

Inteltek convinces with Beckhoff products at "Imtex 2004"

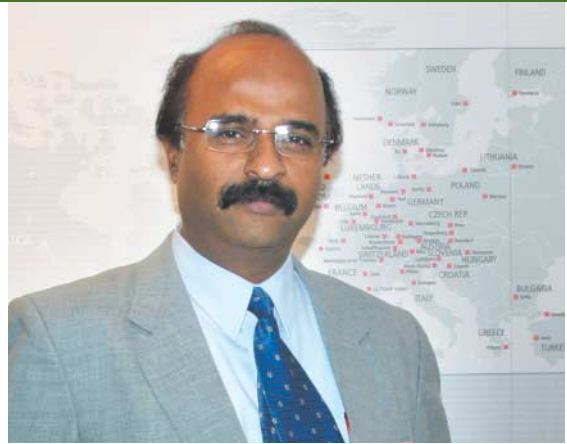
PC-based automation is gaining ground



→ Inteltek Automation Pvt. Ltd., Beckhoff distribution partner in India, was extremely satisfied with the results from "Imtex 2004", the largest trade fair for mechanical engineering in India, which took place between January 28 and February 3, 2004 in Mumbai. Visitors were very interested in the presentation of the Beckhoff core competencies of IPC, I/O components and automation solutions. Overall, Inteltek sales staff registered more than 800 customer contacts.



Sunil Raibagi, managing director of Inteltek



Shashikant Magdum, Beckhoff project manager at Inteltek

The central theme of Inteltek's presence at the fair was "With ideas to market leadership." "With PC- and Ethernet-based control technology from Beckhoff, we managed to set new standards, particularly in applications using distributed controllers with motion engineering as the main tool," explained Sunil Raibagi, managing director of Inteltek. "Our strategy for the automation sector is to offer convincing and complete solutions from a single source through the sale of Beckhoff products."

Visitors were interested in the CX1000 as a reliable, scalable and cost-effective solution for all applications for which a PLC is not powerful enough, yet PC-based solutions are too expensive. The memory capacity of the CX is expandable up to 2 GB, enabling industrial applications with widely distributed I/Os to be controlled with outstanding precision. Applications that previously required several powerful CPUs can now be controlled via a single PC. Where previously controllers with decentralized intelligence were required, today efficient solutions can be realized with Soft PLCs. The use of Soft PLCs is also gaining more ground in motion control applications.

"Many multi-national companies transfer business processes to India, which offers excellent investment opportunities," said Sunil Raibagi, reflecting on the economic situation. "Car manufacturers, for example, experienced above-average growth over the last financial year."

Beckhoff has been present on the Indian market since 2002 and over the years, more than eight control suppliers have become established in India. "PC-

based control technology is currently still the exception in India," explained Raibagi, "but we see good growth opportunities in the area of process automation." Shashikant Magdum, Inteltek director responsible for Beckhoff solutions, said, "The decision to use a PC solution or a hardware PLC as a controller involves different considerations. We convince our customers through applications implemented in a wide range of industry sectors, including steel (hot galvanizing plants), automotive (system refurbishment), diamond cutting and glass, where the use of PC-based controllers has proved to be very economical. Installation times are negligible, and the price to performance ratio is optimal. As a Beckhoff distribution partner we can also offer our customers efficient support and service." "TwinCAT is excellently suitable as an integrated solution for PLC, CNC, NC and motion control tasks for our customers in the business of special purpose machines, diamond cutting machines, aerial positioning and foundries," said Magdum. Recently, Inteltek successfully tested the MovCE software on the Beckhoff CX1000 with WinCE. The result is a clear competitive advantage over other suppliers in the market. "We are sure that this will enable us to open up new business areas," Shashikant Magdum concluded.

→ Inteltek Automation Pvt. Ltd. www.inteltekindia.com