



Citius, Altius, Fortius'
(Faster, Higher, Stronger)
We've got the Olympics
Motto in us

news

World leaders in handling and feeding technology

Proof before purchase

One of the barriers often arising with the procurement process for automation expenditure can be confidence in the suppliers' engineering solution. Making the correct choice when being offered different solutions for an automation project or problem can be risky and costly in the short and long term. Making a difficult or wrong decision can have long term implications. When purchasing bespoke automation you need to be confident you have not only chosen the right company, but also the correct solution and importantly, one with a low level of risk.

RNA have a history of giving prospective customers confidence in the engineering solution prior to a contract with an insight to the proposal, often supporting our proposals with trials and feasibility studies. This can help to eradicate uncertainty in procurement decisions and gives confidence the correct investment choices are being made.

As a part of the quotation process, each new project undergoes a design and manufacturing **feasibility review**. RNA offer prospective customers access to our engineering teams' extensive automation experience, standard equipment, and in depth knowledge of feeding technology and specialist handling systems. All this expertise is to hand at our factory in Birmingham.

For feeding systems often trials are carried out by developing and tooling a critical element of the system. Perhaps this will be to prove that a difficult component can be orientated and accumulated effectively. RNA will endeavour to set up the systems to replicate as far as possible the operation in a real world production environment.



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Silicone caps on trial

Often RNA are also asked to provide non bowl feeding solutions. As an example, RNA was asked to design a transfer and sorting solution for three very different designs of oval tablets at over 1800 components per minute. The

customer required the automation to remove broken tablets (1/2 or less) without the use of a complicated vision system. A standard RNA linear drive unit type SLL400-400 was used for the demonstration and final design. On that occasion, we were able to draw upon components modified from our standard range and successfully proved the viability of the solution.

RNA are also increasingly being asked to carry out feasibility projects for vision systems and robot handling systems where confidence in the vision system combined with a fully automated handling unit are key elements of the project.



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Blank coins on trial

During 2011 RNA carried out many feasibility studies and trials, which were instrumental in giving customer sufficient confidence to go ahead with the project.

Pre-quote feasibility reviews also give our

customers the opportunity to meet our key personnel, view our operations and quality. We often encourage customers to bring the key decision makers to test and see the equipment 'go-live'. When viewed live, further discussion and analysis about the project can be discussed around the equipment. This is usually more meaningful and prompts further discussion than a design drawing alone.

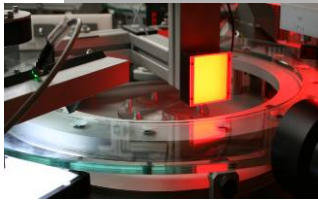
RNA Total Confidence in Supply

- ▶ RNA can help customers reduce risk during the equipment selection and purchase process
- ▶ RNA enable customers to visit and inspect our facilities
- ▶ RNA's technical team provide expert advice on your projects from the design to installation
- ▶ RNA can work with you to evaluate the effectiveness of a new system including evaluating the payback period for the project.

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their name and email address to us via rna@rnaautomation.com



Down but not out: The Importance of Critical Spare Parts

RNA Events

Southern Manufacturing 2012 15th - 16th February 2012

FIVE, Farnborough UK

@ Booth P31

Equip. on display: *RNA Robotic system*



NPE 2012

April 1st - 5th, 2012

Orange County Convention Center,

Orlando, Florida USA @ Booth #36023

Equip. on display: *RNA ZE System*



Pack Expo 2012

October 28th - 31st, 2012

McCormick Place, Chicago, Illinois USA

@ Booth #N-4404

Equip. on display: *RNA ZE System*



Visit RNA website for details
Contact Ying Zhang at
yingz@rnaautomation.com to
learn more about RNA events.

New People



Kirsty Van Rensburg has joined RNA as a design engineer and brings a wealth of project management and design experience. We welcome Kirsty as a new member of the RNA family and are very happy to have her on board.

Vacancy

We are seeking a well qualified **Trainee Mechanical Design Engineer** to join our well established company based in Birmingham.

Please Call or Email
rna@rnaautomation.com for
details.

Jan/Feb 2011 RNA Automation

When you purchase equipment from RNA you are assured of a high level of after-sales service. Whilst all RNA equipment is designed and built to the highest standard of quality, components do sometimes fail. We strongly advise keeping a stock of **system-critical spare parts** to eliminate any delays due to unforeseen problems with your equipment.

We know that business is under continued pressure to minimise costs and the overhead of carrying the inventory. It is always critical for the storeroom to provide the right spare part, in the right condition, at the right time and at the right cost to support equipment reliability and production uptime. This is why RNA encourage our customers to have only spare parts that have been identified as **critical** to the production process in their inventory.

RNA are committed to provide support in order to keep your machines running in good and safe working order. Our high quality spare parts increase reliability and extend the life of your equipment.



How to order your RNA spare parts

Prompt availability of spare parts can be important. In order to minimize customer's downtime, we hold an extensive inventory of spare parts for all current RNA equipment.

UK enquiries:-

- ▶ RNA online enquiry form
- ▶ Contact RNA spare parts sales department - Chris Mills on +44 (0) 1217 492566 ext.139

USA/Canada enquires:-

- ▶ RNA online enquiry form
- ▶ Contact RNA spare parts sales department - Chris Mills on +44 (0) 1217 492566 ext.139
- ▶ Contact RNA North America agent: *Palace Packaging Machines*
Tel: 610-873-7252
Email: palace@unscramblers.com

Enquires from other countries:-

- ▶ RNA online enquiry form
- ▶ Contact RNA spare parts sales department - Chris Mills on +44 (0) 1217 492566 ext.139

All spare parts carry a UK 12-month warranty. Common spare parts are normally delivered within 1-2 days. If you have a particularly urgent requirement, or you have any questions regarding RNA obsolete spare parts, contact our spare parts sales department for details.



RNA spare part lists and technical datasheets are available at
www.rnaautomation.com/datasheets/



In conjunction with RNA spares we also offer maintenance and training programmes to suit your requirements.



CHAMPIONING
MANUFACTURING
IN THE MIDLANDS

www.madeinthemidlands.com

RNA are pleased to announce that we have joined Made in the Midlands. The group's aim is to promote manufacturing in the West Midlands, focusing on getting firms to collaborate, communicate and source and supply from one another. RNA are proud to be a part of this organisation, which currently has over 200 members and is constantly growing. Our aim is to work with MITM and its effective marketing support service to source and supply more within the Midlands area.

Our MITM profile page can be found [here](#).