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### LOCATIONS

Eden Prairie MN  
952.937.8902  
1.800.288.6628

North & South Dakota  
1.800.309.5393

Iowa & Nebraska  
1.800.238.8857

Milwaukee WI  
1.800.242.8313

Madison WI  
1.800.242.8313

Fox River Valley WI  
1.800.242.8313

Oldsmar FL  
1.800.282.8124

Elgin IL  
1.877.942.7227

September 2006 Volume I, Issue I

# IN MOTION

BRAAS COMPANY NEWSLETTER

**Welcome** to the "In Motion" newsletter. Since our last issue, Braas Company has changed dramatically. We have expanded to include seven states. The newest locations being Illinois, Iowa, and Nebraska. Florida and Puerto Rico are serviced from Tampa, Florida. As we continue to evolve, we are making every effort to accommodate your needs by expanding our customer service. We still offer many great services including Training Courses, Flexible Automation Plaza, knowledgeable Sales Reps, Application Engineers, and ValuManufacturing. We hope that you will find our newsletter an evolving communication piece to better serve your needs.

## UPCOMING EVENTS

### TRADESHOWS

**September 27-28, 2006**

Lancaster Event Center  
Lincoln, NE

**October 11-12, 2006**

Iowa Events Center – New Hy-Vee Hall  
Des Moines, IA

**October 25-26, 2006**

Minneapolis Convention Center  
Minneapolis, MN

### BRAAS COMPANY LAUNCHES NEW WEBSITE

**COMING IN SEPTEMBER** you will see a new look and feel when you go to [www.braasco.com](http://www.braasco.com)! We're excited to provide you with easy access to training classes, vendors, upcoming events, featured products, newsletters, services, ValuManufacturing, and the list goes on. So be sure to come out and visit us on the web!

### THE WORLD'S SMALLEST, TOUGHEST, FOOD GRADE, SUS316L PHOTO SENSOR



Only 10.8mm wide and 32.2mm tall, the **E3ZM** is ideally suited for installation in narrow spaces. IP69K rated, the sensor is **laser etched** instead of using labels to prevent foreign material contaminating food products. Go to Omron's new web-site at [www.omron.com/oei](http://www.omron.com/oei) and search "E3ZM" today!

**OMRON**

### EMPLOYMENT OPPORTUNITIES

Braas Company has the following positions open:

#### Inside Sales Representatives for:

Eden Prairie, MN and Elgin, IL

#### Outside Pneumatic Sales Representatives

For job descriptions, go to our website. Braas Company is employee owned and offers a competitive salary/benefits package. If you are interested, please send letter, resume and salary requirements to:

Braas Company  
Janis Negratti-Samuel  
7970 Wallace Road  
Eden Prairie Minnesota 55344  
Fax: 952.975.6317

E-mail: [Janis.Negratti-Samuel@braasco.com](mailto:Janis.Negratti-Samuel@braasco.com)

## TRAINING CLASSES OFFERED AT BRAAS IN EDEN PRAIRIE MN SEPTEMBER—DECEMBER 2006

**PLC-201**  
Introduction to PLC  
Programming & Software  
September 5 - Day  
October 3-4 PM  
December 5 - Day

**FPF-101**  
Fluid Power  
Fundamentals  
October 18-19 PM  
December 13-14 PM

**Compumotor 6K**  
Multi Axis Servo/Stepper  
Programming  
September 20 - Day  
November 30 - Day

**Denso Workshop**  
Robotic Programming  
September 13 - Day  
October 11 - Day  
November 8 - Day  
December 13 - Day

**PLC-202**  
Intermediate PLC  
Programming  
September 12 - Day  
October 10-11 PM  
December 12 - Day

**ISF-101**  
Industrial Sensor  
Fundamentals  
October 24-25 PM  
December 6 - Day

**SSM-201**  
Servo/Stepper Motion  
Basics  
October 12 - Day

**VSF-401**  
DVT Vision System  
Fundamentals  
September 26 - Day  
October 24 - Day  
November 28 - Day  
December 14 - Day

**PLC-203**  
Advanced PLC  
Programming  
September 19 - Day  
October 16-17 PM  
December 19 - Day

**MSF-201**  
Machine Safeguarding  
Fundamentals  
September 27 - Day

**ACR-101**  
Multi Axis Servo/Stepper  
Programming  
October 26 - Day  
December 7 - Day

**VSF-402**  
In-Sight Vision System  
Fundamentals  
September 28 - Day  
October 25 - Day  
November 29 - Day  
December 15 - Day

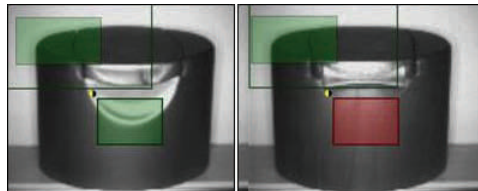
### APPLICATION ENGINEERS CORNER

#### APPLICATION:

A manufacturer needs to verify that a cap is oriented correctly before it can be placed onto a shampoo bottle, otherwise the cap will not go onto the bottle.

#### PROBLEM:

The parts are not precisely fixtured on the line, so traditional sensors cannot reliably detect caps that are backwards.



#### SOLUTION: CHECKER

Because Checker can find the part, it can place a contrast sensor in the proper location to check the orientation. When the part is correctly oriented, the flip top is visible, and there is high contrast on the cap. When the cap is backwards, the area appears dark, without contrast.



#### SIGN UP NOW!

For class information, or  
to register on-line,  
please go to  
[www.braasco.com](http://www.braasco.com)

Other classes available  
upon request

“Time has a  
wonderful way of  
showing us what really  
matters”  
Margaret Peters

**FEATURED PRODUCT**

**\*Cognex's Low Cost Machine Vision Redefined**

**Fully loaded DVT® Vision Sensors at Entry Level Prices.** Give yourself a huge competitive advantage with dynamic new functionality in a single software offering! Intellect I.3 runs on the new DVT 515, 535, 545 vision sensors and features:

- ✓ New Connection Wizard for simplified network connection
- ✓ Auto Exposure and Focus Feedback for ease of deployment
- ✓ Replicator tool for Identical Inspection set-up
- ✓ Continuous-mode line scan



**DVT 515**

- ✓ Lowest cost vision sensor
- ✓ Significantly increased processor speed
- ✓ New imager produces crystal clear images for high speed motion capture



**DVT 535**

- ✓ Top price for performance in the industry
- ✓ Sub pixel resolution for high accuracy gauging applications
- ✓ Complete library of vision tools including ID and OCR/OCV



**DVT 545**

- ✓ Paired with Intellect I.3 to offer a premium performance vision sensor
- ✓ New processor provides 50% increase in speed over previous model
- ✓ New CCD imager improves gauging and resists blooming



**ATTEND OUR FREE SEMINARS, WORKSHOPS, AND TRAINING PROGRAMS**



[www.cognex.com/university](http://www.cognex.com/university)

**FEATURED PRODUCT**

**\*SMC's Ionizer with Surface Potential Sensor Series IZS30**

Positive and negative electric charge on a work piece is measured and discharged by a continuous flow of cancelling ions. Discharge time 0.3 seconds. For any application effected by static electricity that causes product defect or reduction of productivity.

- ✓ No external power supply 24 volt
- ✓ Ion sensor option
- ✓ Replaceable needle cartridges cost reduction and improved uptime
- ✓ Expanded Ionizing cover

**SENSING DC MODE FEATURES**

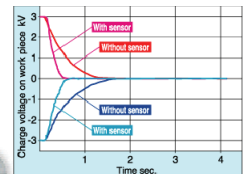
Automatic operation by feedback control

- ✓ High-speed static electricity elimination
- ✓ The effects by the installation distance are reduced
- ✓ ON/OFF control automatically after eliminating electricity

**DC MODE**

Generates positive/negative ions

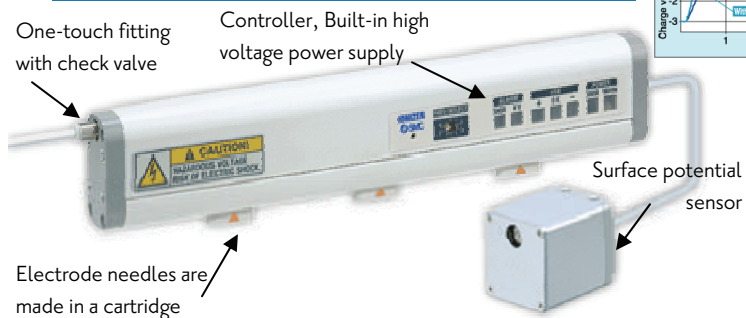
- ✓ Suitable for a high-speed transfer work piece with unchanged charged polarity or applicable to static electricity rough elimination at a high voltage
- ✓ Possible to charge electricity positively for static electricity painting, etc.



**PULSE DC MODE**

Can emit positive/negative ions at a certain cycle for general purpose

Suited for a work piece with charged electricity spots, continuous work piece or small work piece which cannot be identified by the sensor. Switch frequency is variable.



**Braas Company**  
**7970 Wallace Rd**  
**Eden Prairie MN 55344**



## **VISIT US ON OUR NEW WEBSITE**

In our continuing efforts to serve our clients in a timely and efficient manner, Braas Company will be launching a new and improved website. Our hope is that you find the new website easier to navigate and full of useful information. Look for our new website to be launched in September. We will continue using the same website address.

**[www.braasco.com](http://www.braasco.com)**

If you wish to be removed from the Braas Company "In Motion" newsletter or you would like to receive via e-mail, please send your e-mail request to [marketing@braasco.com](mailto:marketing@braasco.com) indicating your preference.  
Thank you

## **BRAAS COMPANY ATTENDING MIDPAK**

For the third year in a row, Braas Company continues to evolve in providing you the best of products and services. See robot demonstrations. Try hands-on demos with vision and safety. Our sales reps and vendors will be on location! Last year was exciting, this year will be even better! You can register on-line at [www.midpak.com](http://www.midpak.com) for the Show and we hope to see you there!

**NEW BOOTH LOCATION - 325  
MINNEAPOLIS CONVENTION CENTER  
OCTOBER 25-26, 2006**

**"We know what a person thinks not when he tells us what he thinks, but by his actions"  
Issac Bashevis Singer**