

News

**Automation
Intelligence.**

Janz Automationssysteme AG · www.janz.de/as

September 2009



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New Product: emPC-MN270/0

Janz expand emPC family with ATOM Processor

Janz Automationssysteme AG has expanded their embedded PC family with Intel's new series of low power ATOM Processors. The new emPC-M series controllers are powered by Intel Atom N270 Processors at up to 1.6 GHz clockspeed. The emPC-MN270 can be used as a fanless system due to its low power consumption of max. 14 W. A preinstalled IEC 61131-3 Soft PLC system is also available, making the emPC-M series a high quality control solution. Janz is member of the CoDeSys Automation Alliance (CAA) and hence is able to apply CoDeSys software with its options to any emPC system.

Janz Automationssysteme AG provides a variety of installable automation solutions which previously used standard industrial PC systems.

Due to the continued minimization of manufactured machines, the emPC-M series is an ideal, small but flexible, high performance computing system which matches the requirements of different custom solutions.

Additionally, the emPC-M series can be mounted on the back of a graphics display to become a flexible HMI system with or without touch screen. Display sizes from 12.1" until 19.0" are already available. Further information about our our emVIEW systems can be found at our website..

The emPC-M series is available with Linux, Windows XP, XPembedded, Vista or Windows CE 5.0/6.0 operating systems.

If you have further questions please call or send us an email at mailas@janz.de.

You can also visit our webside www.janz.de/as.



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Janz AG vs. port GmbH

New cooperation!

Janz Automationssysteme AG from Paderborn and port GmbH from Halle/Saale have arranged to cooperate in the Industrial Communication arena. Both companies will now be recommending the preferred use of each others' products.

In the future, Janz will use the established **port** Software-Tools for CAN/CANopen (e.g. CAN-Rport, CANopen Configuration Manger and CANopen Device Monitor). In turn, **port** will build products based on the established, world-used Janz CAN Interfaces (e.g. CAN-PCIL, CAN-USB, CAN-104L).

Through this cooperation, we will use both companies' offerings to produce additional features for existing product ranges. This will result in addition synergies to benefit customers, both in the improved management of existing customer needs, as well as an expanded vision for generating new markets and attracting new customers.

port's main focus is the development of progressive, high-quality products and engineering services in the area of industrial communication, especially targeting CAN, CANopen, DeviceNet and Realtime Ethernet (PROFINET, Ethernet/IP, Ethernet POWERLINK and EtherCAT)

port has been a leading member in CiA (CAN in Automation) for many years, and is a competent partner for all questions concerning CANopen and its latest developments, in particular with regard to the drive profile definitions.

Since late 2001, CiA has established a working group defining a CANopen Gateway protocol, led by a **port** engineer within the CiA working groups, using experience gained from many different research and industrial projects.

Janz Automationssysteme AG, based in Paderborn, has since 1982 belonged to a group of the most successful industrial automation systems builders in the world. Janz has also been a member of the CiA management board and CiA's working groups for many years.

Janz Automationssysteme AG is a product development company and manufacturer of boards, systems and software for various industrial automation solutions.

Janz' products range from industry-standard to embedded PC solutions to complete control systems. Janz has placed a strong emphasis on providing customized solutions from a single source based on available standard products.

„Business begins at Janz with individual support and joint project planning through to the final delivery of the custom solution“, says Janz' Michael Rennerich. „The best, robust solution for a customer, as well as the best investment strategy, comes from thoroughly thought-out concepts with products that are readily available. Therefore, products from **port** are an important addition to our whole portfolio“, adds Rennerich.

That's why world-class companies in machine-building, automotive and medical technology depend upon Janz products. Outside Germany, the biggest international market areas for Janz AS are Italy, France, Scandinavia, China and the US.

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Employee Forum: Presenting Janz Employees

Sales: Joachim Nakat

**Function: Sales Southern Germany /
Austria / Switzerland**



Which project are you involved in?

Practically all of the sales area, and because the projects are often very different in nature, this just makes the job more exciting and interesting.

What is your professional background?

After Computer Science studies in Munich, I have acquired over 20 years experience with embedded systems and real-time operating systems, first in software development, technical support, and later in sales.

How long have you worked at Janz?

Since July, 1st 2007

Why Janz?

Because I know Janz as a company which develops and produces products of high quality, which stand out by their long-life in the industrial environment. Janz understands how to respond promptly and competently to technology changes.

What is your current project?

The area of the regenerative energy will be very important for the future.

What are your hobbies?

Bicycle tours with my wife. I like that best in the solitude of Nature - that helps me ‚refuel‘ for new challenges. Social engagements too, particularly helping children in the Philippines, with on-site visits to the Children's Village. And helping at the Lionheart Children's Hospice in Syke/Germany.

What was the most amazing moment in your life?

The finish line after my first successful bicycle marathon.

SPS/IPC/DRIVES 2009

We look forward to your visit!

At the end of November, SPS/IPC/DRIVES for electric automation will commence again in Nuremberg from 24th -26th Nov. Naturally, Janz Automationssysteme AG will be present at this event. You will find our booth in **Hall 7, Booth 131**.



**SPS/IPC/DRIVES/
Electric
Automation
Systems and Components
Exhibition & Conference**

Nuremberg 24 – 26 Nov. 2009

Visitors will see our panel-PC systems emVIEW - ideal for industrial use - and the fanless, maintenance-free embedded PCs emPC, available with a wide range performance options. They are available with scalable capacity from LX 800 until Core2Duo technology, as well as with INTEL's new Atom N270 processor.

We will also be presenting a live EtherCAT demo.

The main focus will be our custom designed products. Our customers will be able see „live“ a range of individual solutions at our booth.

Don't miss the chance and visit us at the SPS/IPC/DRIVES 2009 and discuss your individual needs or challenges.

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Internship of an FHDW student from Janz Automationsysteme AG

3 months USA residency with our representative Saelig Co. Ing.

In my studies in International Business, which combine theoretical segments at a private university in Paderborn, and practical experience segments in a company, I have got to know the Janz Company very well since October 2007. This cooperation is enabling me to graduate at a private and state-approved university while getting to know the real business world in an industrial company at the same time.

The International Business curriculum requires work experience abroad of at least 12 weeks. Janz Automation Systems is represented worldwide, either by representatives or a few wholly owned subsidiaries. Thanks to Janz' very good relations with international representatives, I had the possibility of choosing which country in which to do my internship. My decision was made in favour of the USA, the biggest market place on earth. For that reason, I spent three enjoyable months from March to June 2009 in Rochester, NY, USA at Saelig Company Inc.

Saelig Co. Inc., is an American company, founded by a British former Kodak engineer, that specializes in importing unique electronic products - initially from Europe, but now from all over the world. The CEO himself searches everyday for products and technologies which are not available in the American market and which are characterized by quality and innovation. That's how, many years ago in 1999, Saelig became aware of Janz AG and has distributed and supported Janz products since then in the American marketplace. Saelig has made a wide range of products available to the American market which have become indispensable for engineers in the USA. As a result, the company has, since its establishment in 1988, gained a well-deserved excellent reputation for bringing new products to America.

During my time in the U.S., I started by becoming familiar with the processes and organization of the company. After a short training phase and 'shadowing' the employees in marketing, purchasing, and especially distribution, I was assigned my own project. As a result of the current financial and economic crisis, there was great market uncertainty, resulting in sales decreases compared with previous years. In order to enhance the relationship between the two companies Janz and Saelig, it was my task to look for ways to increase sales in the North American market to ensure a benefit for both companies.

Following an extensive competitive analysis and a survey of customers who had already purchased Janz products from Saelig, these results were evaluated in strategy meetings and a "unique product" with an appropriate market niche was identified and modified.

Especially for the American market, a controller product group was renamed, and advertised with marketing efforts to give distinction to the name of Janz in the United States. This project was very extensive and is, of course, not finished yet, because the increase in sales in a foreign market is a continuous process, but I have learned a lot and helped devise strategies that can benefit two companies at once.

The three months in the U.S. gave me a lot of personal experiences, but they are outweighed by the professional and international experience. I've found out that there are a lot of similarities between the U.S. and Germany in certain business areas. However, there are also many differences, which one is unaware of at first glance and ignoring them can have an impact on business relations.

Having international business and trade relations, one should be aware of – and respect - cultural differences. Then, as a result, international transactions and cooperation can have a long term, successful future.

A report from FHDW student Christina Sprengel from Janz Automationsysteme AG.

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Mess- und Fördertechnik is a systems provider for loading applications in the oil industry

...a Janz Automationsysteme AG Product Success Story

Mess- und Fördertechnik (M+F, www.mfx-systems.de) is a leading full-scope system provider in many areas of oil product handling: truck, barge/ship and rail car loading, blending and additive injection, aircraft refuelling, pipeline metering, and barrel filling.

Since the Nineties, M+F is an important supplier of On-Truck Computers. These systems are installed in large quantities.

Refueller and Dispenser vehicles are fitted out with latest technology from M+F for monitoring of fuelling processes. A part of this data logging, as well as data communication via WLAN.

As a communication interface between main computer, human and machine, a Janz emVIEW-8T is used. This is built in to the cab of the Refueller vehicle and shows all relevant data, allowing operator input via touchscreen. The emVIEW communicates via CAN Bus with the fuelling system, with the monitor and the user, as well as



via WLAN with the main computer. Placing the computer here, it is possible to show clearly not only the relevant data, but also alarms indicating adjustments required, and allowing relevant data to be saved or sent in real time via radio to central control system. Fuelling orders and other relevant information can also be transmitted directly to the vehicle.

The emVIEW has to meet some tough requirements:

- In-vehicles performance must be reliable, despite years of operation in a vibrating environment.
- Since the PC is in an enclosed housing, power consumption must be low to avoid overheating issues.
- The computer has to work without problem at -20 degrees Centigrade.
- CANbus and touchscreen are required for individual use.

- The units have to have long-term availability in order to be certified for installation.
- A short computer start-up phase is required when starting the vehicle.

The decision to use a Janz system was made due to:

- Experience with CAN Bus technology for many years.
- Good support for customization of software used in M + F systems.
- Service + Support of the computer from a single source - Janz in Paderborn.
- Necessary customization of hardware and software could be realized without problems.

emVIEW systems used in this case were the emPC-A400 with various available display sizes. Displays (standard with touchscreen) attach directly to the emPC, but systems with or without display are also possible.

The emVIEW-8T (see figure) is fitted with an 8.4" SVGA LCD display and touchscreen. The resolution is 800x600 with a luminance of 400 cd/m². This HMI is available with an emPC-A400 as a control system. It offers power consumption from 400 MHz and up to 128 MB memory.

