

25 years of Relationship Building - A personal message from Norm Dittmann

I often tell people that although I am in a technology business, it's really the relationships with people that matter. This was true 25 years ago when I first started in the lighting controls industry and is just as true today. Even though the methods of communications have changed and the means of customer fulfillment are different, the relationships I have formed between people are key to the success of PLC Multipoint.

Looking back 25 years ago, I could only afford to do a sales call if I could piggy back it onto a system startup and commissioning field trip. It might have taken me three years to cover the country meeting sales representatives, consultants and our private label customers. The relationships that began during those early sales calls have built into lasting partnerships and friendships that have



[PLC Multipoint](#) is celebrating our 25th year in business!

PLC Multipoint

People Spotlight



allowed us to keep in touch even through career changes and new ventures.

One of my great friends in the industry used to beat me on jobs regularly while working for a competitor. He has recently changed careers and although still in our industry is serving customers from a different segment. This has allowed us to work collaboratively, introducing new products to the market.

I do believe that the relationships which matter the most in my business are those with my employees. I have been fortunate to see one of our earliest employees retire and this summer we have hired a college intern that was not even born when PLC Multipoint started. These are milestones that I cherish. In appreciation of PLC Multipoint employees, we took time out this last month to celebrate our anniversary and invite everyone along with their families to a great evening watching my Seattle Mariners. The game ended in a walk-off home run which was the fitting exclamation point on a terrific celebration of my gratitude to my family at PLC Multipoint.



Caron & Randy



Rachel & Brandon



Joe & Philip



PLC Multipoint Staff

Product Development - You've come a long way baby!

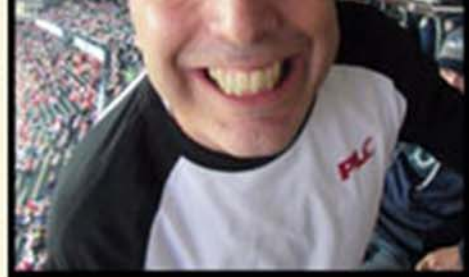
In the past 25 years, PLC Multipoint has



had a mix of incredible innovations and a steady progression of product improvements. It all started with the invention of Photo Electric Methods for Electrical Power Consumption. With this idea the PLC Sensors division as we know it today was born. Along the way there have been steady improvements in technology, manufacturing and additional features and options have been added. Each improvement has been made with an eye toward delivering the customer the highest quality product.

At the same time that photosensors were being invented for lighting control applications, PLC Multipoint was hard at work creating programmable logic control based systems for a variety of commercial applications. This was the beginning of what would become our PLC Industrials division. Some of these early controllers were used to control a General Mills flour conveyor system.

The marriage of the photosensors with the controllers allowed PLC Multipoint to focus on two very successful applications. We are a key contributor to the commercial building control system market through our PLC Buildings division and we are a leading expert in tunnel based lighting control through our PLC Transportation division. In these areas we may have started with very basic controls but we have continued to develop ever increasing levels of sophistication while working hard



Joe B



Susie & Rachelle



Norm & PLC Family



Tom & Avelino (Company Days Skit)



Philip, Charlotte, Rachelle & Susie
(Company Days Skit)

to keep the customer experience as simple as possible.

Our customers know that they can trust PLC Multipoint to work with them today and to be there for them tomorrow. At PLC Multipoint we pride ourselves in delivering the highest quality and developing a customer partnership that lasts for a very long time. We look forward to seeing what the next 25 years has to bring.



Ronda, Laurel, James, Steve, & Jasmin (Company Days Skit)

Affiliations



Upcoming Shows

IES Street & Area Lighting

Booth #43
September 2016
Hollywood, CA

Greenbuild International

Booth #1310
October 5-7 2016
Los Angeles, CA