

ITT Bell & Gossett Pumps It up



B&R Industrial Automation and ITT Bell & Gossett share a long history with business relations dating back to 1988. Since then the partnership has been fruitful for both companies. ITT Bell & Gossett, based in Morton Grove, IL is a leading manufacturer of variable speed pump control systems. With more than 75 years of pumping system experience, ITT Bell & Gossett produces Packaged Systems that are well-known for their reliability, flexibility and maximum energy savings in the building automation industry.

ITT Bell & Gossett offers four alternative configurations which are characterized by ease of installation and operation. They are ideal for converting constant speed systems to variable speed, saving floor space and offering a high quality guarantee. In addition to a cabinet mounted configuration, the company also offers packages in frame mounted and skid mounted formats as well as individual components. Additionally, Bell & Gossett also manufactures systems for heat transfer and pressure boosting applications. The systems are used by hospitals, universities as well as in commercial and industrial installations.

"ITT Bell & Gossett contacted B&R for the first time back in 1988. At that time the company was entering the variable speed pumping market" describes Mark Aler, Chief Product Engineer at ITT Bell & Gossett. "The application required power distribution and control technologies that were new to our company and our market. Using off-the-shelf controllers from major domestic suppliers allowed us to quickly get our foot in the door; however it soon became apparent that we needed to develop a product that specifically matched the requirements and the price levels expected by our developing market," adds Aler.

"When our current sources were asked to develop a new product for us they were reluctant to do so due to our relatively small volumes. B&R stepped in and was happy to modify their at that time Micro controller to meet our needs. Our joint development allowed us to reduce our controller cost by 50%. The new solution and lower cost allowed us to continue to thrive in the new market."

Since then ITT Bell & Gossett has become a very loyal customer and over the years has developed various products in close corporation with B&R (see "ITT and B&R").

Aler summarizes his experiences with B&R on development projects as follows, "When we work on mutual development programs I take great pride in having mutually understood specifications. This allows us to move forward at a rapid pace and get the product designed correctly the first time. Since we work on the specifications jointly there always has been a high degree of accuracy".

Besides the hardware ITT Bell & Gossett furthermore uses B&R's single development tool Automation Studio. "B&R's programming software offers many features, such as customer function blocks, communication drivers, and online debugging. We, as an OEM cus-



James Gu, Senior Electrical Product Engineer

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tomers, have used a lot of these features to program our pumping control software for many years now", explains James Gu, Senior Electrical Product Engineer at ITT Bell & Gossett. Automation Studio also allows for integration of different visualization within the programming package which minimizes the necessary software changes and reduces the time



Mark D. Aler, Chief Product Engineer

"New electronics should be developed to supply twice the speed at half the cost."

for program modification", adds Gu.

"One of the differences between the industrial control market and the HVAC (heating, ventilating & air conditioning) market are the number of communication protocols that are currently being used in the building trades like Modbus or BACnet (Building Automation and Control network). A manufacturer such as Bell & Gossett needs to be in the position to share information with the control system of choice. The only way to openly share the information is to be able to communicate on a common platform. Over the years we have invested in numerous protocols to satisfy the needs of our industry. The two protocols de-

veloped for BACnet are very popular in our industry", explains Aler. B&R which had BACnet primarily running on RS485 is now also running BACnet on TCP/IP Ethernet. This gives ITT Bell & Gossett the possibility to integrate their pump systems with other building automation systems.

The question why ITT Bell & Gossett chose B&R as their automation equipment supplier was answered by Aler as follows, "B&R presents themselves as a "Solutions based" company. Their willingness to work together on joint R&D projects promotes partnership at the beginning of the design process. The ever expanding product offering helps designers meet their goals when designing new machines to meet the demands of their customers". Additionally, the quality of the manufactured product has always impressed us. The long term nature of our relationship speaks volumes for our satisfaction with B&R", says Mark Aler. www.bellgossett.com

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Panel view of ITT Bell & Gossett's variable speed pump control systems which are available in four alternative configurations to guarantee optimum flexibility for the customer.

