

Editorial

The Schleicher Newsletter is dead. Long live Schleicher News: **From now on, the focus will be on our customers benefits.** Each edition will contain at least one technical highlight. We offer an insight of our automation know-how, hoping that it includes something of interest for you and your daily work. Our intention is that you anticipate and enjoy reading Schleicher News. You are welcome to take us by our word!

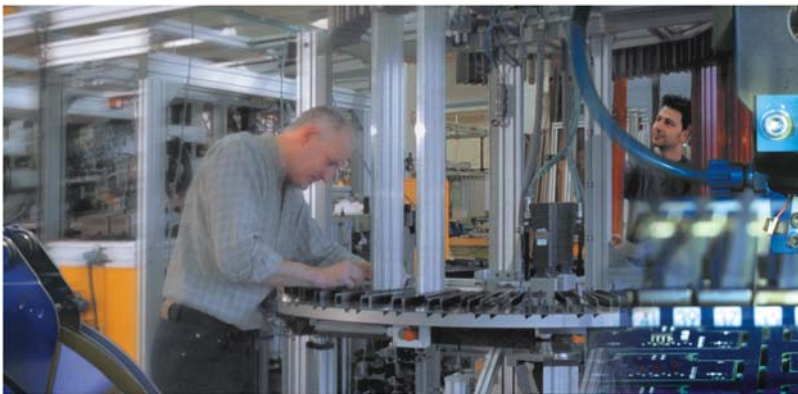
This edition focuses upon a topic that concerns almost everybody – the drop in orders and how one can get something positive from it for the future of the company. We hope that you emerge stronger from the crisis, maybe with Schleicher as a new partner, and we keep our fingers crossed for you!

Yours sincerely,
The Schleicher Team

Our Topics in March

- Ways out of Crisis
 - mocap is fun!
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Ways out of Crisis



The Asian worldview makes it easier. Yin and yang are constantly merging, and naturally the crisis is an opportunity at the same time. In the West, we rather run the risk of staring paralyzed at the long-announced recession, which now has also reached the automation sector. "Industry orders have been declining for more than a year and have dropped drastically since summer 2008," the Frankfurter Allgemeine wrote on 06.02.2009, quoting Andreas Scheuerle, economist at DekaBank, "Order books are empty as if swept bare." The German metal and electrical industry employers' association reported that in the 4th quarter of 2008 incoming orders were 25 percent below the level of the previous year.

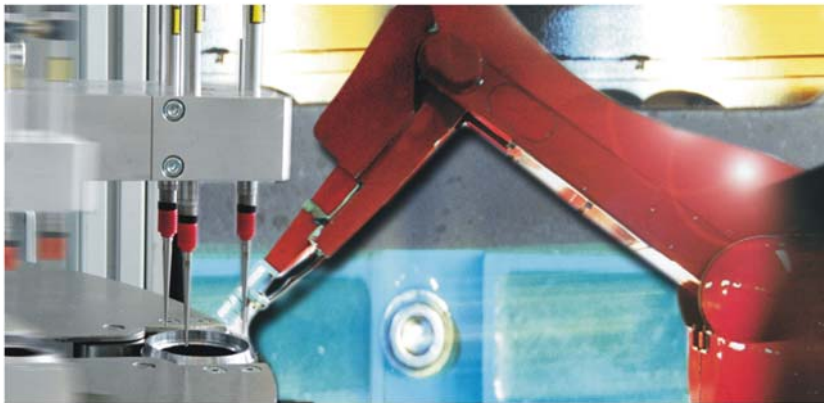
ahead ►

But what to do?

Of course everybody needs more orders, at least in the medium term. So, first one needs to analyze the company's position in the market. Where does it stand today, and what niches or markets are available for its products and services? How can a company's offer be improved to be more successful on the market, possibly ousting the competition? How can a company's production get more efficient, also in terms of costs? Does flexible manufacturing of small, customized batches boost sales? Is it possible to improve sales potential by offering modifications or advancing the release of new machine series?

Lay now the foundations for future success

Together with you, Schleicher finds new solutions, as we have acquired a vast know-how from practice and joint developments with our customers, besides relying on a convincing range of modular hard and software.



Our unequalled close integration of PLC and CNC holds many possibilities that probably go much beyond what you thought feasible, such as the simple integration of any CNC functions and complex path motions over the PLC. The result is an increased efficiency and improved operability of your machines – a considerable benefit for the machine users. By making their work more productive and easier at the same time, you will generate demand and promote sales.

Cost-efficient programming, flexible manufacturing

Schleicher's scalable controllers were developed from the daily routine of automation, and their communicative openness allows easy integration of customer-specific functions. From a small control unit in a fieldbus to top-performance controllers for 64 interpolated axes – adaptability and everyday benefit are always the strong points of Schleicher's products.

The latest ingenious invention from Schleicher for a more flexible, inexpensive and speedier programming of CNC and robotics is the mocap control system: When the user moves the mocap controller within three-dimensional space, the robot will perform the same motions. Motion sequences can be stored by pressing a button and executed automatically as a program later.

Contact us to test the system! Develop all your potential – supported by Schleicher! Emerge from the crisis stronger than before! Remember that your competitors are not sleeping either ...

mocap is fun!

The revolutionary intuitive remote operation and programming system for robotic and continuous path control was the public's favorite at the 2008 edition of the SPS/IPC/Drives.

mocap
motion capture interface



The Motion Capture Interface, called mocap, revolutionizes the programming of robotic and path movements, just like the mouse did with the PC. When moving the mocap controller in a three-dimensional space, the robot connected to it will perform the same movements. With mocap, ordinary staff in minimum time learns to implement applications that up to now required cost-intensive and time-consuming programming by CNC experts.

Inertia sensors in the wireless controller enable the intuitive operation of the mocap system. Upon pressing a button the sensors capture the motions of the controller in all three dimensions. The motion data are transferred over a secure connection via Bluetooth interface to a base station that calculates the close loop position control data for each respective robot. The system allows control of up to six axes.

Playing basketball with a robot. With mocap almost everything is possible.

With mocap, the user can instantly make the robot perform movements – without any previous training. Erratic movements of the user's hand are no problem either, as Schleicher's special software smoothes out inaccuracies and outliers.

mocap opens up new fields for automation

mocap overcomes traditional limits. Each automated process requires a considerable engineering effort. The required effort increases when dealing with interpolation of several axes, as a special technical knowledge has always been needed to use a CNC system, until now.

With mocap, Schleicher facilitates the installation, operation and programming of robotics and CNC axes. Programming becomes so easy that even frequent adjustments to flexible small batches are not a problem. Besides, the mocap system is fast enough to enable direct robotic control, skipping the step of programming.

Thus, the system opens up completely new fields of application, for instance, working in dangerous environments or handling very heavy or bulky goods. Thanks to mocap, jobs that until now had to be done by persons eventually become application fields of robotics, which achieve a much higher productivity without incurring health risks.

mocap is typically Schleicher

With mocap Schleicher brings out another high-tech solution that enables considerable efficiency gains for a broad range of applications. Typically Schleicher – ingenious know-how works unobtrusively in the background to develop a system that is easy to operate, highly efficient and widely applicable.

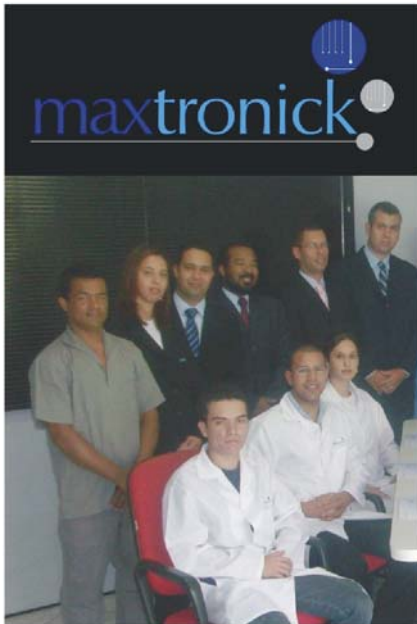
mocap is surprisingly simple and self-explanatory, mocap simply is fun!



As simple as that: With the mocap controller you take the robot by the hand.

Schleicher Goes Global

According to this motto, Schleicher currently invests heavily in the expansion of the company's global network of distributors to be locally present and even closer to the customer. New competent representatives in Europe, Asia and America will shortly start their sales and distribution activities. Over the year we will introduce our new partners in Schleicher News. Today we start with our partners in Brazil.



maxtronick – Our Partners in Brazil

Maxtronick develops innovative high-quality solutions for the electronics industry which, due to their outstanding efficiency, allow increasing productive capacity and reducing costs. With their comprehensive knowledge of CNC and PLC technology maxtronick offers a perfect environment for a qualified marketing of controllers, I/O systems and operator panels from Schleicher. We are looking forward to a beneficial cooperation!



Increased Presence at Trade Fairs

According to Schleicher's new policy we will increase our trade fair activities. In the first six months of 2009, Schleicher will be present at the following exhibitions:

- **WIN World of Industry**, 26.02.09 to 01.03.09 in Istanbul, Turkey
- **MOCON 2009**, 08.04.09 to 09.04.09 in 's-Hertogenbosch, The Netherlands
- **HMI 2009** – Hannover Messe Industrie 2009, 20.04. 09 to 24.04.09
- **AUTOMA 2009**, 19.05.09 to 21.05.09 in Poznan , Poland
- **METALLOBRABOTKA 2009**, 25.05.09 to 29.05.09 in Moscow, Russia



MDL – the Machine Data Logger on the Road to Success

Demand for the MDL has developed quite positively since it was released ten months ago. Originally, the idea behind the MDL was to enable usage-based warranties, in contrast to the usual time-based warranties, in order to allow machine manufacturers and users a fair control and better planning.

Meanwhile, the demand for MDL relating to applications beyond the original target group of machine engineering is vividly increasing. After all, what convinces customers is the incorruptible and tamper-proof recording of operating data – in many more fields of industry than we had first supposed.

Technology in Detail

Multiprog 4.8

The programming system Multiprog 4.8 is used more and more often. Therefore, we would like to point out to our customers that this version is compatible with the older version 4.0. Correspondingly, MCS, XCs and ProNumeric controllers with an older software status can also be programmed using Multiprog 4.8.

New features in the Schleicher Dialog

The new function “Backup and Restore” also is compatible with the software statuses of XCx and ProNumeric controllers.

Editor's Note

Contact the editor

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