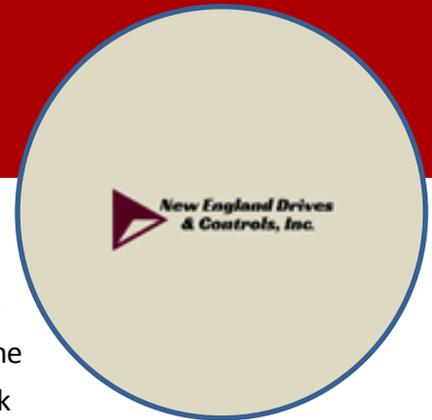


Connections

Superhero Accessories



When I was a boy, I think my favorite superhero was Batman. He seemed to always be prepared and had a gadget to help him out in whatever situation he was in. He wore a "Utility Belt" that had everything from a flashlight to shark

"A hero can be anyone. Even a man doing something as simple as putting a coat on a little boy's shoulders to let him know the world hadn't ended."

-Batman, Dark Knight Rises

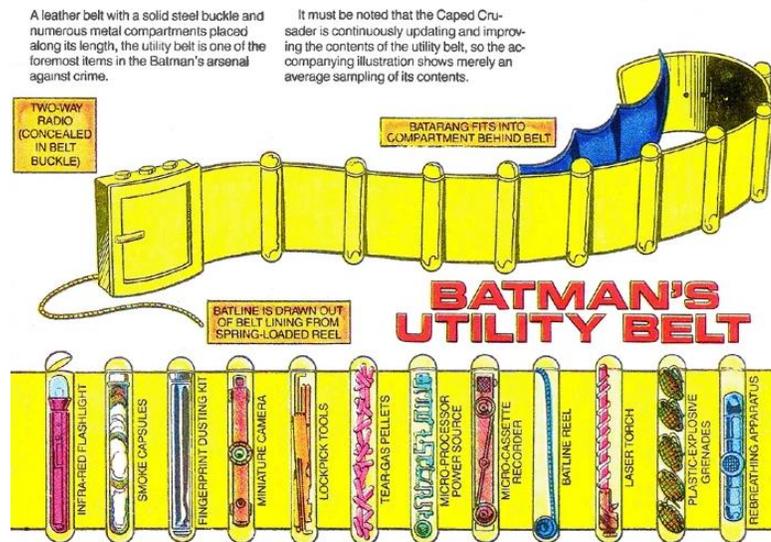
As New England Drives & Controls constantly strives to become a better asset to our customers, our whitepaper series will feature new technologies or helpful insights that may be pertinent to the reader. It is our sincere hope that this information will be beneficial in both relating, and applying content to your industrial needs.

We hope you find this whitepaper series an enjoyable and informative read.

We always welcome your questions and comments.

Repellant. As a child, I never questioned why Batman always knew how to be equipped for any situation. As an adult I now whimsically reflect that 75% of the power that Batman wielded, now exists on my smartphone. Of the remaining percentage, I suppose I do take some risks. After all I do not carry

an underwater re-breathing apparatus, smoke grenades, or a "Batarang," but I somehow manage to be ready for the next "emergency."



Being prepared sounds like a simple thing to achieve, but when it comes to materials and parts, it seems logistics and cost become limiting factors. Imagine when a New England Drives Salesman comes calling, and after accessing your needs, reached into his "utility belt" and pulled out exactly what was needed on the spot. If only situations like this truly happened in real life. Unfortunately, I have not spotted any of our sales team wearing capes. I will however point out that our geographically northern-most

salesman has been seen in January wearing a short sleeve shirt! I'm not specifically calling him out, but the possibility of him having an invisible cape on has crossed my mind when I see him in these situations! - Just saying...





This leads me to my next thought! If we could have one sensor that could support us 75% of the time, what would it be? It would need to be a sensor that could detect clear objects, measure distances, detect even slight differences in color or material, have laser like focus, and also a cost that is comparable to other sensors dedicated to a single task. A sensor like this could easily open up several slots in our utility belts.

If you are not aware of the Banner Q4X, you should be! This sensor is IP67 rated, can be configured to do all of the things listed in the above paragraph, and more. Have NPN, PNP or analog outputs as well as I/O Link options. One sensor can equal more than a dozen individual sensors. This could keep the amount sensors that have to be in inventory to support your needs down quite a bit. Less inventory, more savings.

So, when you need a go to sensor to occupy a space on your shelf to support maintenance, or on your utility belt, consider the Q4X for the job.

We are proud to distribute solutions to simplify and streamline projects for industrial automation by several of our solutions partners. Let us know how New England Drives & Controls can help.



-Peter Lavoie (Engineering Manager)



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