



CSL

CUTHBERT STEWART LIMITED

Featured inside:

- ON THE MOVE.
New CSL location offers more to customers
- Customise or compromise
- Introducing Steve Shirley and Keith Brock
- ECANZ 2014

Weidmüller and CSL provide the right back up...

Oceania Dairy Limited (ODL) is a wholly owned New Zealand subsidiary of Inner Mongolia Yili Industrial Group. Yili is China's largest dairy producer and the 10th largest dairy company in the World.

In 2012, ODL commenced construction of a \$236 million infant base milk powder processing plant at Glenavy, in South Canterbury. The plant was commissioned this year and will have a full annual production capacity of 47,000 tonnes.

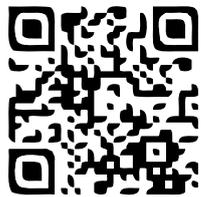
Timaru based System Integrators ICSC (Industrial Controls South Canterbury) required a robust DC Uninterrupted power supply back up for the Site Bore pumps and Pivot System control and communication.

The Bore pumps supply the factory water needs and the moving Pivot systems disperse treated waste water onto land adjacent to the site.

The majority of these systems are installed outside of the site Power Reticulation and so may be influenced by the behaviour of the Local area Power Supply which can be interrupted by occasional brown outs and outages.

In the event of a power loss it was a requirement to maintain the communication systems to allow other bores or pivots to be operated .

ICSC Integrator Richie Pow is a long time user of Weidmüller Interface product and was aware that Weidmüller had recently



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> A Weidmüller power solution using a DC-UPS and battery.



^ Weidmüller's Geoff Thomson and Logan Hanifin from ICSC

Weidmüller and CSL provide the right back up (cont)

introduced a range of DC UPS solutions to the market.

He contacted Weidmüller NZ Manager Geoff Thomson to discuss options and settled on a Weidmüller DC UPS Controller in conjunction with the largest (17 Ah) of the 5 batteries offered and Weidmüller 10 amp Power Supplies.

The 17 Ah batteries provide up to 40 amps for 1 hour or 1 amp for 40 hours and other combinations within these values.

The Weidmüller batteries have a 10-12 year design life and are AGM VRLA (Absorption Glass Mat, Valve Regulated Lead Acid) which eliminate the emission of gases on overcharge meaning no acid fume is emitted during normal operation and have low maintenance requirements.

The controller includes various relay and solid state outputs and LED Indication for fault, buffering and charging status and a Battery temperature monitoring feature through a battery Thermistor input. With the growing industry trend to keep crucial DC control and communication separate from standard AC UPS supply, Weidmüller DC UPS provides the optimum solution.

ON THE MOVE New CSL location offers more to customers...

✓ VAC Labelling Centre



✓ CSL 22 Fisher Cres, Mt Wellington



Unpacking & setting up ^



^ VAC Kitting Room



VAC Machine Workshop ^



^ The new warehouse



^ The CNC machine being loaded in Wellington

CSL's Keith Brock and IDEC's Bill Palmer (IDEC National Accounts Manager) making use of CSL's new training room. ✓



After 65 years of distributing products from Wellington, CSL has moved its central distribution to Mt Wellington, Auckland. It is the first time in over 30 years that the company has had all of its business units under one roof. "This will provide greater efficiencies and additional value add services for customers" says CEO Phil Elliott. The company's national sales coverage remains unchanged with local representation based in Christchurch, Wellington and the Manawatu. The new warehouse facility holds extensive stock with over 13,000 items lines carried. "The move has given us the opportunity to design a purpose built facility for our Value Add Centre (VAC) which provides for a broader offer of services to customers."

The VAC comprises of three areas – A CNC equipped machine workshop, a labelling and engraving centre and the kitting and hazardous product assembly area. VAC capabilities include:

- LV and MV cable accessory kitting to customer requirements
- Precision laser etch, rotary engraving, and customised label solutions
- IECEx (hazardous area certified) product assembly
- Machining and customised solutions for enclosures and insulated panel

Customise or compromise - by David Head

In challenging economic times, we can do well to stop and reflect on some of the past methods our industry has used to solve engineering challenges - techniques that now seem simple yet enabled many systems to be automated and industrial plants to operate reliably and efficiently for many years. By evaluating these past techniques, we can see if they are still relevant in today's ever-changing environment.

One of my first roles as a young electronics designer was to develop equipment for an emergency shutdown system. This was to be installed in a major water treatment plant. The design incorporated relay logic and level detection, and had to remain energised for the life of the plant. No off-the-shelf product was then available so it was my job to make it happen. Fortunately, all went as planned and it is still in operation 30 years later. The customised design, in this case, was a necessity. Sometimes it can also be a desirable way to achieve more than just the initial goal.

Providing clients with 'customised' solutions for their process control and industrial automation requirements has many benefits. Back when customer loyalty was more than just two consecutive orders, there was a real desire to build on customer relationships and foster long-term partnerships with suppliers.

There can be no better way of suppliers and customers forming closer ties than having the opportunity to design dedicated equipment that forms an integral part of their system.

These close customer-supplier relationships help to facilitate better engineering outcomes and foster long-term partnerships.

Over the past three decades, I have seen the gradual decline in suppliers offering tailored product solutions. One size fits all seems now to be the norm. Has it just become too hard, or are we getting lazy? There will always be a place for off-the-shelf solutions, but if we spend some time evaluating the real benefits

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Customise or compromise (cont)

of a more tailored approach we also end up with a far better understanding of the total system.

I have always approached functional design with the goal of simplifying each process to its basic core functions and then adding in only those features that contributed to safety, efficiency and longevity. Applying this approach to customised products enables us to develop easily manufacturable sub-units that together implement the desired functions. One of my goals has always been to reduce the possibility of electrical interconnection wiring faults between subsystems. This can be realised if utilising a customised design, as a modular 'plug-in' or backplane' approach is readily achievable reducing cabinet wiring to a minimum. Designed-in redundancy and forethought to expansion are both necessary factors that can be incorporated at the outset.

You can achieve the best outcomes without compromise if you stop and evaluate the possibilities that a tailored, fit-for-purpose solution can offer. If we all considered this approach, then just maybe we could stop more work from leaving our shores.



David Head has worked for Weidmüller Australia for the past 30 years. He is currently responsible for the company's Electrical Connectivity and Application Specific Products.

CSL welcomes two new members to the team...

Introducing Steve Shirley



Steve joined CSL in July to take up the position of National Sales Manager. Steve began his career gaining a trade qualification in Aircraft Engineering with Air NZ then went on to complete a Bachelor of Engineering and an Executive MBA at Auckland University. Past work experience includes time at Tenix as a Business Development Manager Power Projects, at GE as Sales Manager ANZ Power Generation and eight years at Air NZ Engineering in the role of Technical Engineer.

The move to a smaller family business appealed to Steve as it gave him the opportunity for a more hands on involvement in sales strategy and direction.

Outside of work Steve loves the outdoors and enjoys rugby, fishing and mountain biking when with a busy family life, time allows. His greatest sporting accomplishment has been playing international rugby for Saudi Arabia and Kuwait when based in the Middle East with GE.

Introducing Keith Brock



Keith joins CSL with over 30 years experience in the electrical industry including time with ABB, Connector Systems and seven years running his own business as a general contractor specialising in the service industry. His in-depth experience includes working in automation, robotics, VSD's and project management.

His new national role at CSL as Sales Engineer Industrial will enable Keith to develop customer specific solutions utilising CSL's wide range of industrial automation and control products. In particular Keith is looking forward to working with the Eaton, Weidmuller and Idec ranges. Working for a family owned Kiwi business also appealed.

In his leisure time Keith enjoys wide ranging interests from motorbikes to music. Racing bikes and instructing others at Hampton Downs is a major passion and he has been a member of the Auckland Motorcycle club for 15 years.

Keith's music interests also span many years and he has enjoyed playing in bands, at events and in various productions. Main instruments played are drums and percussion.

ECANZ 2014

Cuthbert Stewart were proud to be part of ECANZ shows in Christchurch on July 29th and Hamilton on the 13th August. Both shows were well attended from suppliers and customers alike.

Product's profiled included the new u-remote distributed I/O system from Weidmüller and ranges from Fluke, Eaton and Idec.



^ CSL stand at ECANZ Hamilton

✓ CSL stand at ECANZ Christchurch



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