



TOP 5 THINGS TO CONSIDER WHEN REPLACING CONTROL SYSTEMS

It is Thursday, about five minutes before second shift; you have 25 jobs to get done. Thinking ahead, you scheduled an entire crew to come in, but even with all your careful planning, the jobs won't all get done.

Why?

The aging Control System that you have been asking the accounting department to approve for replacement has broken. The outmoded control system is sapping valuable productivity from an otherwise useful machine from Ward, Martin, Langston, or other high-quality company. Now your operators have to waste valuable machine time setting up jobs manually. It may seem that you have been dealt a difficult hand, but if you carefully consider the options available to you, you can even improve your machine's performance with this replacement.

1. Cost

It seems simple, but cost is often an extremely complex issue. Initially of course is upfront cost; how much to get the Controls installed and working on your machine. Less obvious though is cost over the lifetime of the new Controls. Are replacement parts readily available, or will the manufacturer hold your feet over the fire with ridiculous proprietary parts?

Return on Investment for a Typical Two Color Flexo Folder Gluer

Shifts per day	2
Set-ups per shift	5
Working days per month	21
Average reduction in set-up time due to Pacesetter	15 min
Machine profit contribution per running hour	\$180.00

This equates to 2,520 set-ups per year (2 times 5 times 21 times 12).

Saving 15 minutes per set-up gives you 630 additional hours of machine running time available every year (2520 times 15 divided by 60).

Which can generate - Annual Profit Increase \$113,400 - Per Machine

- A Langston LMC14 replacement costs \$32,000 including installation. Return on investment occurs in less than 4 months.
- A 12-axis S&S flexo retrofit costs about \$51,000 including installation. Return on investment is less than 6 months.



2. Open Architecture

This simply means that specifications are public and therefore parts are available from multiple sources. With no dependence on specific vendors, you are protecting against supply disruptions or high prices. The lack of these parts can greatly increase the cost over the lifetime of the new Control System. Some manufacturers claim that systems are comprised of commercially available hardware, but neglect to mention that integral parts such as touch screens are in fact proprietary and can cost up to ten times as much of generic equipment to replace. With IMC, you will never be held hostage for an inflated cost replacement part.



3. Ease of Use

Training operators on complex systems can be costly and waste enormous amounts of time. Some systems offer the ability to see all the stations of the machine by scrolling through complex graphical views over numerous pages.

Pacesetter 2.0 can offer the operator a single page view of all the machine stations. Pacesetter's graphical user interface is simplified; only the necessary information is presented, avoiding over-complex interface decoration.

4. Expertise

Is it possible to put a value on the professional knowledge you bring to your job? IMC specializes in replacement Control Systems. Period. Neither the engineering nor technical departments dilute their expertise in Control System design and installation by working on other aspects of the box plant. This expertise is especially prevalent with Langston. IMC's management and engineering teams are led by the former Manager of Control Engineering and the designer of Langston's computer control systems.

5. Reliability

Given the mission critical status of your set-up control, why would you ever trust Windows OS? From NASA to many Fortune 500 companies, Linux is the choice OS when resistance to viruses and crashing is mandatory. Linux is a stable open source 32-bit license free Unix variant that supports full graphical user interface, large memory space, easy customization, maintainability and portability. It has all the advantages of Windows without Windows inherent problems. Linux is crash resistant and doesn't require an uninterruptible power supply. No shutdown procedure is needed; power can simply be turned off.

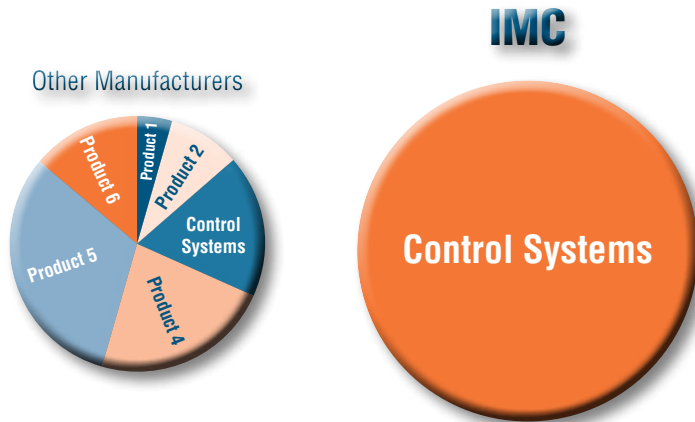
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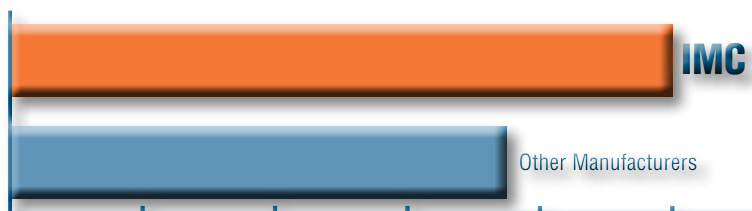
Pacesetter 2.0

Why Choose IMC?

Control systems are IMC's only products. That's all we do.



We have more experience in retrofitting control systems to more different types of converting machines than anyone else.



Experience

Excellent return on investment



Investment Return



Only IMC gives you the proven confidence of being able to retrofit all your converting equipment with an open architecture design that simplifies maintenance and reduces training due to a common user interface.



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