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Friday, April 24, 2009

BUSINESS OWNER INSIGHT

Giving businesses tools to meet challenges grows E-Technologies

Automation integrator helps firms' post-downturn position

Business Courier of Cincinnati - by [James Ritchie](#) Staff Reporter

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For many companies, now might not be the time to grow, given the state of the economy. But it's a great time to improve, said Doug Fagaly, co-CEO of West Chester-based E-Technologies Group.

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"Helping them to reduce manpower, shorten their product development cycle, those things are still necessary no matter what the economy is," he said. "To make them better now is going to put them in a better position when the economic rebound happens."

E-Technologies, an automation integrator that oversees automation engineering, IT and related services for industrial and manufacturing clients, helps them do that. The strategy has led to fast growth for the firm, and Fagaly expects it to continue in 2009.

The company finished 2008 with revenue of \$12.5 million, up from \$11.5 million in 2007. It hired 10 people in 2008, bringing its total to more than 60. Fagaly expects to hire another 10 in 2009.

The firm, started by Fagaly and Steve Veldhuis in 1993, does about half its business in the pharmaceutical sector. San Diego-based drugmaker Amylin became a big client when it began work on its West Chester manufacturing facility in 2006, hiring E-Technologies to build the startup part of the production system. The firm integrated all factory-floor information into the business-level systems.

"We try to understand what a client's need is, and sometimes that's not readily available," Fagaly said. "We develop a solution from there. We don't let a perceived solution drive it."

At a time when others are cutting perks, E-Technologies is hanging onto its beach vacation. It has every year since 2002 paid for each employee and a guest to enjoy four days at a resort. They got back from Mexico in February.

As for 2010? "Someplace tropical," he said. "We talked about turning it into a ski trip. But everybody looked at me sideways and said, 'We want to go tropical.'"

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