



ADVANCED CONTROL SYSTEMS INC.

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Welcome

We're pleased to provide you with the latest issue of *Update*, the newsletter from Advanced Control Systems, Inc. (ACS). We're the control systems subsidiary of Advanced Concrete Technologies (ACT), a world leader in concrete



SmartMix™ control solution from ACS fits anywhere, even on the production floor. Eliminates the need and expense of a separate control room. Provides complete reporting, moisture control, weight-based batching, and full integration with any new or existing plant equipment. Perfect for retrofits and more!

batching and mixing plants, with more than 3,500 installations worldwide. At ACS, we put the focus on your control needs. From design and integration, to turnkey installation, training and on-going support, we provide a complete solution to meet your exact requirements...to ensure your success.

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SUMMER 2004

A&R Concrete Products Specialties, Inc. DOT Regs Require Accurate, Flexible Control Solution

For more than forty years, A&R Concrete Products Specialties, Inc., of New Windsor, NY, has been a trusted supplier of stock and custom precast products for private and public customers in the tri-state area. Like all successful vendors, A&R has had to adjust periodically to meet new challenges and address new markets. Recently, the company installed an accurate, flexible SmartMix™ control solution from Advanced Control Systems (ACS) to enable it to meet the strict requirements of the NY State Department of Transportation (NYSDOT), Department of Environmental Protection and other customers.



All in the A&R family – from left Mark Amoia, Kim Amoia-Post, President Joe Amoia, Kerrie-Ann Lynch, and Mike Amoia stand ready to meet customers' needs.

The SmartMix control system is a compact, rugged Windows-based solution that provides the record-keeping, accuracy, and flexibility required for today's complex mix designs and strict quality standards. A&R installed the ACS SmartMix control system as part of an overall upgrade to an existing batching plant that also included aggregate batch yield adjustment by moisture probes in the aggregate bins, a new high-speed weigh belt, and aggregate bin cones with air gates. The upgrade was required to maintain NYSDOT certification, which calls for batching in "hard" metric units and a written record of each batch produced.

According A&R president Joe Amoia, the company chose the ACS SmartMix control solution after extensive research. "We met with ACS representatives at the MCPX trade show and numerous other trips they made to our plant to meet with us," he says. "ACS was very responsive, much more so than any other vendor. That responsiveness was a critical factor in our decision. We knew that if we had a problem or questions, they were just a phone call away and that's essential when you run five to six days a week like we do."

Founded in 1960 by Anthony Amoia, A&R is now a second-generation company with a focus on built-to-order products for large public projects such as monorail components for Newark and Kennedy airports, and runway drainage and lighting products for New Jersey's Teterboro airport. The company first relied on redi-mix deliveries, but in 1986 purchased its own batching plant from Italy. By retrofitting the ACS SmartMix control system to this original plant, it has extended its original capital investment and added significant new benefits, including: complete record-keeping capabilities (production history, mix components, moisture content, and much more); enhanced accuracy with weight-based metering;



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programmable control, enabling easier calibration and future enhancement; and reduced materials cost due to greater accuracy and reduced waste—solved cement overdosing problem that existed with previous control system

"Today, a paper trail showing production history and materials used is essential to meet contract requirements," Amoia emphasizes. "It was critical that we maintain our NYSDOT certification, so we even considered purchasing an entirely new plant that could do this for us, but then we discovered the SmartMix system from ACS. It saved us the downtime and costs we would have had with a new plant installation. ACS even modified the plant's program to allow us to meet some of the more unusual NYSDOT batching requirements. That level of flexibility will help us optimize operations for years to come."



A&R QC manager Chris Ferranti glances at the production screen of the new SmartMix panel. He was pleasantly surprised when the new ACS components increased the batching speed of the plant. He now has the flexibility to switch easily between manual and automatic production. The SmartMix system produces and records all the data critical for Chris's daily QC reports and functions.

Amoia adds, "The SmartMix control is simple to operate and fit into our existing layout without a special control room. The ACS engineer even tweaked our SmartMix program to meet certain unique mix requirements for some of our customers. Training was easy, too."

Granite Precasting Getting it right with SmartMix

At Granite Precasting and Concrete, Inc., of Bellingham, WA, concerns over batching control system reliability and accuracy was a problem that proved difficult to solve. "We reached the point where we just had to rip out the old control system and install a new one,"

explains Granite owner Mark Salisbury. "When we looked at the control systems on the market, Advanced Control Systems (ACS) and their SmartMix system really stood out."

Salisbury especially liked the thoroughness of the quote he received from ACS and the help provided by ACS/ACT rep Brian Blevins of Austin Jordan and Associates. "ACS detailed exactly what they would do for us and addressed every concern we had," he notes. "We had to chase other companies for details and their quotes were vague. ACS gave us a multi-page quote and we talked to other ACS users who gave great recommendations. We could tell ACS was a very service-oriented company."



The ACS SmartMix control system goes through final production simulation testing and a final check before it is shipped to Granite. Pre-configuration helps minimize installation downtime. The all-in-one display delivers a comprehensive view of all plant operations.

Granite is a producer of high quality utility, drainage, and other infrastructure precast products, including manholes, catch basins, curbs, oil/water separators, and pipe. SmartMix will give the company total batching control and recordkeeping capabilities with a user-friendly point-and-click interface. "The control is even bi-lingual," Salisbury notes. "The fact that it comes with both English and Spanish instructions is a huge advantage. It's also a nice compact unit that fits our existing space exactly."



New! PCS Touch™ from Advanced Control Systems (ACS) delivers true touch-screen control to your operation, providing intuitive, faster automatic operation for almost any batch plant requirements. Side-by-side manual and automatic controls provide redundant control for non-stop operations. Record and report on every aspect of batching operations, making it easy to meet strict DOT requirements. Store more than 1,000 recipes, and record consumption information for every job by customer, job site, and truck. Call ACS today!

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Areas of interest: (check all that apply)

- PCS Windows-based Control Automation
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- Integration of Existing Controls
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