

LÜTZE-REPORT

The international magazine of the Lütze Group



**THE REASON TO CELEBRATE
LÜTZE'S «GOLDEN ANNIVERSARY»**

NEW PRODUCTS

LÜTZE LSC WIRING SYSTEM

**ENERGY SAVING THANKS TO
RS-485 INTERFACE CONNECTION**

AM EXPO 2008 IN CHARLOTTE, USA

**PROFESSIONAL FLEX AND
CABLE ASSEMBLY**

YOUR PARTNER IN INNOVATION

LÜTZE IN USE AT AIRPORTS

LÜTZE 
Systematic Technology

EDITORIAL



Udo Lütze
CEO Friedrich Lütze
International Group

50 years young

50 years ago, my father took the decision to make his dream of independence a reality. He laid the foundation stone for the group of companies that is active all around the world today, working in close co-operation with its customers. Right from the start, he employed his simple formula for success: «Ask the customer what he wants and what we can do to help him.» Even 50 years after the company was founded, customer benefits are still the focus of all our activities. Together with our customers and partners, we search out new, innovative solutions in the fields of machine and plant construction.

Thanks to constant innovation, we have developed into a company that is 50 years young. Just as we did in the beginning, we listen to our customers and support them with our solutions. Under the motto «Tradition in Automation», we want to continue this strategy and be an innovative partner for our customers.

I would like to take this opportunity to thank all of our customers and partners, who have been with us over the last 50 years, for the trust you have placed in us. Together, we can create our own success and I look forward to many more successful years with you.

Yours sincerely,
Udo Lütze

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THE DEVELOPMENT OF THE LÜTZE GROUP



1958

Foundation of Friedrich Lütze
GmbH & Co. in Weinstadt



1979

Lütze AG,
Switzerland



1993

Lütze Ltd., United Kingdom
Co-operation with Elfra s.r.o.,
Czech Republic



1976

First subsidiary company in France
Lütze ETE in Austria



1989

Lütze Inc., USA

2001

Sales office opened
in Italy

PIONEERING ELECTRONICS COMPANY CELEBRATES ITS GOLDEN ANNIVERSARY



In 1958, Friedrich Lütze (born in 1923) founded the company Lütze GmbH in Weinstadt near the German city of Stuttgart. Since then, electronic and electrical components and system solutions have been developed and manufactured for the automation, high-tech and railway engineering industries. With groundbreaking innovations and international patents, the company established its reputation when it was still young. With the market launch of the LSC system for wiring control cabinets in 1972, manufacturers of control cabinets could, for the first time, save up to 25% space compared with conventional designs. At the beginning of the 1980s, Lütze was one of the first suppliers of C-Track cables in the world.

Research and development are the main focus for Lütze

Ever since the company was founded 50 years ago, it has been part of our philosophy to be one of the top suppliers in the automation industry with our highly innovative products. It is not without reason that Lütze invests more in research and development than is average for this sector of industry.

Company growing steadily

In recent years cumulatively by approximately 50%. Subsidiaries have been established in France, Austria, Switzerland, the USA, United Kingdom and Spain. In 2007, the Lütze China subsidiary was opened. Since 2003, Lütze has owned the modern electronics production company, Elfra, in the Czech Republic. At its headquarters in Chrudim, about 100 km east of Prague, Elfra s.r.o. employs a workforce of over 100 people.

Today, Friedrich Lütze GmbH & Co. KG is active all over the world and, with 370 employees, achieves an annual turnover in excess of EUR 60 million. At home alone, Lütze has more than 2,000 customers. Important product groups include control

lines, the LSC wiring system for control cabinets, interface and suppression technology, power supply systems and field bus equipment, as well as Ethernet-based control systems. Railway engineering forms a very important part of Lütze's business. In this area, we are one of the leading suppliers worldwide: approximately 30,000 Lütze components are currently in use in rolling stock all around the globe.

Latest news: For the construction of the highest building in the world in Dubai, Lütze supplied the power supply cables for the highest construction crane.

Friedrich Lütze guided the succession of the family company until 2006 when he handed over operations to his son, Udo.

Lütze celebrates its «Golden Anniversary» on 2 May 2008

On that day, Lütze will be holding a specialist symposium in Stuttgart based around the subjects of «Thermodynamics in switch cabinet construction» and «Decentralised control systems operating under the toughest conditions». Taking part will be well-known speakers from the worlds of science and practical experience

TRADE FAIRS

Lütze goes around the world

Exhibition	Date	Place
Hannover Messe	21 – 25 April 2008	Hanover
Drives & Contros 2008	21 – 24 April 2008	Birmingham
Die andere Bahnmesse	28 – 29 May 2008	Zurich
Intertech	05 – 07 June 2008	St. Gallen
ITU 2008	17 + 18 September 2008	Sargans CH
MSV	15 – 19 September 2008	Brünn
Motek	22 – 25 September 2008	Stuttgart
InnoTrans	23 – 26 September 2008	Berlin
ISA EXPO 2008	14 – 16 October 2008	Huston
ELO SYS	14 – 16 October 2008	Trencin
SPS/IPC/DRIVES	25 – 27 November 2008	Nuremberg

2002

Majority shareholding in Elfra s.r.o., Czech Republic

2007

Lütze Shanghai

2004

Lütze S.L., Spain

Interface technology: electronic current monitoring with adjustable direct current range from 1 to 10A

SELECTIVE PROTECTION WITH BRAINS!



With its LOCC-Box, Lütze presents a new, electronic current monitoring system for direct current from 1 to 10 A, which makes possible the selective fuse protection of individual 24 V circuits each with different tripping behaviour.

With the Lütze LOCC-Box current monitoring system, on the one hand capacitive loads can be started via the «power-on effect» and, on the other, in the event of an overload or short circuit in 24 V DC circuits, the faulty current path can be switched off in isolation, without affecting the main power supply. In order to comply with the extremely varied requirements where turn-off behaviour is concerned, the LOCC-Box system offers the option of setting ten different characteristics via a switch. As well as the well-known characteristics from the circuit breaker sector, provision is also made specially for implementing customized characteristics. In addition

the rated current range is selectable from 1A up to 10A using presets. The ability to select the current range and the characteristic is very important when retrofitting, as here the device protection often has to be modified and adapted to suit.

Modular design offers practical advantages

Here Lütze's LOCC-Box System is setting new standards. The single channel construction, with all the functions described, offers the highest possible flexibility. The customer can decide, whether each module is to be supplied individually or via the system supply (incoming-feeder terminal, copper busbar, end terminal). The particular advantage of this type of mounting is the screwless contact carriage, which allows individual channels to be exchanged in service without interrupting the whole supply. This also permits the isolation of individual circuits, in order to carry out necessary tasks safely.

The maximum supply current is 40 A DC; this is determined by the 6 mm² terminal. The whole system further benefits from a freely-selectable automobile-style fuse. Thanks to the very slim construction, with a width of just 8.1 mm, even a system with 40 channels measures only 340 mm width. To complete the picture, the system housing offers legend plates, the possibility of secure sealing of the terminals and a jumper system for looping the signals.



A success story

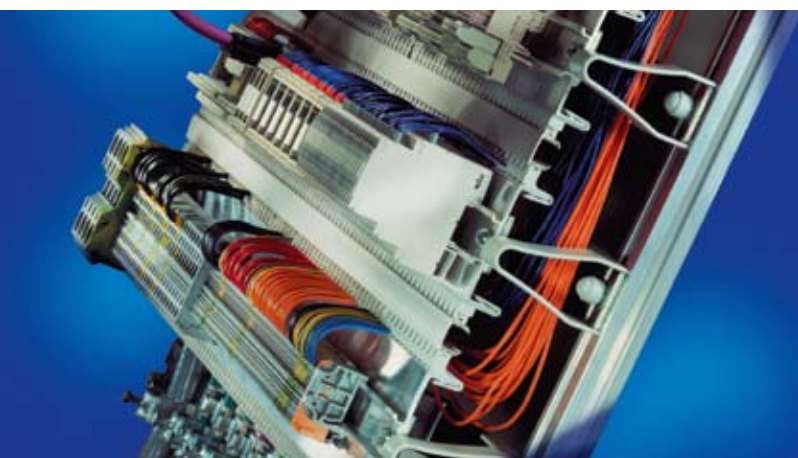
THE LÜTZE LSC WIRING SYSTEM

Friedrich Lütze, Germany



Building control systems for the machinery and plant construction industries has always been very labourintensive. With X-wiring from Siemens and the designing of control systems with cable ducting, cost savings could certainly be made compared with traditional flat wiring, but in many cases even this proved unsatisfactory.

A machine tool manufacturer, who we were supplying at the time with perforated strip for X-wiring, was looking for a faster and more cost-effective solution. He was not satisfied with the expensive wiring and the fact that in the event of modifications or repairs it was only possible to access the wiring from the rear. For reasons of space, wiring in cable ducting was out of the question, because with X-wiring, space savings of approximately 30% had been made.



LSC wiring system

What was needed was a solution with the advantages of both X-wiring (space saving) and cable ducting (accessibility). – A challenge for Lütze, because the solution would not only enable this customer to take a giant step into the future, but which would also substantially simplify control system design in the entire machine and plant construction industries.

Lütze tackled this fascinating task right away and built a trial prototype: With cable ducting split along its length, the halves of the bends were bent using a hairdryer until it was possible to fasten them onto a mounting board with the same dimensions as an X-wiring mounting rack. This resulted in cable ducting without a base, making front-wiring possible. And as the wires had sufficient space in the gaps in the mounting rack, the cable ducting was not overfilled and the dimensions of the X-wiring could be maintained. A conventional cable-ducting cover finished the job off neatly.

That was some solution! After only two days, the «new, innovative wiring solution» was presented to the customer, who reacted very positively. For further development, Lütze had to rely on the assistance of its suppliers. Working together with lots of commitment, we designed the elements of the new wiring system as well as the associated

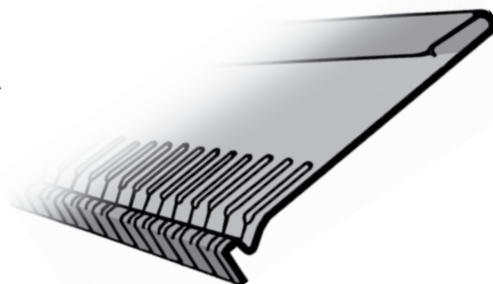
technical drawings. It was now possible to start up manufacturing of the cable-ducting halves and aluminium profiles for the new system – all that was missing was a suitable name: a decision was taken to use «Lütze LSC system».

The technical foundation stone had been laid, so all that was missing now were the customers. Of course, we had the approval of one sizeable customer, but not that of the entire automotive industry. To clear the last hurdle, it was necessary to modify the LSC system in such a way that both wiring profiles and comb-like elements could be used. So the same trials were carried out with the LSC profile. The wiring profile was bent through 90° and a comb placed in the

rightangle. As this angled comb instead of a comb plate no longer had to be manufactured using an extrusion process, but rather a die-casting method, a sample of a completely new version had to be made.

In spite of all the obstacles, we managed to visit the car factory after 14 days with the hand-made samples to demonstrate the new version. And this solution with the wiring comb gave Lütze the breakthrough it was looking for. Gradually, we were able to win over other car factories with our products and we were able to start comb production. True enough, over the next few years we had to do a lot of work convincing people, but the idea of now building control systems and saving 30% time and 30% space compared with wiring in cable ducting eventually won through. As further positive features, pre-assembled cables could be used and the excellent heat dissipation lowered the internal temperature in sensitive components.

Lütze has constantly strived to refine its LSC systems and to expand them with more and more new options. Many customers cannot contemplate doing without these innovative products as they benefit greatly from this particular product development.



Saving 30% time and 30% space

ENERGY SAVING THANKS TO RS-485 INTERFACE CONNECTION FROM LÜTZE

Rob Fearnett, United Kingdom

Climate change and the associated necessity to make more effective use of energy sources are urgent problems affecting us all.

As we all know, hot air rises and therefore the temperature in lower areas is normally relatively low, even with appropriate heating systems. This particularly applies in large spaces (such as warehouses, etc.). Costs and energy consumption for efficient blowers or fans are correspondingly high.

MegaFan Technologies, the developers of HVLS fans (fans with a large diameter, but low speed) recognised that for the effective distribution of air throughout a building, the volume of air that is distributed using fans is actually of less importance. Its HVLS fans have a large diameter and are characterised by an innovative rotor blade design inspired by NASA. In this way, the distribution of the air stream downwards is optimised and energy saving thus improved.

A fine example is the production facility of Wardle Storeys Ltd. in Lancashire, England. Wardle Storeys is one of the world's leading manufacturers of technical films, sound absorption materials, manufacturing com-



Several HVLS fans were recently installed in Wardle Storeys production facilities, enabling energy saving of in excess of 50%. In spite of their size, HVLS fans are inexpensive and economical to run. Even though the fans themselves can be very big (diameters of up to 24 m), the associated drive motors do not use more than 1.5 kW. All fans are controlled by individual, variable drives from Mitsubishi, which are fitted on the fans locally and connected to the basic PLC system by means of an RS-485 interface. Individual speed control is necessary to adjust the air stream in the factory to the current measured temperature on site.

As various potential problems arose during the course of development, technicians from Lütze Ltd. were involved from a very early stage. The cable impedance had to match that of the Mitsubishi systems provided in order to be able to install a large network without any communication errors.

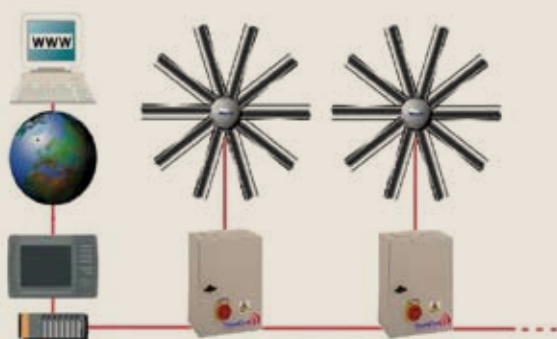
The Mitsubishi drive only has a single RS-485 port (a standard RJ-45 interface). However, during installation lots of drives had to be connected one after another in series.

Fans, wiring and control boxes had to be installed on the roof of the factory building. Therefore, each solution had to be easy to install and offer a high level of reliability, as access for maintenance purposes in such a busy working environment is relatively difficult.

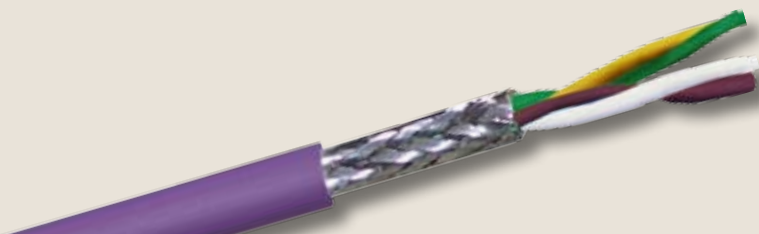
When it came to wiring the drive units, Wardle Storeys decided on the Lütze solution with the 104207 PVC bus connection (3x2xAWG24/7). This low-capacitance cable has an impedance that is ideally suited to the RS-485 system from Mitsubishi. As the drives have only one RJ-45 connection, these are connected in series via the Lütze 2-way RJ-45 socket (680500). The combination of socket and cable is supplied to the installation engineer as a finished assembly or group of components. This assembly facilitates easy, rapid installation and de-installation.

The system has been in use successfully for some time now and various large-scale enterprises have already expressed interest in it. One of the largest supermarket chains in the United Kingdom has already ordered the system for some of its branches.

A more economic use of energy sources is an important factor. However, no company can afford to have a lengthy interruption to its operations for the installation of the necessary systems. The solution from Lütze ensures that the on-site installation can be dealt with quickly and the companies can benefit from the advantages of HVLS fans as soon as possible.



ponents and similar products that are used in many different markets (for example, the automotive and upholstery industries, construction industry, medical sector, office supplies, etc.).



AM EXPO 2008 IN THE BOOMTOWN OF CHARLOTTE

Sari Gregson, USA

In March, Lütze Inc. took part as an exhibitor in AM EXPO 2008 in Charlotte, North Carolina, USA. AM EXPO 2008 is part of the biggest development and production event in the Southern United States and this year it was moved to Charlotte, NC. This was of particular interest to us, as the headquarters of Lütze USA is located in Charlotte.



The countrywide market launch of the Lütze Condufix product line attracted a large group of genuinely interested visitors to our redesigned stand. The visitors were noticeably very impressed with the flexibility of the product range with a quick release system guaranteeing protection classification IP 69K.

Another high point was the live demonstration of the LOCC-Box, our intelligent protection system for 24 V DC circuits. In addition, visitors could see for themselves the space-saving characteristics of this proven system during a demonstration of the state-of-the-art LSC rack.

The trade fair was a complete success. There were more visitors than in previous years, which can be taken as a good indicator of the rise of Charlotte to become a true economic metropolis. Charlotte is one of the most heavily commercially orientated cities in the USA. So in greater Charlotte you will find 328 companies listed in the Fortune 500 Index, and the city itself is in No. 6 position nationwide with eight Fortune 500

companies having their head offices there. Of the total of 740 companies active in this region which have their headquarters abroad, Germany holds the leading position with 162 companies. The number of foreign-owned companies with a presence in greater Charlotte increases year upon year. The banking business has also boomed in the city over recent decades and made Charlotte the second biggest financial centre in the United States after New York City.

At the moment, countless construction cranes «decorate» the skyline of Charlotte and provide further proof that the «Queen City» finds itself in the middle of a construction boom. Currently, no fewer than 20 new skyscrapers are being built or have just been completed. The «Queen City» was named after the German Princess Charlotte von Mecklenburg-Strelitz (1744–1818) and the county in which Charlotte lies is appropriately called «Mecklenburg County».

Visitors were especially impressed by the new «Light Rail» transit system in Charlotte built by Siemens. This turned visiting the trade fair into a convenient, stress-free experience without tiresome searches for free parking spaces. The Light Rail system has been part of the local public transport system of Charlotte since 2007.



As a result of all these positive incentives in Charlotte and the fact that the exhibition halls at AM EXPO 2008 easily sold out, it is no small wonder that the trade fair organisers will be going back to the Charlotte Convention Center next year. See you there again soon!



Bruwa-Tech GmbH

THE SPECIALIST COMPANY FOR PROFESSIONAL FLEX AND CABLE ASSEMBLY

René Koch, Switzerland



State-of-the-art stranded wire and cable assembly – this is where the specialists of Bruwa-Tech from Siebnen are most at home.

A workforce of 22 processes the complete range of copper conductors, from simple stranded wires to complex, PUR C-Track encoder cables on machines of the latest generation. These ready-assembled stranded wires and cables are used worldwide by well-known companies.

Fritz Bruhin founded Bruwa-Tech GmbH in September 2001. Since then, the company has grown steadily to its current size. A close working partnership between Bruwa-Tech and Lütze AG has existed for years, which has further intensified with Bruwa-Tech's recent move into the Lütze building.

On one hand, there are logistical advantages (no need to transport cables) and, on the other hand, Bruwa-Tech can benefit from Lütze AG's very well stocked warehouse.

An important point is the customised service with which Lütze provides Bruwa-Tech cables – if required, all cables are delivered cut to length and ring wound. This means that Bruwa-Tech does not have to bother with the handling of cumbersome drums and time-consuming cable cutting. And Bruwa-Tech therefore does not have to give a thought to the scrap cuttings.

The company can also rely on Lütze AG at all times when it comes to advice about cable matters. Communication channels are very short and direct.

Both companies take advantage of a very agreeable co-operation, which brings clear benefits to both partners.





Lütze Austria CHANGE OF MANAGEMENT

At the beginning of 2008, Konrad Gnigler, a qualified engineer, took control of the company Lütze Elektrotechnische Erzeugnisse GmbH in Vienna. The former sales manager of this subsidiary replaces Eduard Tanzer, who is taking well-earned retirement. Over 30 years ago, Eduard Tanzer founded the sales and marketing company in Austria together with Friedrich Lütze. After continuous growth, he was able to hand over to his successor a prospering and innovative sales and marketing company.

Konrad Gnigler has at his disposal an in-depth electrical engineering and business education and many years of experience in the sales and marketing of automation equipment. With his team of skilled and creative staff, he wants to carry on following the well-established growth strategy in Austria and other CEE countries, with products and solutions from Lütze as well as various agencies, such as Defem cable tray systems, Wöhner electrical systems and industrial identification systems.

«The customer and customer benefits are the focus of all of our efforts. Our processes are geared towards finding the best possible solution, tailored to the customer's needs. Of course, for this you have to have innovative products and services. Our successes with these special solutions, such as LSC wiring systems, for example, also with integrated bus bar systems, customer-specific interface modules or with individual assemblies, confirm to us that we should continue along the same well-worn path for the benefit of our customers and partners.»



LÜTZE INTERNATIONAL

**Think global, act local.
Get in direct touch with your Lütze Partner.**



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☐ Please send us information about your entire product range.

☐ We would like some advice. Please call us.

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Surname/forename

Address

Phone/fax

E-mail

LÜTZE – YOUR PARTNER IN INNOVATION

Armand Patte, France

In the case of machine tool manufacturers, a crisis-ridden sector in France, a company from Normandy has managed to dominate the market particularly well. The Thibaut company produces innovative and efficient machining centres.

In the fast-developing stone market, Thibaut is known as a reliable machine constructor with many years of experience, specialising in surface finishing, polishing, cutting, channel-cutting and milling machines. Since 1959, Thibaut has been developing, producing and marketing machines for processing hard materials (granite, marble, stone, cinder blocks, glass, resin, slate, etc.). From the very start, the company devel-

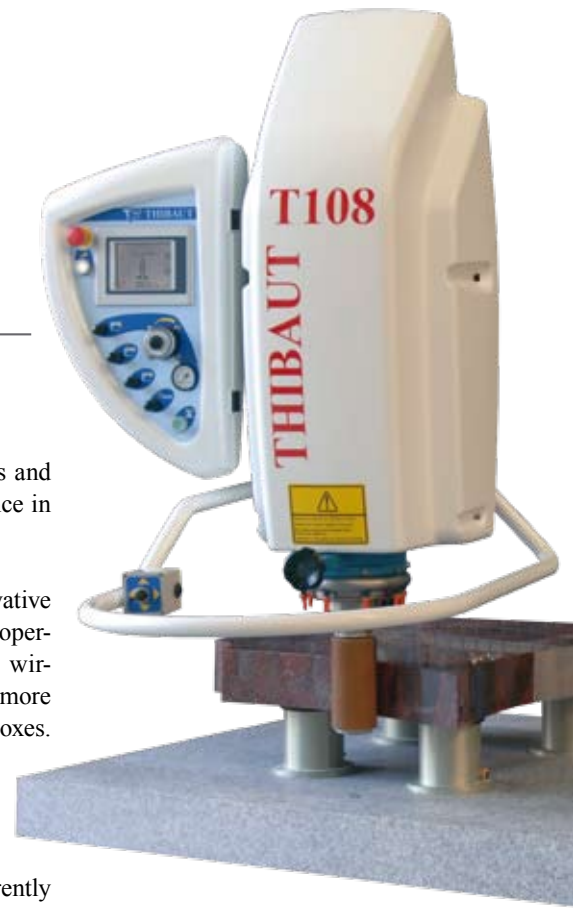
oped customer-specific solutions and therefore still holds a leading position in this market today.

Lütze and Thibaut have been working in close co-operation for several years now. In this respect, both companies agree on one point in an environment that is more and more heavily shaped by globalisation: they

have both remained family companies and can look back on 50 years of experience in the service of their customers.

Lütze supports Thibaut with innovative solutions. As a result of the close co-operation during the development of LSC wiring racks, it proved possible to design more compact control cabinets and control boxes. The control system can now be integrated into the machine frame. Design and dimensions are very important sales arguments for this company's customers. Thibaut is currently going through a period of growth and within the next two years would like to double the number of machines it produces. Thanks to close collaboration between technical and purchasing departments, it has been possible to develop space-saving solutions and to supply complete subsystems.

Thibaut also relies on our PUR superflex cable, as well as our pre-assembled cables. This year they have listed a package consisting of our interruption-free Delta power supplies and LOCC-Boxes. This design approval was possible because of our extensive product range, the compact design of our power supplies, flexibility when setting up LOCC-Boxes and optimised selective monitoring of 24 V circuits. Over and above



this, more detailed research is being carried out at the moment into our Cablefix Vario and assembled cables inserted in chains as a group of components.

Armand Patte, managing director of Lütze SA, comments as follows: «Co-operation with Thibaut has proved to be a very pleasant experience. Over a period of time our two companies have built up a climate of trust. Given the co-operation as partners between our development, sales, purchasing, technical and quality control teams, we can fully satisfy the expectations of Thibaut with regard to technical solutions, price structure and logistics.»

Vincent Ernout, purchaser: «We demand quality products from our suppliers which comply with applicable standards in our target markets (the export share at Thibaut is 70%), as well as the capability to provide us with complete machine functions.»



LÜTZE IN USE AT INTERNATIONAL AIRPORTS

Rudolf Killmann, Germany

Do you know how your case gets from the check-in desk to the aircraft?

Every one of us has handed over their case at the airport and then wondered when arriving at the destination: «Just how does it work if millions of cases have to be sorted and transported?» This is a question that the company Beumer Maschinenfabrik GmbH & Co. KG in Beckum can answer.

The solution is called autover®.

The name autover® stands for a transport system for cases and other items of baggage, which is based on a track system with intelligent vehicles. The vehicles themselves are so big they can pick up and carry a piece of luggage that is up to a maximum weight of 60 kg. Thanks to contact-free transfer technology, during transportation both power supply and data transmission are guaranteed so that the vehicles can find their way around the airport track system.



Mr. Sliwka from the Beumer company had a crucial involvement in the development of the vehicles and the entire system. This is where Lütze comes into the picture. As the vehicles have their «own intelligence», it is, of course, also necessary to evaluate various functions and to activate drives and

other actuators. To guarantee reliable operation here, very high quality cables are required in the areas of the two moving axles.



At this point the Lütze company was able to create a customer-specific cable assembly, made up of 20 different cables. The most important things at this point are the absolute dimensional stability of the cables and compliance with the specifications relating to torsional stress. Thanks to our many years of experience in the automotive sector, we were able to offer an appropriate solution and to fulfil the technical guidelines in this reduced-space design.

For two years, autover® vehicles have been transporting suitcases at airports in every corner of the world. Systems are already in operation or about to be commissioned in Germany, France, Canada and the United Arab Emirates. Beumer fully expects long-term success with this concept, something that is, of course, also to our benefit.

So Beumer is making a significant contribution towards making sure our luggage arrives where it should.



Tradition in Automation



LVTZE ®
Systematic Technology