

Tech Notes

Inside this issue:

CAC Saves Client \$300,000 Annually	1
'Last Fridays' Networking Series Kicks Off	1
Advantages of Temporary Technical Staff	2
OSI PI installation reaps major benefit	2
Contact CAC	2



CAC engineers \$300,000 annual cost savings for client

Engineers were challenged with a multi-million dollar batching process upgrade for a manufacturing Fortune 500 client. CAC programmed RsLogix PLC5 and upgraded IFix HMI. The multi-matrixed group led by Controls and Automation Consultants' engineers and project managers developed

project scope, budget, schedules and other associated documentation. CAC helped establish primary focus for advancements in technology and managed technical individuals while keeping project on time and within budget. Clarence Hines, project lead, remained focal point of entire project while directing

team members for efficient task execution. At the conclusion of the project, the entire project team was awarded honored with the Quality award by our client. The changes implemented will yield cost savings over \$300,000 per year for the client.

Networking Event Series Takes Off

With a host of business owners, local artists, restaurateurs, and the area's young professionals, Controls & Automation Consultants (CAC) launched it's networking series, 'Last Fridays' on Friday, December 13th at the Radisson Hotel, Corning, NY. The best networking events bring people together who share common interests and are open to opportunities to work together and help each other. Clarence Hines, President and CEO of CAC, has done just that with the creation of 'Last Fridays'. During the first event, Mr. Hines was quoted

as saying, "I wanted to create an environment that would encourage collaboration with the many talents and resources in the Elmira area and cultivate business relationships...tonight was a great start."

On the last Friday of each month, CAC will partner with Corning's Gaffer District and other sponsors to host 'Last Fridays'. 'Last Fridays' has a great line up of exciting venues and activities that will help all attendees maximize their networking potential, meet their personal and professional goals

and enjoy an evening at some of the best social settings in the Corning/Elmira area.

If you would like information on hosting an event, becoming



ing a sponsor or attending a 'Last Fridays' networking event, contact us at info@controls-automation.com.



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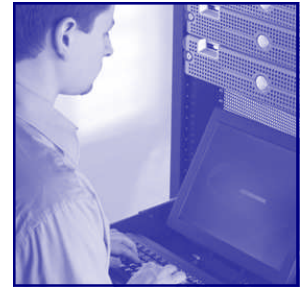
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The Advantages of Technical Staffing

All manufacturers are faced with the challenge of achieving profitability while dealing with rising costs and a competitive marketplace. In the midst of this challenge, organizations have to engineer new, better products and improve manufacturing techniques without hiring additional personnel and impacting the bottom line. The largest expense for many corporations is generally its people. It is crucial to have the ability to make changes to staff as needed to meet engineering needs and minimize the impact on the bottom line.

Many companies find utilizing long term contract assignments rather than short term replacements helps to achieve that goal. It allows them to restructure their staff into a mix of engineering talent suited specifically for their needs. Contract staffing solutions clearly presents options for substituting a significant percentage of the workforce based on contract employment, without the usual costs associated with employing a full time staff.



CAC takes this a step further by having a technical expert evaluate your needs. After conducting the initial needs assessment, our expert will select a highly qualified candidate for your project. This ensures the best possible skills match for your position. You will be provided with the most qualified personnel to meet the needs of your short-term and long-term projects. Contact Saan Corley, Business Development Specialist, at 800-430-4021 ext. 130 or via email at scorley@controls-automation.com to discuss your staffing needs today!

CAC cuts costs using the latest trending and tracking software

As concerns about energy costs rise and companies continually strive to optimize their production and process performance, many organizations are implementing historical trending and tracking software to balance each of these crucial variables. Trending and tracking software allows users to trace each temperature, motor speed, weight, or any other data that might be essential to SPC (statistical process control) or the quality department.

Staff members from Controls & Automation Consultants were called upon to assist in the installation of a

plant-wide OSI PI system at a metal forming manufacturing facility. The facility's machinery had no way of measuring or recording their processes throughout the day without someone manually recording the information. Before the trending software could yield the desired results, the facility needed to have full communication.

CAC's staff worked closely with the facility's engineers to design a system to integrate communications to all machines in the facility, both old and new. CAC's engineers had the expertise to electrically engineer communications to machines

dating back to the 1970s as well as current electrical equipment. The upgrades made by our staff allowed for the success of the entire project and to date, this system yields ever growing cost savings.

Many of our customers have achieved significant business value from implementing systems similar to these. If you would like more information about this or any other service CAC provides, please contact us by phone at 800-430-4021, on the web at www.controls-automation.com or email us at info@controls-automation.com.

CAC President quoted in June 2009 Control Engineering magazine

Clarence Hines, Founder and President of Controls and Automation Consultants, was a guest contributor in the June 2009 issue of Control Engineering magazine. His contributions can be found in the excerpt below. To view the full article, go to www.controleng.com.

Contracting for services? Qualifications should come first

“The fee for the technical skills and experience provided by a high quality engineering firm amounts to approximately 1% of the total cost of the project. Yet these services are critical to determining the other 99% of the project’s life-cycle costs, as well as the quality of the completed project. QBS creates a relationship that allows the owner and design professional firm to work together to develop the project scope and determine alternative materials and designs that will minimize long-term operational and maintenance costs.

That’s why it pays to remember that the best can also provide the best overall price. “Low cost does not necessarily mean low quality,” says Clarence Hines, CEO and president of system integrator Controls & Automation Consultants. “I have found that imagination, innovation, and creativity can provide low cost solutions.”

To illustrate this point, Hines points to a commodity purchased sometimes on the basis of cost and sometimes on quality: blue jeans. “Have you ever observed the quality of a high-priced pair of jeans compared to a low-cost pair of jeans? Sometimes you can notice either double stitching along the seams or single stitching. To reduce costs, some top-notch companies might opt to use single stitching, while an imaginative smaller company might invent a low-cost method to perform double stitching.”

Similarly, says Hines, his company uses “concurrent engineering methods and imaginative brainstorming sessions as a part of our project work breakdown structure. My team members are instilled with the notion of working smarter not harder to design systems that are of lower cost to clients, yet every bit as effective at getting the job done.” Such an attitude is a qualification worth noting [1].”



[1] V. VanDoren and R. Brenke, "Contracting for services? Qualifications should come first," *Control Engineering*, vol. 56, no. 6, June 2009. [Online]. Available: http://www.controleng.com/article/278954-Contracting_for_services_Qualifications_should_come_first.php. [Accessed Sep. 24, 2009].



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