

automation: Cincinnati Extrusion delivers worldwide. How do you handle the challenge of after-sales support?


Hammer: The importance of after-sales support is constantly growing worldwide. A quick and efficient international support system is an important characteristic in setting a company apart from the competition. In this regard, we are able to build on our subsidiaries in China, Japan and the USA, as well as our highly qualified employees based in the major markets. In addition to this, we also operate with Vienna-based service engineers and ISPs (International Service Providers), who undergo regular training and certification.

automation: What is your estimate of the development being made within the plastics industry? How do you see the future trends and what types of challenges will your customers be presenting?

Hammer: The topic "control and automation" may be receiving less priority

than process engineering, but due to the main focus of this article, I would like to base my answer on this area.

In order to survive in the industry now and particularly in the future, modern companies require the most efficient tools possible for controlling and monitoring the production process. In other words, a certain degree of automation must be considered a necessity today. Focus should be set on moving towards standardization. This is particularly the case for interfaces to various upstream and downstream devices as well as for other actuators and sensors. The Euro-map-27 interface mentioned earlier is a good beginning and a good example of this.

The steadily growing demand for the highest degree of flexibility, consistency, reliability and efficiency can only be implemented in its entirety with a good modular system – one of the major goals of Cincinnati since the beginning of our control development. 



- **Founded:** 1964
- **Employees:** 390
- **Revenue:** €80 million
- **Export quota:** 95%
- **Product range:** Extrusion systems for manufacturing pipe, profile, sheet, granulate and WPC (Wood Plastics Composites)
- **Developments in recent years:**
2000: Acquired by the SMS group
2003: Founded Cincinnati Extrusion Dalian FTZ Ltd. (China)
End of 2004: Founded Cincinnati Extrusion Inc. (USA)

www.sms-k.com

High Quality Robots for Automation



In the fall of 2003, WEMO worked together with B&R to start development of the new handling robot generation. After extensive testing, WEMO successfully introduced its new product line at the FAKUMA exhibition in October, 2005. A close partnership with B&R provides WEMO with leading automation technology and helps to substantially reduce total costs.

Värnamo Sweden: Where it all began

The region around Värnamo, Sweden, is characterized by a large number of small and medium sized enterprises, most of them family owned. Over the last 25 years, many new producers of plastic parts have started up.

WEMO was founded in 1987 by Olof and Bengt Ståhl. In the beginning, the Ståhl brothers focused on flexible automation solutions for production – mainly for local plastic manufacturers. Driven by local demand, WEMO soon concentrated on production of standardized handling robots and specialized gripper elements. Today, WEMO provides a complete range of economical and high-performance handling robots for the international plastics and packaging industries.

WEMO: Market leader in the Nordic region

Today, WEMO is clearly number 1 in the Nordic region. With a new headquarters and a team of more than 35 experts, WEMO has been systematically preparing itself for the next growth phase.

Preparing for further international growth In 2001, WEMO established a full subsidiary in Germany and intensified its cooperation with major manufacturers of injection molding machines. WEMO also cooperates with experienced sales & service partners in many European countries.

Looking back, WEMO’s strengths have always come from a clear focus on ease of use, flexibility, excellent customer service and maximized cost reduction. However, an internal analysis showed weaknesses in the existing automation platform. Firstly, the basic and the premium robot control system were incompatible in terms of software as well as in terms of operating look & feel. Secondly, of servo drive, control system and HMI functionality was not integrated. Different software tools were needed to program and maintain these components. Thirdly, it became more and more expensive for WEMO to handle internal production of the mobile operating panels and to obtain international approval for these products.

One uniform hardware and software platform from B&R


The new solution from WEMO is based on B&R’s Mobile Panel. With B&R Automation Studio, only one software tool is necessary to program and service all components of the new system. Furthermore, the same software is used for all types of robot control. Because of the uniform operating philosophy that has been defined, all units use the same operating logic.

Other advantages:

- Optimization of robot speed and precision
- Flexible definition of prohibited safe zones to avoid costly damage to injection molding machines and peripheral equipment
- Integrated touch screen PLC for special user needs, such as peripheral equipment
- Ergonomic operating panel with integrated service pages for powerful assistance during installation and service
- Utilization of the latest remote access & remote service functionalities

Maximized cost reduction

In addition to focusing on the optimization of user-friendliness, precision and performance, B&R was able to help WEMO significantly reduce costs.

During the development phase, the automation partnership between WEMO and B&R has already shown positive results. With the market introduction of the powerful new product line at FAKUMA, WEMO is now prepared for rapid international growth. 



“With B&R, we are now working with the right automation partner. The efforts to maximize cost savings by WEMO and B&R are very decisive for achieving our ambitious international expansions goals and for maintaining successful and competitive production in Sweden.”

Bengt Ståhl
Mitinhaber
WEMO Automation



The WEMO operating units: The WEMO W-HP4 basic (left) and W-HP5 premium control systems are based on B&R Mobile Panels with the WEMO corporate design.