

# News

Automation  
Intelligence.

Janz Automationssysteme AG · [www.janz.de/as](http://www.janz.de/as)

November 2009



## Contents

- **SPS/IPC/DRIVES 2009** page 1
- **Janz in Realtime!** page 1
- **Custom Designed** page 2
- **Presenting Janz Employees** page 3
- **News from the Marketing** page 3
- **Janz på Svenska** page 4
- **COPA-DATA new cooperation** page 4
- **... Janz Success Story ...** page 5

## SPS/IPC/DRIVES 2009

### We look forward to your visit

Be our guest at this year's SPS/IPC/DRIVES from November 24<sup>th</sup>-26<sup>th</sup> in Nuremberg, the world's largest exhibition for electric automation.

For the first time we present on our booth new installation possibilities for our emVIEW- family as support arm and pedestal systems. Additionally Janz shows its strength "Custom Designed" in a new light!



**SPS/IPC/DRIVES/  
Elektrische  
Automatisierung**  
Systeme und Komponenten  
Fachmesse & Kongress  
**Nürnberg 24.-26. Nov. 2009**

You will find a selection of our custom products on our booth 7-131.

We will be highlighting a **EtherCAT**-based controller operating in real-time so that visitors can see for themselves our embedded-controller's superior performance.

Reserve your free ticket for the SPS/IPC/DRIVES and arrange before hand a personal appointment with our sales team.

## Janz in Realtime!

### EtherCAT Support

Janz now also supports EtherCAT. on all emPC and emVIEW systems Janz has already been a long time a member of the ETG. The ETG is a global organization in which OEM, End Users and Technology Providers join forces to support and promote the further technology development.

In automation technology, there is currently a trend to use Ethernet also at the field level. Various approaches promise high bandwidth, low costs, simplified vertical integration, utilization of standard components from the office sector and low configuration and diagnostic effort, and all that combined with the required real-time capability.

For these reasons Janz offers this technology on the emPC PC systems and emVIEW Panel PCs to its customers. EtherCAT enables high-performance machine controls to be realized, capable to exchange many distributed signals with cycle times significantly below 100 µs.

Moreover, the system is just as suitable for cost-effective control applications where cycle times three orders of magnitude larger are sufficient, e.g. building automation with 100 ms.

*Continued on next page...*

#### Impressum/Editorial:

#### Janz Automationssysteme AG

Im Doerener Feld 8  
33100 Paderborn  
Germany

Tel: +49.5251.1550-0  
Fax: +49.5251.1550-190  
Website: [www.janz.de/as](http://www.janz.de/as)  
E-Mail: [newsletter@janz.de](mailto:newsletter@janz.de)

#### Registergericht/Registered:

Paderborn HRB 3996 · VAT/UST-IdNr.: DE813283509

#### Vorstand/Managing Directors:

Dipl.-Ing. Arnulf Lockmann, Dipl.-Ing. Michael Rennerich, Matthias Stute

#### Aufsichtsratsvorsitzender/Chairman Supervisory Board:

H. Matthias Stangier

#### Redaktion/Editors:

Vertrieb/Marketing ([newsletter@janz.de](mailto:newsletter@janz.de))

© 2009 Janz Automationssysteme AG

In case you do not want to receive this newsletter again,  
please log-off by sending an e-mail with "UNSUBSCRIBE" to [newsletter@janz.de](mailto:newsletter@janz.de)

# News

**Automation  
Intelligence.**

Janz Automationssysteme AG · [www.janz.de/as](http://www.janz.de/as)



... Continued from page 1...

The usage of Janz embedded PC as EtherCAT Master, offers a unified and powerful communication basis for the entire automation sector.

Janz Automationssysteme AG has experiences since many years in developing own Embedded PC systems which can be designed especially for customers' environments. Also high performance systems, operating with Windows XPe and other operating systems and which offer expansion slots for PC/104 or PCI board, can be offered.

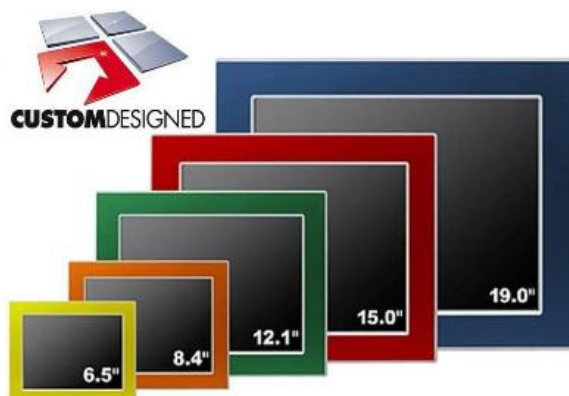
Janz embedded PC are available fanless and can operate with CompactFlash mediums, so that no rotating components are being installed. By that, a fully autarkic utilization of the embedded PC in environments with long service intervals is possible.

## Custom Designed - Your individual Solution from Janz

### Tailored to your needs!

When it comes to rugged industrial PC systems, Janz Automationssysteme AG is the right choice, with our extensive range of available versatile, configurable solutions.

Many Janz customers have experienced the fact that we offer expert, knowledgeable support from our own development department. They are also pleased to find that we are a reliable, close-contact partner, offering prompt assistance with hardware and software development technical issues.



Janz offers solutions that are as unique as your needs and requirements. We are eager to provide our customers with optimal solutions – matched to the application and customer-specific requirements. From project planning right up to product delivery - even fitting customized logos - we will create your custom product!

We can deliver our embedded and industrial PCs in various colours and designs to suit customer requirements, so all custom designed, whether you need a few hundred systems or just a few pieces.

World-renowned companies from machine building and medical industries already rely on the expertise and experience of Janz for customised products.

There are numerous applications ranging from the control of feed systems to robots and special machines, which have been made with customised products from Janz – but you might not realise this since they all have our customer's labels on them!

The key reasons our customers choose us are the flexibility we offer in the individualised choice of mechanics and electronics, and the excellent quality of our technical support.

Our top priorities are always: a reliable solution, assured investment security through well-considered concepts, and guaranteed long product availability.

We are well- equipped for the future and we have products already in the pipeline to meet tomorrow's customer needs.

The sales and development team of Janz Automationssysteme AG will be happy to advise you on specific customer needs.

# News

**Automation  
Intelligence.**

Janz Automationsysteme AG · [www.janz.de/as](http://www.janz.de/as)



## Employee Forum: Presenting Janz

### Employees

UAS FHDW Student: Christina Sprengel

“International Business”

Dual Study Employee



#### What is your previous background?

After I had graduated from the commercial high school in Paderborn, I decided in favor of a dual study program in International Business at the university of applied sciences FHDW in Paderborn, which was only possible thanks to cooperation with Janz. I am now in the 5th semester of my studies and next year I will write my bachelor thesis on Risk Management.

#### In which departments are you involved?

During my internships I got to know many departments, starting from Purchasing to Controlling. Mainly, however, I have worked in Marketing and Sales. Additionally, I had the chance to work abroad for three months, getting insights into the workflow at our representative for the North American market, Saelig Co. Inc.

#### On which project are you currently working?

Currently I am occupied with multiple projects. One is a project in Sales Control, and another is a project in Business Process Management. In addition, I am assisting my co-worker in marketing, mainly with website maintenance and exhibition and fair organization.

#### For how long have you worked at Janz?

Since the beginning of my studies in October 2007.

#### Why Janz?

Being a Paderborn citizen, the local Janz company was already known to me. In a speech on its 25th anniversary, the Janz executives said that they were always looking for young, dedicated people - so I seized my chance! My proactive application was well

received, and that is how Janz Automationsysteme AG became the co-op partner for my Dual Studies degree. At the same time I discovered a very pleasant working environment at Janz, with friendly co-workers and challenging tasks.

#### What are your Hobbies?

Whenever possible, I spend every free minute with horses, but I also enjoy jogging, meeting friends and especially reading as my leisure activities. All these give me the perfect balance to study and work.

## News from the Marketing

### Announcement of the New Product Catalogue

Ready for the leading international automation trade fair SPS/IPC/DRIVES, Janz published a new overview of the whole product range. This brochure gives a comprehensive overview of the latest products in Janz' extensive product range, for both, current and prospective customers.

The product overview contains details about our **emPC** family, fanless **embedded PCs** with scalable performance, and our **emVIEWS** - embedded systems with industrial displays. Furthermore there are some innovations in the Software section.

To see the Janz products as well in customized variations, some applications are initially presented in the section „Custom Designed“.

You are welcome to receive a copy of the new catalogue by mail or get your copy personally at our booth at the SPS/IPC7DRIVES ( November 24<sup>th</sup>-26<sup>th</sup> in Nuremberg) at our booth 7-131.

# News

Automation Intelligence.

Janz Automationssysteme AG · [www.janz.de/as](http://www.janz.de/as)



## Janz på Svenska!

### New Partner in Skandinavia

Janz Automationssysteme AG has a new distribution channel in Scandinavia. The Swedish company ProfCon Electronics AB markets to the industrial automation arena, and its CEO Lars Lidmark recently signed the distribution contract.

Profcon ([www.profcon.se](http://www.profcon.se)) is centrally located in Sweden in Nås. Founded in 1999, the company has focused its attention on well-known Swedish machinery and plant manufacturers.



[from left: Lars Lidmarck, Ulrich Lütke Entrup]

ProfCon will now be able to address an increasing number of new, interesting projects from an expanded customer base in Scandinavia (Sweden, Norway, Denmark).

The first joint marketing presentation was made at this year's ScanAutomatic in Sweden.

This exhibition is held every two years and is equivalent in content to the Hannover Fair in April in Germany. Formerly, the locations alternated between Stockholm and Gothenburg, but from 2011 this exhibition will only take place in Gothenburg.

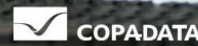
"We rely on our new distribution partners in Scandinavia, since this region offers considerable potential. In addition, our new colleagues in Sweden are very competent contacts with industrial automation engineers." said Janz Automationssysteme AG's Ulrich Luetke Entrup.

## COPA-DATA new cooperation

### Professional HMI Software for Janz emVIEW Systems

COPA-DATA GmbH, with its well-known HMI display software tool "zenon", is a new co-op partner of Janz Automationssysteme AG. The partnership will be formally announced at this year's SPS/IPC/DRIVES exhibition. This partnership is based around our existing Janz emVIEW-systems – an HMI controller family with display sizes from 6.5 to 19.0 inch.

The strong demand for appropriate control visualization software has led to the decision to align with COPA-DATA. Janz Automationssysteme AG can now offer this powerful display tool for its HMI family.



# News

**Automation  
Intelligence.**

Janz Automationssysteme AG · [www.janz.de/as](http://www.janz.de/as)



## Th. Buschhoff GmbH & Co.

### ...a Janz Automationssysteme AG Product Success Story

In the agricultural market, the demands of grain and food processing, and automatic feed control are very varied and extremely demanding. Exact dispensing of feed formulations is essential for the safe feeding of domestic animals.

Th. Buschhoff GmbH & Co. is a company that has over 125 years of tradition as being a world leader in the manufacture of stationary and mobile feed mixing plants.

Progressive customer requirements and the latest technology in food processing also require advanced control technology in this state-of-the-art mixing equipment.

In Paderborn-based Janz Automationssysteme AG, Buschhoff found not only a competent, well-known manufacturer of control systems, but also a company with product sustainability and expertise.

At the recent Hannover agricultural machinery trade fair Agritechnica 2009, Buschhoff presented TOURMIX (TWINPOWER), its newest mobile feed mixing plant.

TOURMIX features a Janz-sourced computer system communicating with two displays installed in the vehicle. One 12.1" touch-screen display is installed in the cab close to the driver to allow easy parameter setting at customer sites. From here, all control, service, and maintenance work can be performed for the entire mixer. This information is also registered at the rear of the truck on an additional display, which makes the equipment extremely user-friendly.

Great care was taken in selecting and mounting the correct display for readability even in bright sunlight. This required the surface of the display to be specially treated with an anti-reflective coating.

CoDeSys – a Soft PLC programming tool (IEC 61131-3) – was selected as the most convenient user interface, since this has proven ideal in similar applications.

A special feature is the presentation of two different display contents on the two monitors. This configuration was made possible by close cooperation with Buschhoff staff.

During the development process, the basic framework for both the controller unit as well as for the displays was determined jointly with the customer's development team.



There were no major problems in terms of technical feasibility. However, the creation of the custom-housed device was significant, since this system had to be designed with industrial components with long-term availability, and also made consistent across all the various mixing plants.

In addition, it had to fit into limited mounting space in the cab. Great emphasis was also taken in the development of the corporate design to create enterprise-wide product recognition by customers.

In addition to this specific application, controllers and displays from Janz can of course be used in other applications in mechanical engineering, production or building automation.

Janz Automationssysteme AG products make a wise investment choice due to: flexible equipment options, an almost infinite variety of customized solutions, centralized expertise in both hardware and software development, the possibility to choose from various operating systems and software tools, etc.

We would like to thank Th Buschhoff GmbH & Co. with assisting in the preparation of this text - and for their confidence in our products!