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Automation Service News

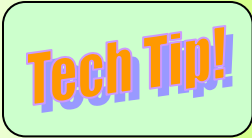
The Newsletter of Delta Automation Inc.



Square D Authorizes Delta Automation Inc. for Service



Contact names, numbers and e-mail addresses



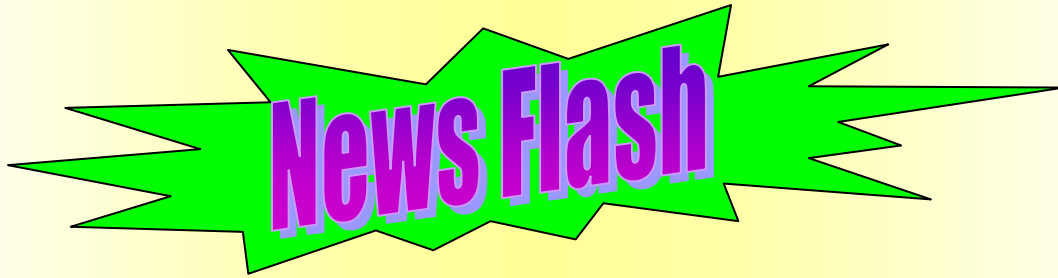
Useful Technical information



New Seminar on Upgrades



New Products for Remote I/O



The **Square D Company** has Authorized Delta Automation Inc. as its **first ever** and only

Authorized Service Center for Automation Products.

This authorization will enable faster response times to customers and distributors and brings the tribal knowledge of the older products back into the service arena. This knowledge of the legacy products provides the ground-work for system upgrades and PIP's. Delta Automation Inc. has a working lab of these legacy systems to fully understand and properly integrate the customers existing programs from those platforms to the newer systems.

The engineers at Delta Automation Inc. have the expertise to make sure that system conversions and their respective start-ups occur smoothly and at a reasonable cost in product and services and most importantly in minimal required downtime, that the customer can justify.

Delta Automation Contact Info

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For after hours

Emergency Service or Parts

Call our main number 888-723-3582

Extension 55

Leave a message and someone will respond within fifteen minutes to answer your call.

www.deltaautomation.com

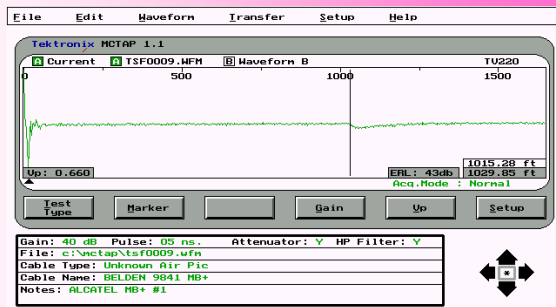
2704 Charles City Road Richmond, VA. 23231



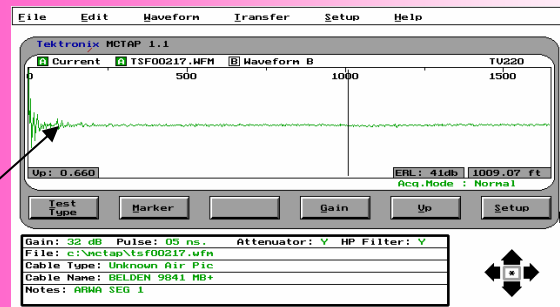
Modbus Plus Industrial (Rugged) Tap Utilization

The ability to have connectivity without disruption to an existing network is a wonderful concept. However, this does come at a price. Both in procurement dollars (\$168.00 each) and in total network performance. For this discussion, we will disregard the pricing issue. In terms of network performance and impact, these devices when installed in volume upon a network, may cause a slow down of throughput due to increased retrying of packets. This is due to the larger than normal affect upon the impedance of the segment¹ in which it is installed. In reality, **no more than two** of these taps should be installed per segment and with a distance of greater than 100 feet separation. If occasional network access is required in additional locations, the standard tee type of tap should be utilized.

Below are two examples of readings taken from existing installations to illustrate the differences in impedance which may affect the reliability of an installation.



System without industrial taps



System with industrial taps

Indication of impedance mismatch

These are the types of issues and problems that can be avoided by utilizing the network services of Delta Automation Inc. for all of your network design and support needs. Delta Automation Inc. certifies Modbus Plus, Modbus II and Remote I/O networks in metallic and fiber optics.

¹ A segment is defined as the portion of cable between terminators

Delta Automation Inc. is pleased to announce
A Seminar on

How to Evaluate and Sell Upgrades & Service

This one-day seminar is designed for salespeople and application engineers that are tasked with recognizing and bringing to the customer a solution that will provide options for cost effective replacement. After attending this seminar, attendees will be able to quickly and more efficiently generate accurate quotes. Swiftly analyze the problematic or typically missed trouble areas. Know what to look for and where and how to locate and document it. Learn how to pinpoint areas of impending high failure probability. Be aware of what hardware has no direct replacement and what to suggest in its' place. Learn typically which systems are the most prone to cause problems during the conversion and start-up phases. How to prepare both the job and the customer for any potential issues that may arise and how to handle them in advance through proper planning. Master the techniques of pricing, ease of switching and assurance of a smooth transition to the newer platform to allow you to effectively shut out competitive systems!

These seminars will be on both an as requested basis at our location or a location near your sales force, plus regularly scheduled days. Please contact Bob or Roy for more information concerning content, schedule dates or pricing. 804-236-2800



New Connectors *now available* for Remote I/O Systems



Delta Automation Inc. in conjunction with the engineers at Schneider Automation have researched and selected replacement connectors for the obsolete Raychem EZF-6, EZF-6C and the EZF-11 style connectors.

These connectors were selected for their performance electrically as well as their ease of installation in the field. They are comparable in cost and are readily available. They of course utilize specialized stripping and crimping tools which also are readily available. These specialized tools are further modified by Delta Automation Inc. to make field use an even more streamlined operation. All of these items are currently in stock at Delta Automation Inc. Please call Bernie or Dave for more information and pricing. 804-236-2800

Remote I/O Service

Delta Automation Inc. announces production of a special kit containing all of the necessary tools and parts for installation of the new style remote I/O connectors.

This kit will be invaluable to anyone that must service and maintain remote I/O systems. Currently available, are kits for RG-6 quad cable applications, RG-11 quad cable applications and a combination kit containing supplies for both types. Included are connectors, stripping tool, crimping tool, wrench, cutter, insertion tool, detailed instructions, reorder form and a carrying case. Please contact Delta Automation Inc.'s sales team for more information, part numbers and pricing. 804-236-2800

