

# ACD CONNECT

PA: PITTSBURGH, ERIE, STATE COLLEGE | WV: MORGANTOWN, CHARLESTON | OH: CLEVELAND, AKRON, CANTON, YOUNGSTOWN

## ADVANCED CONTROLS AND DISTRIBUTION (ACD) RECEIVES SIEMENS BRONZE EAGLE EXCELLENCE AWARD

ACD has been awarded the Siemens Business Excellence Award's top honor, the Eagle Award. Eagle Award recipients are recognized for achieving outstanding success sales growth, while demonstrating a commitment to productivity and efficiency. ACD was one of only 12 Siemens distributors recognized with an Eagle Award nationwide for 2011. The Business Excellence Awards are based on over 600 distributors' sales measures from the previous calendar year and its relationship measures with Siemens, including longevity and commitment to Siemens products.

"We are honored to be recognized a total of 5 times since 2001, for this prestigious award. It's a true testament to the hard work and dedication from all members of the ACD team," says Lou Dellemonache, President of ACD.

"We will continue to work strategically with Siemens to ensure our customers get the electrical and automation solutions they have come to expect from us." •



The Siemens Bronze Eagle Award was granted to ACD in years 2001, 2004, 2005, 2008 and 2011.



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# ACD

ADVANCED CONTROLS & DISTRIBUTION

[WWW.ACDIST.COM](http://WWW.ACDIST.COM)

## ADVANCED CONTROLS & DISTRIBUTION LOCATION CHANGE – IMPORTANT INFORMATION

Effective January 1, 2013, Advanced Controls & Distribution (ACD) will relocate our headquarters to:

**Advanced Controls & Distribution**  
20800 Route 19  
Cranberry Twp., PA 16066

ACD's phone numbers will change to:

Direct - (724) 741-8200  
Fax - (724) 741-8201

The company website address will remain unchanged

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

ACD's relocation to Cranberry Twp. PA, marks a very exciting time for the company. The transition to the state-of-the-art facility will enable ACD to continue to grow our business and expand our leadership position in the industrial automation market.

We look forward to continuing our valued relationship and appreciate your support in updating all contact information to reflect the company location change.



**OUR NEW LOCATION:**  
20800 Route 19  
Cranberry Township, PA 16066

# CRANBERRY

• TOWNSHIP •

## Advanced Controls & Distribution Adds Clearance Section to Website

ACD is offering up to 75% off select parts in our new Clearance section of the website. This new feature was strategically designed to enable customers to purchase parts from ACD's inventory at reduced prices.

"We are always looking for ways to move excess inventory," says Lou Dellemonache, president of ACD. "Adding a Clearance section to our website, in which customers can appreciate extensive cost savings on select parts, made sense for our business."



View our new Clearance section today at [www.acdist.com/clearance](http://www.acdist.com/clearance). For more information, please contact ACD's sales department at [sales.acdist.com](http://sales.acdist.com).

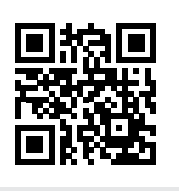
## SIMATIC OEM Software Tool Kit

The SIMATIC OEM Software Tool Kit enables ACD's OEM customers to easily access the software tools needed to engineer an automation system using SIMATIC products. The Tool kit was designed to ensure seamless software programming.

View the SIMATIC OEM Software Tool Kit brochure for Tool Kit content, pricing, order instructions and more. [www.acdist.com/20](http://www.acdist.com/20)

**Tool Kit contents**  
The Tool Kit consists of the following minimum software licenses:

- SIMATIC Step7 Professional
- SIMATIC WinCC Professional 4096 Pwr Tags
- SIMATIC WinCC SCADA RC 8192
- SIMATIC WinCC (Flexible) Advanced
- SIMATIC Distributed Safety Add-On
- Drives ES Basic
- SIMATIC WinCC SCADA SUS\*
- SIMATIC Step7 Professional SUS\*
- SIMATIC WinCC Professional SUS\*
- SIMATIC Distributed Safety Add-On SUS\*
- Priority Support



## WORKSHOPS

Register for training with ACD at 800-866-7740

### Energy Saving Workshop – Using L.E.D. Lighting + AC Drives

- Tuesday, February 12th Cranberry Twp.
- Wednesday, February 13th Erie

The workshop is available for all ACD customers to review the best practices using L.E.D. Lighting. The workshop will consist of the basics of L.E.D. Lighting for different areas within your facility. Additionally, the L.E.D. Lighting + AC Drives workshop will touch on the general energy savings from AC Drives. The workshop will cover:

- Several types of L.E.D. fixtures with their varied applications
- Unique features of L.E.D. Lighting
- Dialight Industrial L.E.D. Lighting
- Overview of CREE Lighting
- WattMan L.E.D. Lighting
- Payback – ROI
- Rebates – How to capitalize on available energy rebates
- Energy Savings from AC Drives

View the for complete Training Schedule on the ACD website. [www.acdist.com/events](http://www.acdist.com/events)



### Siemens S7-1200 Workshop with an Introduction to TIA Portal

- Tuesday, December 4th Monroeville
- Thursday, December 6th Erie
- Tuesday, December 11th Charleston
- Thursday, December 13th Streetsboro

The S7-1200 is a new modular space-saving controller for small automation systems that require either simple or advanced functionality for logic, HMI and networking. It is both compact and highly powerful – especially in relation to its real-time performance. It is fast, features great communication options, and is programmed with easy-to-operate, easy-to-learn software.

Attend the S7-1200 Workshop for a hands-on trial!

- S7-1200 PLC feature overview
- Expansion options
- Communication capabilities
- Programming
- Visualization

For event attendees, Siemens will offer special pricing on the following starter kits:

- \$250 STARTER-BOX CPU 1212C AC/DC/RLY (6ES72121BD304YB0)
- \$552.00 STARTER-BOX w/ KTP600 HMI (A6X30052232)

### Advanced Controls & Distribution Drives Eligible for First Energy Utility Rebate

ACD continually strives to provide the highest value to our customers. Please be aware that any recent purchases of drives from ACD may be eligible for First Energy utility rebates; rebates are retroactive to October 28, 2009.

Rebate details and information on how to submit a claim(s) are as follows:

Rebates are offered in the “Motors and Drives Program” on a per unit basis for drives controlling motors 200 HP and below. Drives controlling motors above 200 HP are evaluated and incentivized under the “Custom Program” where incentives are offered based upon kilowatt hours saved during one year. Eligibility varies by utility. Your application will be prepared and reviewed by program representatives. Technical details and invoices will be furnished to the program representatives by ACD. Your signature on the application will be all that is required for you



to do so that you can be a candidate

for available incentive monies. Motors and Drives Program application form can be found at <http://goo.gl/62UF3>. Please complete the commercial account portion of the application, sign and scan the last page with the signature, and email both documents, along with a completed W9 form (<http://goo.gl/04u8k>) to [hindmanj@saic.com](mailto:hindmanj@saic.com).

For new projects, pre-approval is required. Once pre-approval is received from the FirstEnergy Program, you have 90 days to complete the project. ACD is always willing to assist our customers in this process.

Information on all FirstEnergy Energy Efficiency & Conservation programs and rebates, along with incentive rebate forms and program process details can be found on the FirstEnergy Program website at [www.energysavepa-business.com](http://www.energysavepa-business.com).

### Eric Olson – ACD, Ohio Sales Manager



Eric Olson has accepted a new position within ACD; Ohio Sales Manager. Eric will transition into his new role from his previous role of Control Specialist.

He will be responsible for driving ACD sales in the Ohio market with the responsibility for operations in the Streetsboro, OH office.

Eric offers extensive experience in electrical and automation solutions. The transition of Eric to Ohio Sales Manager solidifies ACD's commitment to adding quality talent in the Ohio market. •

## CUSTOMER CASE STUDY

### Challenge:



Novelis Corporation was presented with a challenge to protect employees from getting injured by moving equipment. Safety mats were installed to prevent equipment movement when a danger area was occupied. When an employee was on the safety mat, the equipment was prevented from moving. When an employee exited the safety mat protected area, the equipment was enabled to operate. Due to environmental conditions, the safety mats were being damaged or destroyed on a regular basis. The safety mat would last approximately



two months. When the safety mats were damaged it became a tripping hazard and became very slick when

exposed to the environment. The surrounding floor area was coated in a non-skid coating to help alleviate the slipping hazard. Novelis Corporation had investigated light curtains but due to the irregular shape of the area, the light curtain option was eliminated.

View the Solution, Results and full Case Study at [www.acdist.com](http://www.acdist.com). •

# SPECIALIZED TRAINING EVENTS

## SITRAIN™ TRAINING EVENTS AT ACD\*

Register for trainings at [www.sea.siemens.com/training](http://www.sea.siemens.com/training) or call ACD at 1-800-866-7740.

Course Code	Course Title	Start Date
SCT-S7TIAP1B	S7 TIA Programming 1	12/17/2012
SCT-S7TIAP1B	S7 TIA Programming 1	1/14/2013
SCT-S7300S1B	S7 System Tools & Troubleshooting 1	2/25/2013
SCT-S7TIAP1B	S7 TIA Programming 1	3/18/2013

### SIMATIC® S7 S7 System Tools & Troubleshooting 1

Week of: February 25, 2013

This course is designed for industry "first responders" to operations controlled with Siemens STEP 7 automated control systems. Students not requiring programming skills, such as maintenance technicians, electricians, supervisors and others, who need an understanding of their Siemens control system to maximize line uptime, should attend this course. This course also makes a great platform for those new to automation systems and industrial electronics. PLEASE NOTE: If PLC programming as a job skill is required, one may consider the S7 Programming I, instead.

Modular in design, this course is fully customizable for those interested in on-site training. Topics can be added or removed to meet specific needs. Call 800-241-4453 for more details.

### SIMATIC® S7 S7 TIA Programming 1

Weeks of: December 17, 2012, January 14, 2013 and March 18, 2013

This course is for SIMATIC S7-300/400 PLC users with basic engineering experience in the design and sustaining of SIMATIC automation systems and their application programs.

For complete course prerequisites, description and objectives visit [www.acdist.com/events](http://www.acdist.com/events)

\*each class is a 4 1/2 day course



All 2013 classes will be held at our new Cranberry Twp., PA location.

ADVANCED CONTROLS & DISTRIBUTION



1100 RICO ROAD, EAST BUILDING  
MONROEVILLE, PA 15146  
[WWW.ACDIST.COM](http://WWW.ACDIST.COM)

TRAINING SCHEDULE  
WORKSHOPS

SPECIALIZED TRAINING EVENTS  
SIMATIC® S7

S7 System Tools & Troubleshooting 1 February 25, 2013  
S7 TIA Programming 1 December 17, 2012  
January 14, 2013  
March 18, 2013

All 2013 classes will be held at our new  
Cranberry Twp., PA location.

MORE DETAILS INSIDE THIS ISSUE  
REGISTER AT ACD: 800-866-7740



ACD will be providing product updates, workshop announcements  
and application notes via Twitter.  
@ACD\_Dist