

Here at LC Automation, we are committed to keeping you up to date.

Whether that is innovative new products, new supplier announcements or industry developments, we bring you the news that counts. In this issue, we include;

Our Latest Event, North West Manufacturing

In July, we celebrated National Manufacturing Week with 2 events focused on using automation to improve production in smaller manufacturing companies. Supported by Mitsubishi Electric, we had a fantastic robot demo and a range of interesting content. If you missed out, check out our review on page 2 and 3.

Pilz and LC Automation - A New Partnership

You may have seen the recent announcement that we are now an Authorised Pilz Distributor.

We're very proud, because another key supplier has bought into our vision to provide even better support to our customers.

Take a look at page 6 to see what this announcement means to you.

We have a Fab Lutze Ethernet Promotion

With a huge choice of products and suppliers, Ethernet is fast becoming the standard in many manufacturing companies. But how do you make sure your cables, connectors and components are really up to the job? Lutze is a name you can trust.

Get all the details on page 5.

update

Latest Developments from LC Automation Ltd

Why Do Our Customers Choose LC Automation?



We know you can source the products you need elsewhere, so what makes us different? Why do our customers choose to work with the team at LC Automation?

In a word, focus. We focus on helping you to select the right products. We focus on supplying market-leading products, from world-beating brands, so you can buy with confidence. We allow you to focus on your business and the things you can control. Focus is the key for us, and for you.

We're here to support your new projects with expert help & advice every step of the way, as you plan, assess your supply options, order and install. Existing projects or repeat orders? We make it easy to setup buying lists and re-order your parts with a few clicks online.

Do You Want to Know About;

- Safety equipment that doesn't impact on your productivity
- Is now the right time to invest in Robotic Automation?
- Are events worth attending?
- What is the best way to get started with Remote Access?

Focus on Things You can Control

There are many things that you can't control; the economic climate, Government policy, supply chain issues and staff shortages affect us all.

What you can do is focus on the things you can control; making sure you get the most out of your automation equipment and don't waste time with technologies that won't impact your bottom line. We can help with that.

Call Blackburn On
 **01254 685900**

Call Chippenham On
 **01249 460099**



LC Automation
control & safety

www.lcautomation.com

North West Manufacturing – The Directors Cut is a Wrap!

In July, LC Automation hosted a new event; North West Manufacturing - The Directors Cut, at our Blackburn Head Office and as you can see from the feedback we received, it proved to be a great day!

A well organised event as ever friendly, informal and informative.

Were You There?

We said this was going to be a different type of business event, and it certainly was. As Nigel Dean, Marketing Manager, explains; 'It was a new event, but loads of Directors turned up and they weren't disappointed. We had some great feedback saying it was even better than they expected!'

Hands-on Demo's

The morning was based around a hands-on Mitsubishi robot demonstration where **Barry Weller** discussed how robots can increase production in smaller manufacturing companies, not just the multinationals. Our own experts also talked through some innovative safety solutions that are available to keep your employees safe - without harming your productivity.

Support, Guidance... and Grants!

Later, **Will Kinghorn** from **Made Smarter** gave an insight into the help,

support, and grant funding that can help manufacturers (and their supply chain) to develop robotic solutions to meet their future manufacturing goals. 'The mention of matched grants of up to £20,000 certainly raised a few eyebrows and plenty of questions for Will', comments Nigel Dean.

Help to Win Larger Contracts

Finally, **René Power**, brought all of his 25 years' experience in helping manufacturers to win larger contracts, with a timely reminder that customer-focused marketing can help you to survive, and even thrive, during a downturn. His core message was 'don't panic' and focus your marketing efforts where they are most effective. Doing nothing, is certainly not an option!

Well hosted and clear level of expectation setting. Nice atmosphere and easy to network.

We'll be hosting more Manufacturing Events in the future. Subscribe to our weekly email News Updates or follow LC Automation on to make sure you don't miss out next time.



This wasn't your average business event and our demo area showed off a great range of Mitsubishi Robots and Cobots.



Informative Relaxed atmosphere. No Selling!

Call LC Automation Blackburn on 01254

Do You Want a Robot but Don't Know Where to Start? Jomo Can Help with that...

We couldn't let Mitsubishi take their fantastic robot demo away before Jomo Pereira, one of our technical support engineers, took a quick virtual tour for you.

The overall theme of our North West Manufacturing event was using automation to increase productivity in your manufacturing business.

Here, Jomo explains how you can do that using a Mitsubishi Cobot, SCARA or Arm Robot, and how integrating the right safety solution keeps your operatives safe while helping you to increase production.

Not Just for Car Plants!

If you think robots are just for large factories, think again. Mitsubishi Electric makes them accessible to much smaller companies who often have more to gain from automating production.

Assista Cobot

Cobots are the latest innovation in the world of robotics. Designed to work alongside human operators, Assista automatically stops when it comes into contact with a human or other obstacle. You don't need the same level of safety equipment because cobots run at a lower speed and have a smaller payload than SCARA or arm robots.



Watch our virtual Robot Demo Video with Jomo Pereira, Technical Support Engineer.



SCARA Robot

Ideal for table top pick-and-place applications or laying a glue path, a SCARA Robot has a higher speed and a higher payload than a Cobot, although that requires some safety equipment to keep your operatives safe. Our demo used a Sick Safety Light Curtain.

For safety, our robot stopped as soon as the operative breaks the light beams, and to maximise productivity it restarts automatically as soon as the operative is clear of the dangerous area. 'It's the best of both worlds really', explains Jomo.

Arm Robot

The Arm Robot has the largest payload and the highest speed, but is a higher cost option. Again, you need appropriate safety measures to keep your operatives safe, but that doesn't have to sacrifice your productivity.

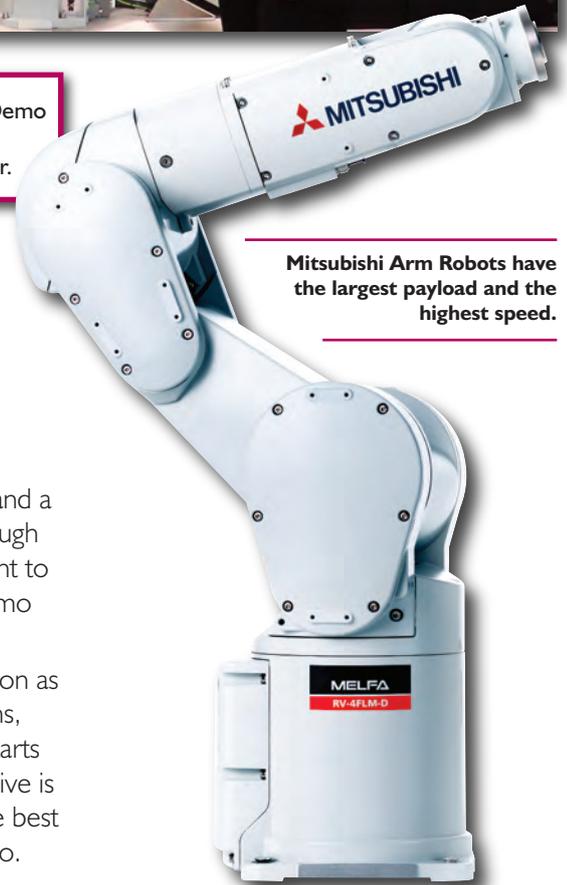
Using a Sick Laser Scanner, our demo didn't require fixed guarding, so operatives get easy access for loading

and unloading the robot without opening gates or pressing buttons.

As they enter the pre-defined warning zone, the robot slows down and then stops completely if the operative continues into the danger area. The arm robot was programmed to automatically re-start when the dangerous area was cleared and it was safe to do so.



A Mitsubishi SCARA Robot is ideal for table top pick-and-place applications or laying a glue path



Mitsubishi Arm Robots have the largest payload and the highest speed.

685900 or Chippenham on 01249 460099

Pull the Other One!

Do you have a long conveyor or machine where conventional guarding can't be used? You can't simply ignore the problem...
... you just need a better solution.

An IDEM Guardian Line Pull Wire Rope Switch is a market leading safety solution to a long running problem.

Basically, the pull wire runs all the way down your conveyor or machine and if there is a problem, pulling anywhere on the rope stops the dangerous movement. The rope pull switch also latches, meaning it needs to be reset before operation can restart.

Fortunately, an optional LED quickly shows which switch needs to be reset.

Just like the rest of our IDEM range, you can find Guardian Line Pull Wire Rope Switches in stock at LC Automation for next day delivery

Are They Built-to-Last?

Absolutely. IDEM safety rope switches are available in a choice of either painted Die Cast metal (pictured) or 316 stainless steel. Their solid construction gives them an IP67, or IP69K protection rating, making Guardian Line Pull Wire Rope Switches ideal for your harsh environments (including high pressure washdown areas in the food and beverage industry or outdoor use in an aggregates or mining application).

A Simple Safety Solution

Are you are looking for a simple safety solution that is easy to integrate into your production? Guardian Line fits your brief perfectly. You simply choose the unit which suits your control application and select the appropriate length rope kit to go with it.

Installation is easy using the patented tensioner gripper system. You thread the rope and tighten it with an allen key. If you need to adjust it after installation, you can do that with the turn of a nut.

It's anti-slip construction means the rope won't slip over time, so it is also a maintenance free solution.

Why Choose Guardian Line?

- Available in painted Die Cast Metal or 316 Stainless Steel
- Easy to install, easy to operate, and easy to reset
- Available with, or without LED
- An ideal safety solution for long machines or conveyor belts
- Suitable for conveyors up to 80m long (using 2 switches)
- In stock for next day delivery



Watch IDEM Sales Manager, Chris Best in our pull wire switch demo video

Lutze Ethernet Kits - Great Value a

When it comes to Ethernet, all suppliers are the same, right? Actually, you couldn't be more wrong. Lutze Ethernet cable and components are built to the highest standards, ensuring fast data transfer and long service life - we also have these packs on offer and in stock!



- RJ45 panel connector
- 1m, 2m, 3m and 5m shielded patch cables
- DIN rail mountable interface
- Usually £45.32 - saving £6.21
- Code NLETHINSIDEKIT



- Buy 50m of 8-core Cat 5e Ethernet Cable
- Get 2 connectors for half-price
- Usually £119.20 - saving £25.75
- Code NLETHOUTSIDEKIT



Call LC Automation Blackburn on 01254

IAI Modular Controller Now Supports EtherCAT Motion Network

Driving multiple axis of motion controllers from a single PLC has never been so easy. With it's modular design, your IAI RCON controller can drive up to 8 axes, over a range of fieldbus networks - now including EtherCat Motion Networks!

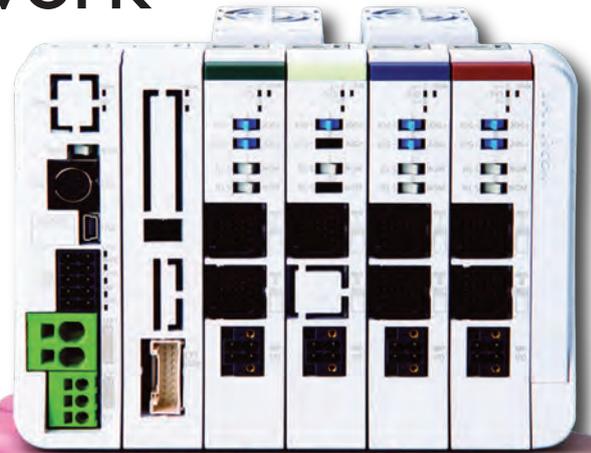
IAI RCON drives multiple axes of linear actuator, be it slide type, rod type, grippers, rotary's, etc. and links to a PLC master. This PLC master controls all aspects of the actuator, in terms of position in millimeters, the speed and the acceleration of movement.

Your Network Gateway
RCON is a modular controller, so the first thing you need is the right gateway unit for your network protocol. It has two options for programming; the RS485 serial port on the top or the USB port on the front.

Dual Power Supply Inputs
RCON also includes two, 24 volt power supply inputs, one for the controller itself and the other so you can isolate the motor power in case of emergency stop. That is also controlled by the PLC Master.



Watch Peter Stott demonstrate how easy it is to build your modular IAI RCON controller



EtherCAT[®]
Motion Network

CC-Link CC-Link IE Field

DeviceNet[™] EtherNet/IP[™]

PROFINET[®] PROFI[®] BUS

IAI
Quality and Innovation

The modular IAI RCON controller supports all these major Industrial Fieldbus Protocols

Select Your Driver Units

You then select the driver units that you want to use. Each driver unit has a built in heat sync connector, so you basically press them together and confirm the connection on the thumb wheel. That quickly links it together.

Select the next units and connect again with the thumb wheels. Finally add the terminator unit which is supplied with the gateway. Blue buttons allow you to manually jog the actuator backwards and forwards to prove connectivity - and now it is ready for use!

and In Stock for Next Day Delivery!

- Buy 50m of 4-core Cat 5e Profinet Cable
- Get 2 connectors for half-price
- Usually £109.40 - saving £13.52
- Code NLETHOUTSIDEKIT2



Just **£95.88**

- 5-port ECO Ethernet Switch
- RJ45 panel connector
- 2 x 1m, 2 x 2m and 1 x 3m shielded patch cables
- Usually £106.07 - saving you £18.60
- Order code 772004KIT



Just **£87.47**

- 8-port ECO Ethernet Switch
- RJ45 panel connector
- 2 x 1m, 2 x 2m, 2 x 3m and 2 x 5m shielded patch cables
- Usually £140.59 - saving you £24.79
- Order code 772006KIT



Just **£115.80**

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Access Permission and Operating Mode Selection, Combined in One System!

PILZ
THE SPIRIT OF SAFETY

In a language where they have a word for everything, surprisingly German only has one word, 'Sicherheit', to mean 'security' and 'safety', whereas English clearly differentiates between the two.

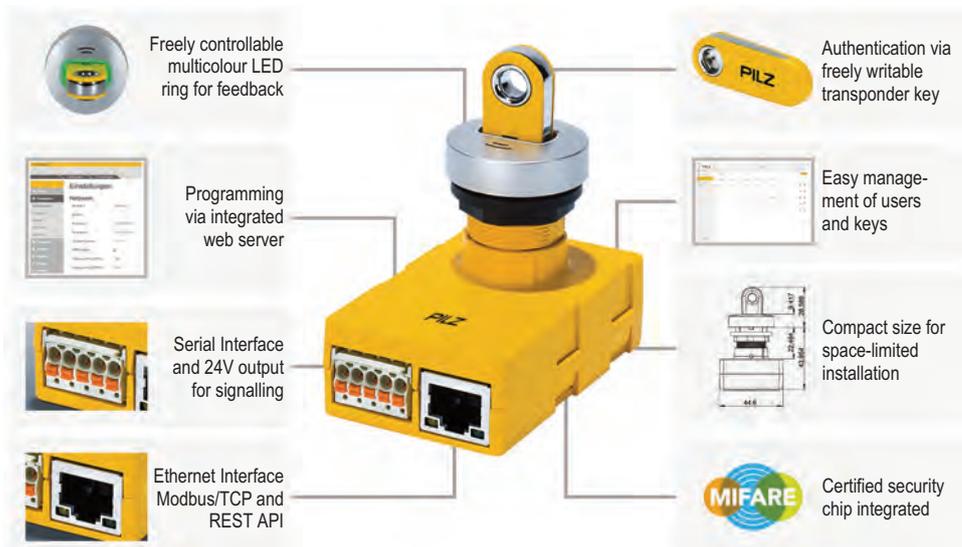
Security is understood to mean the protection of machinery from people, such as protection against unauthorised access and incorrect operation.

Safety, on the other hand, means the protection of people from machinery, e.g. protection against injury caused by moving machine parts.

Imagine one system that clearly controls the access permissions for your machine. One system that helps your employees to avoid errors using clear permission levels.

One system that makes passwords that are hard to remember, or need to be written down superfluous.

One system that renders the use of countless keys unnecessary.



One system that also enables the safe operating mode of your machine.

Pilz PITmode provides different access rights and functionally safe operating modes, with comprehensive, tamper-proof permission management.

It's easy to retrofit the PITmode and replace existing keys with electronic transponder keys, preventing organisational issues, protecting your employees and increasing productivity.

Give us a call on 01254 685900 for more info or a PITmode demo.

The PITmode product range from Pilz, does both; Security via access permissions and Safety with operating mode selection. It's the best of both worlds and provides loads of benefits for machine builders and end-users.

What PITmode Does for You;

- ✓ Clearly controls the access permissions for your machine
- ✓ Helps to avoid errors by using clear permission levels
- ✓ Makes passwords that are hard to remember superfluous
- ✓ Renders the use of countless keys unnecessary
- ✓ Enables the safe operating mode of your machine

We are Your Authorised Pilz Distributor

PILZ | AUTHORISED DISTRIBUTOR

You may have heard the recent news that LC Automation has been appointed as an Authorised Distributor for Pilz.

You may also know that we have supplied Pilz Machinery Safety products for years, so is this really a big deal for our customers? Will it make a difference to you? Now we are an Authorised Distributor, you'll get access to more products, even better support and faster response times to sales or technical enquiries.

Integrated Automation

Our sales and technical support engineers are now working more closely with Pilz experts than they ever have before.

They have already started to receive more in-depth product training and that extra knowledge helps them to integrate Pilz innovative safety products with equipment from our other suppliers, into the ideal automation solution for you.

Will that make a difference? Definitely.

Call LC Automation Blackburn on 01254

Choose the Distributor the Manufacturers Choose...

At LC Automation we love it when we work closely with other people. We love building long term relationships with you, our customers – and we believe that one of the best ways to do that, is to build much stronger relationships with our suppliers.

We don't just supply anything. We carefully choose the suppliers we want to work with. Whether that's because they supply you with the best products, or they have the best support, or more often than not, the best products and the best support - so that includes Pilz, Mitsubishi, Red Lion Controls, Sick...

Loyalty and Customer Focus

Nigel Dean, LC Automation Marketing Manager explains; 'It's great when major suppliers like Pilz repay our loyalty & customer focus with Authorised Distributor Status. It shows we must be doing something right'.

Does it Make a Difference to You?

If you want to integrate your equipment into a seamless automation solution, why go anywhere else?

As an Authorised Distributor for these world-leading brands, we can supply you with the products you want, backed up by customer service and technical support that is better than ever.

That is the difference.

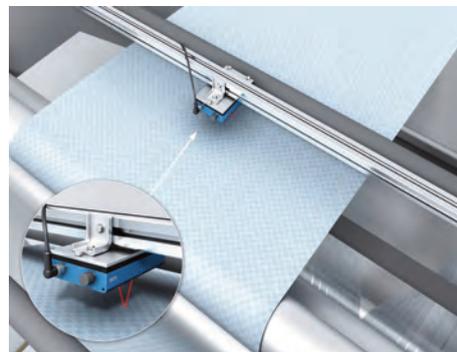


Look but Don't Touch, with the New Speetec® Speed & Length Sensor from Sick



Accurately measure continuous material in your processes, optimise productivity and improve your product quality.

If you're looking for speed & length measurement in the mechanical engineering, packaging, digital printing, or construction materials industry, check out the Speetec® non-contact sensor from Sick.



It's a compact, affordable and above all accurate laser surface motion sensor, that is perfect for increasing quality and productivity in your business.

Speetec® combines unprecedented affordability with precision surface measurement for process control and quality inspection tasks, at speeds between 0.1 and 10 m/s.

Accuracy and Repeatability

It directly measures the material surface with an accuracy of 0.1%, and a repeatability of 0.05%. Typically, Return on Investment can be achieved in under 12 months, according to Darren Pratt, Sick's UK product manager for motion control sensors.

"The performance and affordability of the Sick Speetec® is a surprise to many machine builders and end-users," he said. "It opens up new opportunities, offering process improvements with better accuracy and throughput speeds which previously weren't possible".

"Using non-contact measurement, Speetec® can be used where a measuring wheel wouldn't produce reliable results, our could damage the material, especially delicate, smooth or soft materials such as textiles".

- ✓ Accurate measurement of soft, sensitive, or smooth objects
- ✓ Slip free measurement optimises productivity & quality
- ✓ Optical sensors avoid damage or contamination of your product
- ✓ Very accurate, even with short lengths or stop start operation



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This Cool Successor has a Sustainable DNA - Rittal Blue e+



Rittal has expanded its smart cooling unit solutions by adding the new Blue e+ S range - specifically for smaller, compact enclosures.

Their latest generation of cooling units with their lower output categories of 300W, 500W, and 1 kW have been designed for efficiency, ensuring a smaller footprint and lower costs – just like their 'big brothers'. It's a win-win both for users and our future.

Reduce Your Carbon Footprint

Solutions that reduce your carbon footprint during production are in high demand. But at the same time, these solutions need to be intelligent and communication-enabled so they are easy to integrate into your digitalised manufacturing environments.

Seven years ago, Rittal responded to this demand when it launched its Blue e+ range of efficient enclosure cooling units, which provide average energy savings of 75 percent.

What Next?

Now Rittal has used the same design DNA to develop the next generation of cooling units – bringing all the cooling benefits, and even better green credentials, to users with smaller, compact control panels.



Why Choose Rittal Blue e+?

- Blue e+ is the world's most efficient cooling unit with average energy savings of 75%
- Blue e+ S cooling units are available in output categories of 300W, 500W and 1kW
- New refrigerant reduces the Global Warming Potential rating by 56%
- Blue e+ units guarantee a longer service life for your components

Keep Your Cool. Now you can get the same energy efficient cooling for your smaller, compact control panels

It's important to keep an eye on the temperature inside your control panels, because a 10% increase in temperature reduces the lifespan of your critical components by half!

But with rising energy costs, you can't afford to waste money either. Blue e+ S is an all-round solution, keeping your panel cool without wasting energy.

Get Started with Remote Access Using our Tosibox Starter Kits

To start using Remote Access, it needs to be secure, easy to use and cost effective. Our Tosibox Starter Kits tick all the right boxes!

Tosibox Locks & Nodes include award-winning security and are so easy to set up - even a child could do it.

Our starter packs include the key you need to program all your Locks or Nodes in the future and a single licence SoftKey, saving you £££'s!

- ✓ Choose the right Lock or Node for your requirements
- ✓ Starter kits include the key you need to program all your Locks
- ✓ A softkey licence is also included for added functionality
- ✓ You get totally secure, easy-to-use remote access
- ✓ You save £££'s

Program All Your Tosibox Locks and Nodes ...Forever!

TOSIBOX®



Call Blackburn on 01254 685900 or Chippenham on 01249 460099