

## 'SMART GRID' SOLUTIONS COULD SAVE \$6 BILLION ANNUALLY

Rockwell Automation plant-wide energy optimization tools are "smart-grid-ready."

➤➤ Rockwell Automation recently developed a portfolio of smart, safe and sustainable manufacturing solutions that could help companies save up to \$6 billion a year, or about 10% of U.S. industrial electrical energy costs, by capitalizing on "Smart Grid" initiatives with existing technologies.

"The manufacturing sector is responsible for almost a third of U.S. energy consumption, primarily by driving loads with electric motors," said Sujeet Chand, chief technology officer for Rockwell Automation. "While recent 'Smart Grid' demonstrations have focused on benefits to homes and commercial buildings,

we look forward to working with manufacturers and electric power companies to save energy and reduce greenhouse gas emissions as industrial processes consume less electricity."

The new smart, safe and sustainable manufacturing portfolio includes a series of plant-wide energy optimization tools that create an integrated industrial energy management system based on Rockwell Automation industrial automation and information technology. It also allows manufacturers to perform real-time load-balancing of their industrial processes, bring renewable energy sources online, and execute demand-response strategies connected to the Smart Grid.

"Until now, manufacturers had to make decisions without knowing how energy directly affects their production costs and impacts the bottom line," said Terry Gebert, vice president and general manager of Rockwell Automation Global Solutions. "By combining OEE, a key performance indicator used by many manufacturers, with an energy model to create an energy blueprint — or 'greenprint' — for any production process, we can develop a long-term strategy for smarter energy use."

Gebert emphasized that "manufacturers can begin to capture actual energy use and add it to their bill of materials and other production records."

With smart manufacturing solutions, an entire plant's energy consumption can be optimized. Information on real-time energy usage flows from machine to machine and across production lines, and intelligent machines can monitor and manage their own energy use. Energy use data can then be networked into enterprise business systems and connected to suppliers and utility companies. Rockwell Automation Sustainable Production Solutions [www.rockwellautomation.com/go/tjsustain](http://www.rockwellautomation.com/go/tjsustain)

### ➤➤ Encompass Partner Briefs

**ESTeem Wireless Modems CEO Joins Hall of Fame.** Tom Kirchner, president and CEO of ESTeem Wireless Modems, a Rockwell Automation Encompass™ Product Partner, was inducted into the Alumni Hall of Fame of Theta Tau Engineering Fraternity. Kirchner, who served with the U.S. Navy Fleet Air Reconnaissance Squadron One in Vietnam, has a degree in electrical engineering from the University of Arizona and was Regent of Theta Tau fraternity during his senior year. ESTeem Wireless Modems [www.rockwellautomation.com/go/p-est](http://www.rockwellautomation.com/go/p-est)



Tom Kirchner (third from left), President and CEO, of ESTeem Wireless Modems, is in the Theta Tau Alumni Hall of Fame.

## MORE JOIN AS MACHINE PARTNERS

Rockwell Automation recently welcomed five machine builder partners into its PartnerNetwork™ program. Machine builders provide innovative machinery that uses Rockwell Automation solutions to give users a competitive advantage.



**Catbridge Machinery** is an industry leader in designing and manufacturing state-of-the-art web converting machine solutions. They deliver highly-productive slitter rewinders and converting machinery. [www.rockwellautomation.com/go/p-catbridge](http://www.rockwellautomation.com/go/p-catbridge)



**Fargo Automation** designs and manufactures packaging lines and packaging machinery for the pharmaceutical and medical device industry. They also specialize in custom automation and the ability to customize standard equipment. [www.rockwellautomation.com/go/p-fargo](http://www.rockwellautomation.com/go/p-fargo)



**Oystar Jones**, part of the Oystar Group, is a leading worldwide provider of high performance packaging equipment and services. Jones offers a comprehensive range of value-added engineering and total packaging line services. Products include cartoners, pouch/HFFS machines, robotics and beverage cartoning equipment. [www.rockwellautomation.com/go/p-oystar](http://www.rockwellautomation.com/go/p-oystar)



**Parkinson Technologies** manufactures winding and web handling equipment for the nonwovens, plastics and paper industries. Its

custom engineered equipment includes individual winders, unwinds, slitter/rewinders, plastics production lines, and processing and orientation machines. [www.rockwellautomation.com/go/p-parkinson](http://www.rockwellautomation.com/go/p-parkinson)



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## FIVE DESIGNATED SOLUTION PROVIDERS

Rockwell Automation recently

### >> Encompass Partner Briefs

**Wittenstein Redesigns Web Site.** Encompass™ Product Partner Wittenstein has redesigned its Web site to better serve its customers. Features include individual product pages and specifications; application stories and white papers; online learning tools and videos; and a part number generator. Wittenstein Inc.

[www.rockwellautomation.com/go/p-wittenstein](http://www.rockwellautomation.com/go/p-wittenstein)



designated five systems integrators as Solution Providers in the PartnerNetwork™ program. Rockwell Automation Solution Providers are proven, trusted and established organizations that offer extensive experience in design, implementation, project management and maintenance.

**Grantek Control Systems Inc.,**

Burlington, Ontario, Canada, provides integrated manufacturing automation services for the food, home health and beauty and life sciences industries.

Since 1980, the company has been enabling clients to turn better processes into greater profit through new plant installations; continuous-improvement initiatives; conversion

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**POWER Engineers, Inc.**, Hailey, Ida., is a full-service, multidiscipline engineering firm that serves clients in the food, beverage, energy, home, health and beauty, life sciences, packaging and other industries. Its core competencies include the development, design and commissioning of integrated control and information management systems. [www.rockwellautomation.com/go/p-powerengineers](http://www.rockwellautomation.com/go/p-powerengineers)

**Custom Control Manufacturing of Kansas, Inc.**, Merriam, Kan., was established in 1977. The company's expertise has gone from relay-driven control panels to PLC-driven control panels and programming services, to developing networking solutions from the plant floor to the office environment.

The company serves the power and energy, concrete batching, oil and gas and conveyors industries. [www.rockwellautomation.com/go/p-ccm](http://www.rockwellautomation.com/go/p-ccm)

**The Stellar Group**, Jacksonville, Fla., is a fully integrated firm focused on design, engineering, construction and mechanical services worldwide. Stellar offers architecture, engineering, construction, safety consulting, mechanical services and real estate services in addition to energy/utility systems, refrigeration equipment, refrigeration parts, safety training software and control systems.

With almost 1,000 direct-employed architects, engineers, construction, refrigeration specialists and technicians, Stellar provides an unparalleled level of service to owners using design-build, general contracting and construction management approaches. [www.rock](http://www.rock)

[wellautomation.com/go/p-stellar](http://wellautomation.com/go/p-stellar)  
**E-Technologies Group**, West Chester, Ohio, is an automation and information technology solution provider. Its teams of engineers have significant experience executing all aspects of automation projects. This ranges from electrical design, to PLC activities, to database design, to plant-wide SCADA systems, to level II software design and integration into MES systems.

The company serves the automotive, food and beverage, home, health and beauty and life science industries. [www.rockwellautomation.com/go/p-etechologies](http://www.rockwellautomation.com/go/p-etechologies)  
Rockwell Automation Solution Providers  
[www.rockwellautomation.com/integrators](http://www.rockwellautomation.com/integrators)

## FREEWAVE JOINS ENCOMPASS PROGRAM

**FreeWave Technologies Inc.** recently joined the Rockwell Automation Encompass™ Partner Program. The company manufactures high-performance spread spectrum and licensed radios for critical wireless data transmission. FreeWave provides solutions for wireless I/O and I/O expansion capability using RF technology.

"We jumped at the opportunity to partner with Rockwell Automation for the competitive differentiator this program offers," said Ken Granader, vice president of sales at FreeWave. [www.rockwellautomation.com/go/p-freewave](http://www.rockwellautomation.com/go/p-freewave)

## Visibility into your Industrial Ethernet



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