

# THE GREAT LAKES controller

Spring 2010

**GLC** Great Lakes Controls  
Of New York, LLC  
Applying Technology To Industry

**SIEMENS**

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## Siemen's "Smart Chopper" on Display at Electri...FYI Event



OCC founder, Paul Teutul Sr. shows off the Smart Chopper at its 2009 unveiling.

In 2009, Siemens teamed up with renowned custom motorcycle manufacturer Orange County

Choppers to build the first custom electric American chopper. Unveiled at the Time Warner Center on August 12, 2009, the Siemens "Smart Chopper" is made from both new and recycled materials and has some pretty impressive features. This all-electric bike can reach speeds up to 100 mph and travel approximately 60 miles on a single charge.

"We wanted to build this unique chopper to raise environmental awareness and reflect what the 69,000 employees of Siemens USA are doing to help America stay on the cutting edge of tomorrow's green economy," said Daryl Dulaney, President & CEO of Siemens Building Technologies. "Siemens is already very much a part of the fabric of

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## The Electri...FYI

2010 UPSTATE ELECTRICAL SHOW

Save the Date! This Event Happens Only Once Every Three Years!

Date: Wednesday, March 31, 2010

Time: 9:00 am to 6:00 pm

Location: Monroe County Fair & Expo Center, at the Dome, Rochester, New York

- Over 200 Product Lines!
- Free Admission! (to Individuals in the Electrical, Design, and Engineering Communities)
- Free Technical Seminars Offered Throughout the Day!
- Make New Contacts in Related Fields!
- Complimentary Happy Hour!

Visit the Amazing Siemens Exhibits:  
Booths 148-150 and 155-157

**SIEMENS**



On Display: • IA FA (Solar Tracker and Wind Power applications) • IA CE (Industrial Controls products) • DT (Drives products) • Construction Products • IMT Solar Product with S7 1200

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## Message from the Owners

Most business owners were pleased to see the final months of 2009 tick away and actually were guardedly optimistic about 2010. Now in the final weeks of Q1 2010, we begin to realize that all forecasts depicting a slow recovery were probably far more accurate than the occasional optimistic viewpoint heard here and there. Traditional automation markets such as automotive continue to be challenging but there seem to be bright spots in the renewable energy and green initiative opportunities.

However, addressing these markets requires a fresh new approach from companies like ours in order to take advantage of the opportunities. Sales and Marketing plans

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## Training & Event Schedule\*

DATE	COURSE
March 24, 25 31	Introduction to WinCC Flexible HMI Configuration Electri...FYI Show, Rochester
April 13 13, 14, 15 21, 22 28, 29 28-30	ISA Technical Show & Expo, Buffalo Siemens Introduction to Step 7 Programming Safety Integrated Siemens PLC Based Motion Siemens S7-1200 Road Show, Rochester, Buffalo, Syracuse
May 5, 6 25, 26	Introduction to WinCC Flexible Introduction to Siemens Drives
June 8-10 8-10 15-18 16-17	Siemens Introduction to Step 7 Programming Siemens User Conference, North Carolina Rockwell to Siemens S7 Conversion Training Siemens Safety Integrated

\*Please remember to register at least 2 weeks prior to class schedule. Call 585-426-4607 or 866-452-6369 outside of Rochester to sign up now! All classes start at 8:30 am and run until 4:00 pm. Lunch is included. Custom courses are available upon request.

# Spotlight on SIEMENS

## Service Pack 2 for STEP 7 Basic V10.5 is now available for delivery!

Current users of STEP 7 Basic are encouraged to upgrade to the new service pack to get all the latest features and fixes to a few previous software bugs. Please note that Step 7 Basic V10.5 is currently for S7-1200 only.

### What's NEW in SP2?

- Increase of the number of configurable variables for the Basic Panels (internal and external variables are counted)
- 250 Variables for KTP400 Basic mono PN
- 500 Variables for KTP600 Basic mono PN, KTP600 Basic color PN, KTP1000 Basic color PN, TP1500 Basic color PN

### New Operations:

- FieldRead (read from a table with variable index)
- FieldWrite (write value to a table with variable index)
- New user interface language of STEP 7 Basic: Chinese desktop/user interface, Chinese documentation

### Important Items for Average U.S. to Note:

The number of variables for the KTP400 basic mono panel is double what it was previously – removing a previous limitation in using the

KTP400 together with the S7-1200.

[www.usa.siemens.com](http://www.usa.siemens.com)

## FREE Trial Software!

### Service Pack 2 for STEP 7 Basic V10.5

Siemens now offers a 14 day trial version of STEP 7 Basic V10.5. The software can be obtained on disk, free of charge.

To get your free software, please contact:

**Great Lakes Controls of New York, LLC.**

email: [sales@glc-ny.com](mailto:sales@glc-ny.com)

[www.glc-ny.com](http://www.glc-ny.com)



## SIMATIC STEP 7, WINCC Flexible and WINCC Software and Windows 7

Microsoft recently released "Windows 7" as the latest Windows PC operating system. It is Siemens' intent to release a Service pack or new version of their software to provide compatibility with Windows 7.

In order to ensure quality in their software products, Siemens has an extensive system test process each product is required to pass before they release it for distribution. With numerous Automation Software base packages and add on packages, there is always a delay between the Microsoft operating system release and the Simatic or WinCC/WinCC Flexible release supporting the new operating system.

Siemens Automation Software is currently being modified to work with Windows 7 and they plan to release the following products in the sequence stated below. These are target dates and subject to change depending on the results of system testing.

- STEP 7 V5.5 Summer 2010
- WinCC V7.0 SP2 Summer 2010
- WinCC Flexible 2008 SP Summer 2010



## Announcing M200D Enclosed Motor Starter with Communication

Siemens is pleased to announce the robust M200D motor starter. It can be installed outside the control cabinet and close to the motor thanks to its compact design and high degree of protection (IP65). This product is particularly useful for material handling and conveying applications with distributed control architecture. The M200D is available as a direct or reversing starter for motors and can start them electronically and mechanically. The product comes in two current range settings (0.15-2A and 1.5-12A). The motor starter's electronic overload relay and circuit breaker protect the motor against overload and short-circuit. Moreover, the motor starter offers optional full motor protection through the evaluation of signals from temperature

sensors mounted on the motor. The M200D supports AS-Interface, PROFIBUS and PROFINET communication protocols.



M200D Enclosed Motor Starter with Communication

## Space Saving High-Density Expansion I/O Modules for Popular S7-1200 Line



High density, four- and eight-channel modules offer twice the number of channels per module in the same standard expansion module case size.

## Scalable and Flexible Design

Up to eight Signal Modules can be connected to the largest CPUs. One Signal Board can be connected to all CPUs, allowing you to customize the CPUs by adding digital or analog I/O to the controller without affecting its physical size. The modular concept provided by the SIMATIC S7-1200 allows you to design a controller system to exactly fit your application needs.

## Memory

Up to 50 KB of integrated work memory is provided with a floating boundary between the user program and user data. Up to 2 MB of integrated load memory and 2 KB of integrated retentive memory are also provided.

## Communication

Up to 3 Communication Modules can be added to any of the SIMATIC S7-1200 CPUs.

The RS485 and RS232 Communication Modules provide the connection for performing Point-to-Point serial communication. This communication is configured and programmed using extended instructions or with the library functions, USS drive protocol and Modbus RTU Master and Slave protocols, which are included within the STEP 7 Basic engineering system.

## Integrated Ethernet Interface

The Integrated Ethernet Interface is used for programming, as well as for HMI and PLC-to-PLC communication. Additionally, it supports communication with third-party devices using open Ethernet protocols. This interface features an RJ45 connector with auto-crossover functionality and provides for data transmission rates at 10/100 Mbit/s. It supports up to 16 Ethernet connections and the following protocols: TCP/IP native, ISO on TCP, and S7-Communication.

## High-Speed Inputs

The new SIMATIC S7-1200 controller comes with up to 6 high-speed counters. Three inputs at 100 kHz and three inputs at 30 kHz are integrated for counting, measuring, and positioning tasks.



## Pepperl+Fuchs Acquires Siemens Proximity Sensor Business

Acquisition strengthens Pepperl+Fuchs' position as the industry's leading provider of proximity sensing and other factory automation solutions.

**TWINSBURG, OH, February 27, 2010**

Pepperl+Fuchs, Mannheim, Germany, has signed an agreement with Siemens Industry Automation Division, Nuremberg, Germany, to acquire Siemens' binary proximity sensor business. The acquisition is expected to be finalized effective June 30, 2010, and Siemens will continue to accept, support, and execute all orders for Siemens proximity sensors until the transfer is complete. The interim period will be used to seamlessly integrate the new business and

products into Pepperl+Fuchs' existing portfolio, while providing uninterrupted service and delivery capacity for Siemens proximity sensor customers.

"We are delighted with the acquisition and the opportunity to benefit from the broad technological spectrum, highly qualified personnel, and strong market position of Siemens, particularly in the field of ultrasonic sensors," says Dr. Gunther Kegel, CEO of Pepperl+Fuchs GmbH.

"Pepperl+Fuchs is recognized as a worldwide specialist in the field of electronic sensors and components for factory automation, and offers the best foundation for further developing Siemens binary sensor technology business," says Hans-Georg Kumpfmüller, CEO, Business Unit Sensors and Communication, Siemens Industry Automation.

**International - [www.pepperl-fuchs.com](http://www.pepperl-fuchs.com)**

**North America - [www.pepperl-fuchs.us](http://www.pepperl-fuchs.us)**



## Anybus® RemoteCom™ Simplifies Remote Device Management and Control

HMS Industrial Networks introduces Anybus® RemoteCom™, a new product family for remote management and control of automation devices, Halmstad. With Anybus® RemoteCom™, HMS Industrial Networks introduces a complete new product series for remote management and control of automation devices. Anybus® RemoteCom™ is equipped with a powerful internal web server for remote access of device data including data logging and trend graph presentation. The integrated alarm and status handler automatically notifies remote supervisors via SMS or email if predefined limits are exceeded. Typical applications include remote management and supervising of factory and process automation devices, generator power stations, as well as, heating and ventilation equipment in building control.

As an additional service, a secure central web server solution that expands the functionality of Anybus® RemoteCom™ is provided. The central server collects and stores logged data in one central location. Storing the data centrally, extends the logging period and makes it easier to browse through the

data of several devices without the need to establish an individual remote connection.

Anybus® RemoteCom™ connects locally to any automation device that is equipped with a standard serial Modbus-RTU interface. It features two serial ports: RS-232 and RS-485. The remote connection is made through the internet/intranet and the integrated Ethernet interface. Alternatively, a wireless GSM/GPRS network can also be used. Configuration is made through the built-in web server that can be easily accessed from any standard web browser with no additional licenses or royalties required.

Anybus® RemoteCom™ devices are available in a DIN-rail mountable IP20 rated plastic housing or in a rugged metal housing. They are powered by a single 24 Volt industrial power supply.

Anybus® RemoteCom™ simplifies remote supervisory and control of automation devices, minimizes downtimes, and helps to provide accurate information at any place at any time. This avoids unnecessary traveling of service personnel around the globe and helps to secure our natural environment.



**Anybus® RemoteCom™ simplifies remote management and control of automation device**

## CANopen Module for ET200S The new module connects Siemens automation and control systems with CANopen

Nuremberg, Germany, November, 24, 2009. HMS Industrial Networks in cooperation with Siemens AG, introduces the new plug-in 1SI CANopen extension module for the Siemens SIMATIC ET200S I/O system. The new module brings CANopen connectivity to the SIMATIC ET200S distributed I/O system, allowing seamless integration of CANopen devices into the Siemens automation architecture. The CANopen module fits mechanically into the standard ET200 system rack and can be used in combination with all other Siemens modules of the ET200S family. Via the standard Siemens Profibus or Profinet bus coupler of the ET200S, the 1SI CANopen module can be used along with the large range of Siemens automation and control systems including SIMATIC, SIMOTION, and SINUMERIC systems.

The 1SI CANopen enables the easy integration of CANopen enabled devices within the Siemens Profibus and Profinet based automation architecture. Typical applications include all kinds of machines and automation systems where CANopen enabled drives and Siemens PLCs are used. The 1SI CANopen module is integrated into Step7 which helps users to minimize engineering efforts. The CANopen Master configuration is made via an external CANopen configuration tool.

HMS Industrial Networks is the leading independent supplier of embedded network technology for automation devices. HMS develops and manufactures solutions for interfacing automation devices to industrial networks. Development and manufacturing takes place at the head office in Halmstad, Sweden. Local sales and support is provided by the HMS branch offices in Chicago, Beijing, Karlsruhe, Milan, Mulhouse, and Tokyo. HMS employs 155 people and reported sales of 29.4 million in 2007. HMS was formed in 1988 and has had an average organic growth of 30% per year over the last 10 years. HMS is listed on OMX Nordic Exchange in Stockholm in the category Small Cap, Information Technology with ISIN SE0002136242.

[www.anybus.com](http://www.anybus.com)



## STM Series Drives Drive + Motor + Control (Complete OEM Solution)

**Great Lakes Controls has signed on with Applied Motion Products as a distributor for Western and Central New York!**

### STM23 Series Drive+Motor

The STM Series is an integrated stepper drive+motor unit, fusing step motor and drive technologies into a single device, offering savings on space, wiring, and cost over conventional motor and drive solutions. The STM also fits with the ST product family of step motors and drives for a complete motion control system.

- Sophisticated Current Control
- Anti-Resonance and Torque Ripple Smoothing
- Microstep Emulation
- Encoder Feedback Option

[www.applied-motion.com](http://www.applied-motion.com)



**HMS introduces the new 1SI CANopen module for SIMATIC ET200S**

## Meet the Outside Sales Team



### From Left to Right

Joe Rodriguez, Sr. Application Engineer  
 Mark Brant, Account Manager, Rochester & West  
 Hugh Larry, Vice President, Engineering Manager  
 Al Sharrow, Sr. Application Engineer  
 Mike Fennessy, President, Sales Manager  
 Mike Sabatine, Account Manager, Rochester & East

**Next Issue: Meet the Panel Shop Team**

### "Message from the Owners" from page 1).

need to be astutely evaluated and enacted to redirect resources and efforts into these emerging and growth markets. Strategy, innovation, and change management models are the critical tools that can assist companies to actually thrive even in this economy. We've learned that if you are not changing and continuously aligning each facet of your business to attract the opportunities and satisfy the needs within new markets, you run the risk of failure.

In the summer of 2009, we started the process of changing our business based on several well-established business models. One of the fundamental steps in this process was to define our organizational vision. This included such things as our core values, core focus, and strengths, which we are continuing to apply toward executable goals and untapped opportunities available to our business. These items also form the building blocks for both our organizational development and the marketing plans we are now establishing for the company.

We would like to share our Core Values with you:

- Honesty, Integrity, and Trust
- Self-Motivated and Driven Employees
- Commitment and Passion for our Business and our Industry
- Customer First Attitudes and Actions

Our Core Strengths:

- Superior Product and Application Knowledge
- Commitment to providing both Pre and Post Sales Customer Support
- Engineering and Training
- The Great Lakes Controls Team – dedicated to true Customer Satisfaction

By focusing on our core values and strengths, we are guiding our business to the next level. We Thank You for your continued support...and we look forward to working with each of you for many years to come!

Sincerely, Hugh & Mike

### "Smart Chopper" from page 1).

America, and our portfolio is one of the greenest in the business. Green is not marketing hype for us; it is in our DNA."

"If energy or energy efficiency is involved—Siemens is involved," said Randy Zwirn, CEO of Siemens Energy, Inc. "Our technologies are helping to more efficiently and cleanly produce, deliver, consume and conserve energy. And these technologies are here today. This bike represents the spirit of innovation and passion we have for seeking sustainable solutions for our planet."

Orange County Choppers, a leading manufacturer of custom motorcycles, built the Siemens Smart Chopper over the course of a month. Siemens also developed a compatible Smart Grid-ready charger which communicates with the utility to enable charging when the electricity is most affordable.

The motorcycle features and design include:

- First electric chopper by Orange County Choppers
- Recycled materials
- Advanced DC Motors Inc. Series Wound 8" motor
- LED lighting by OSRAM SYLVANIA, a Siemens company
- 27 Peak horsepower and maximum speed of 100 MPH
- Range of 60 miles on a single charge
- On-board charger that can be plugged into any 110-volt outlet



OCC founder, Paul Teutul Sr. gets in a test drive on the Smart Chopper before its 2009 unveiling.

## We Want Your Opinion

Please go to: [www.glc-ny.com](http://www.glc-ny.com) and email any comments or suggestions about our newsletter to Mike Fennessy.

### "Electri...FYI" from page 1).

The Only Electrical Show in the Northeast in 2010!

Electri...FYI is the only opportunity for individuals in upstate New York to see all the big players (not just representatives), under one roof, at one time. It is the only opportunity to see everything that's new and a great place to network, learn, find alternatives, and solve problems.

Special Focus on Green Power, Green Technology, and Energy Savings.

Many of the vendor displays and educational programs at Electri...FYI will cover green topics and showcase the various technologies, applications, and solutions that help businesses do more with less energy and prepare for future energy usage trends.

This show attracts specifiers, buyers, and sellers of electrical and lighting equipment from across New York State and the Northeast. For More Information,

Call Mark Brant: (585) 426-4607 or email: [mbrant@glc-ny.com](mailto:mbrant@glc-ny.com) | [www.glc-ny.com](http://www.glc-ny.com)

## Famous Quote



Henry Ford with Model T in WNY, 1921

"Whether you think you can or whether you think you can't, you're right!"

Henry Ford 1863 – 1947



## Trivia Challenge

Be among the first three to answer correctly, and win a \$25 Applebee's Gift Card.

Question: According to Uncle Leo, what was Cousin Jeffrey's favorite animal?

Go to: [www.glc-ny.com](http://www.glc-ny.com) and email your answer to Mike Fennessy.