for various industries. We are now recognized worldwide, with credentials in sectors that include packaging, food and beverage, consumer products, chemical, life sciences, building products, and automotive. Our recognitions include the great honor of Polytron being selected from our peers as the 2015 System Integrator of the Year.

It is now time for me to retire. In that regard, Dan Rapp is a step ahead of me. He is already retired and has become a prolific author, having published numerous books. I have some catching up to do!!

Digital Revolution, Agility, and Goose Bumps

The 1980's ushered in a digital revolution. Process and manufacturing systems rapidly transformed from electro-mechanical to digital control systems. The transformative technology was the electronic digital computer, repackaged and euphemistically renamed, "Programmable Logic Controllers" or PLC's. (Back then, the word "computer" created anxiety in many mechanics, electricians, and managers.)

The rapid changes required Polytron to be "digitally agile." Our clients, too, had to be agile, recognizing that they needed to employ the new digital technologies to stay competitive. Polytron's technological foundation kept us at the forefront of the early digitalization of process and manufacturing systems and enabled us to keep our clients competitive in their respective industries.

As digitalization continues to expand and accelerate, Polytron continues to innovate for our clients. Incorporating advanced manufacturing intelligence and information processes, our systems now augment the entire enterprise. Our networks connect manufacturing execution systems (MES), product genealogy tracking systems, enterprise resource planning systems (ERP), and product lifecycle management systems (PLM). Polytron's newest service is finding ways to give our clients competitive advantages via cloud computing and the Industrial Internet of Things (IIoT).

Looking back over the years, I am amazed at the impact that Polytron has made and continues to make in the ongoing digitalization of industry. For our clients, Polytron has implemented and continues to implement automation, instrumentation, robots, and computerized manufacturing intelligence that were science fiction when I was a boy. Seeing one of our manufacturing lines or process systems morph from engineering drawings to production still brings out the kid in me...It gives me goose bumps—a sure sign I am an engineer. For me, all of this has been an incredible fulfillment of childhood dreams!!!!

A Philosophical View of the Purpose of Business

The practical purpose of business is well addressed in academic theory, accounting rigor, and in the curricula of our respected business schools. However, in my personal view, the philosophical purpose of business is to serve each other, to make friends, to promote human harmony. Ideally, I see that as Polytron's basic purpose.

Thank You All!

To you, our esteemed clients, advisors, suppliers, and friends, I extend a heartfelt *Thank You* for your support and trust. It has been a privilege for me, as Polytron's President, to know you, to serve you, and to be your friend. I will remain on the Polytron Board and hope to continue to serve you in some new role at Polytron.

Sincerely,



Charlie Jager
President Emeritus

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