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# Omniflex facts

May 1998

INTERNATIONAL EDITION

## 32 Years on...

**New Brand, but not Brand New**

From early beginnings in 1965, our products and technologies have been consistently evolving with the changing face of the global industrial electronics industry and in 1997 *Omniflex* replaced *Conlog Industrial* as our new overall brand, one which has become a well-known name in industry on almost every continent.

By building on the established product brands such as *Omniflex*, *Maxiflex* and *Omnitem*, which will remain intact, the alignment of the company brand as *OMNIFLEX* just made good sense.

Because our products are deep-rooted and very well established, managing the brand switch is a time-consuming process that will take years to effect. For instance, as long as highly reliable products such as the *Omniflex-16* annunciator keep working, the *Conlog* logo will still be prominent in control rooms around the world.

We at *Omniflex* are dedicated to developing and manufacturing superior industrial instrumentation products for distribution worldwide through 'partnerships' with specially appointed value added resellers. We work closely with system integrators, applications houses and "on-the-spot"

service organisations to ensure that appropriate total solutions are delivered.

Achieving the status of a true global product supplier means a strong focus on innovation, quality and service the cornerstones on which the *Omniflex* ethos is now built. Within the first year of our new style of brand management, 13 new products have been developed, customers have re-affirmed long term purchasing agreements, new distributors have been appointed, delivery lead-times are at an all-time low and sales have exceeded forecast by nearly 30%.

That's company brand management!



*The Omniflex management team with the world at their feet. From L-R: Paul Gaines (Financial Director), Tadek Dzwig (R&D Manager), Ian Loudon (Marketing Manager) and David Celine (Managing Director).*



*Lads on the lines - internal sales support from Raj Namchand (left) and Dan Marimuthu.*



*Early beginnings - 1965 to 1997*

MAY  
Issue One

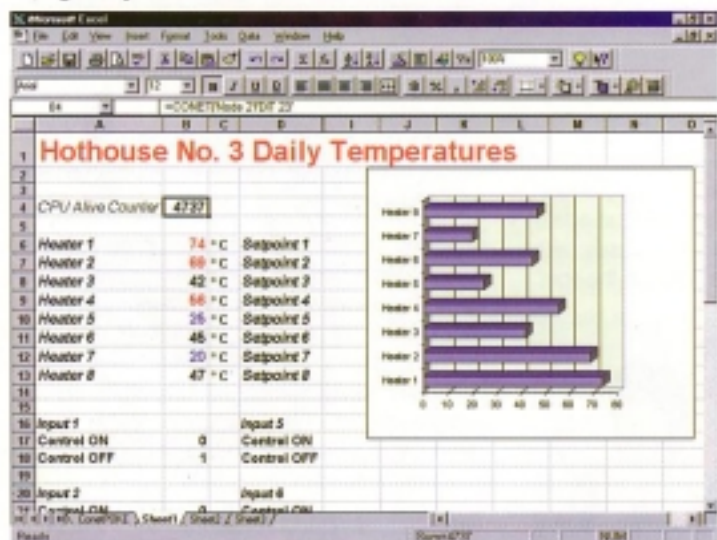
# Omniflex around the world....



The expanding family of Omniflex agents and distributors throughout the world get top priority service on all products that are currently manufactured by ourselves and those previously manufactured by Conlog Industrial.. Agents are also encouraged to carry appropriate stocks of the more popular product lines to provide the best possible service to end users in their territories.

## Plug straight into your favourite Windows program...

For many simpler applications where a full-blown SCADA cannot be justified, our Omniflex DDE Server allows you to show and manipulate real time data collection on a spreadsheet or other application (e.g. Visual Basic). Using Maxiflex remote I/O, you can view temperatures, pressures, flows, speeds, production quantities and any other process variable you want to, right in your standard business environment.



With a plug-in Conet card, you can view data in real time from up to 10km away (on instrument cable) or, simply plug the I/O into a serial port. DDE Server versions are available for Windows 3.1, Windows 95 and Windows NT and bring a level of instant monitoring and control at an irresistible price.

Agent	Location	Telephone	Fax
TransTech Electronic Controls Pty Ltd	Perth	+61 (8) 9302 2044	+61 (8) 9302 2054
TransTech Electronic Controls Pty Ltd	Melbourne	+61 (3) 9331 2155	+61 (3) 9331 1109
TransTech Electronic Controls Pty Ltd	Sydney	+61 (2) 9626 9626	+61 (2) 9626 2827
AMU Equipment Corporation	Florida	+1 (941) 682 4500	+1 (941) 687 0077
Instrumetics	Tel Aviv	+972 (3) 649 8538	+972 (3) 667 0077
Rey and Lenfems Ltd	Mauritius	+0023 0208 9876	+230 208 9876
Conlog (Pvt) Ltd	Hanare	+263 (4) 703192	+263 (4) 753197
NEC Power and Pumps	Windhoek	+264 (61) 236720	+264 (61) 232375
EuroTech (Far East) Ltd	Hong Kong	+852 (2) 814 0311	+852 (2) 873 5674
Omniflex UK Ltd	Manchester	+44 (161) 428 8506	+44 (161) 428 1373
Bousted Services Pte Ltd	Singapore	+65 661 3377	+65 661 8408
Goldpoint Co.	Taipei	+886 (2) 2358 4907	+886 (2) 2362 9670
Process Measurements (Pty) Ltd	Cape Town	+27 (21) 851 3632	+27 (21) 561 3643
Process Measurements (Pty) Ltd	Johannesburg	+27 (11) 907 7675	+27 (11) 907 7695
JT Electronics and Mining	Welton	+27 (57) 357 4211	+27 (57) 357 4214
JT Electronics and Mining	Krugersdorp	+27 (18) 91182	+27 (18) 94189
G&D Electronique cc	Durban	+27 (31) 568 1630	+27 (31) 568 1329
Industrial Controls and Services (Pty) Ltd	Port Elizabeth	+27 (41) 572445	+27 (41) 572450
Protosic 2000	Johannesburg	+27 (11) 793 2170	+27 (11) 792 0777
Autotronic (Pty) Ltd	Durban	+27 (31) 207 7477	+27 (31) 207 7477
NIC Instruments & Engineering	Durban	+27 (31) 202 7490	+27 (31) 202 7490
NIC Instruments & Engineering	Vanderbijl Park	+27 (16) 981 6140	+27 (16) 981 6143
NIC Instruments & Engineering	Johannesburg	+27 (11) 786 3700	+27 (11) 887 5728
NIC Instruments & Engineering	Secunda	+27 (17) 634 6834	+27 (17) 634 2656
Omniflex (Pty) Ltd (HQ and Factory)	Durban	+27 (31) 2077496	+27 (31) 262058

## REASON FOR ALARM!



The Omni-16 range of alarm annunciators provides you with peace of mind in all your alarm requirements - from 8 to 4000 points. Used off the shelf by all major industries worldwide in thousands of plant applications, including hazardous areas. Can you afford to be without one?

The Omni-16  
Annunciator  
- an Industry  
Standard  
Worldwide



AUTOMATION PRODUCTS

Tel: (031) 2077496 Fax: (031) 262058 email: sales@omniflex.co.za

# 13 New Products at Major International Exhibitions...



C&I Show, UK (28<sup>th</sup>-30<sup>th</sup> April 1998)

**Stand E10**

Following major new R&D initiatives based on positive customer feedback, we launch and preview a number of hot new products that we know will sell well internationally. Thirteen new products and product upgrades will be shown at various exhibitions including the C&I show (UK), the P&I show (SA), the Post Automation (Europe), the Hanover Fair (Germany) and others around the world. Take a look...

P&I Show, SA (19<sup>th</sup>-21<sup>st</sup> May 1998)

**Stand R52**



**Loop Powered Isolator (LPI):** Part of new look Omniterm range, 1500Vrms isolation in any 4-20mA loop with only a 4Vdc drop and absolutely no calibration.



**PT500, PT2000, PT5000:** Powerterm 500mA, 2A and 5A 24Vdc enclosed PSUs. High efficiency, small size, low mass. CE approved for international acceptance. Also new-look Omniterm.



**Maxiflex 32 Channel I/O Modules:** 32 DI and 32 DO for high-density, cost-per-point saving applications. Uses ribbon cables in conjunction with field terminal boards.

**Maxitel:** 'Plug-and-talk' instant bi-directional (and multidrop) digital and analogue telemetry system using standard Maxiflex I/O that just works when you switch it on. NO programming. Just DIP switch settings.



**Windows DDE Server:** Flexible software that allows low-cost, easy connection of real time plant data into live Windows programs such as Excel or VB.



**Maxiflex Network Interface Modules (NIMs):** Conet NIM, Modbus NIM and Programmable NIM for connection to any intelligent plant device for versatile data acquisition and control.

## BNFL Maxiflex Data Acquisition System

British Nuclear Fuels Limited at Springfields near Preston (UK) have used Maxiflex (19 nodes) on a dual Conet network with the pant SCADA, as part of an advanced data collection system which replaces an ageing PDP-11 computer.

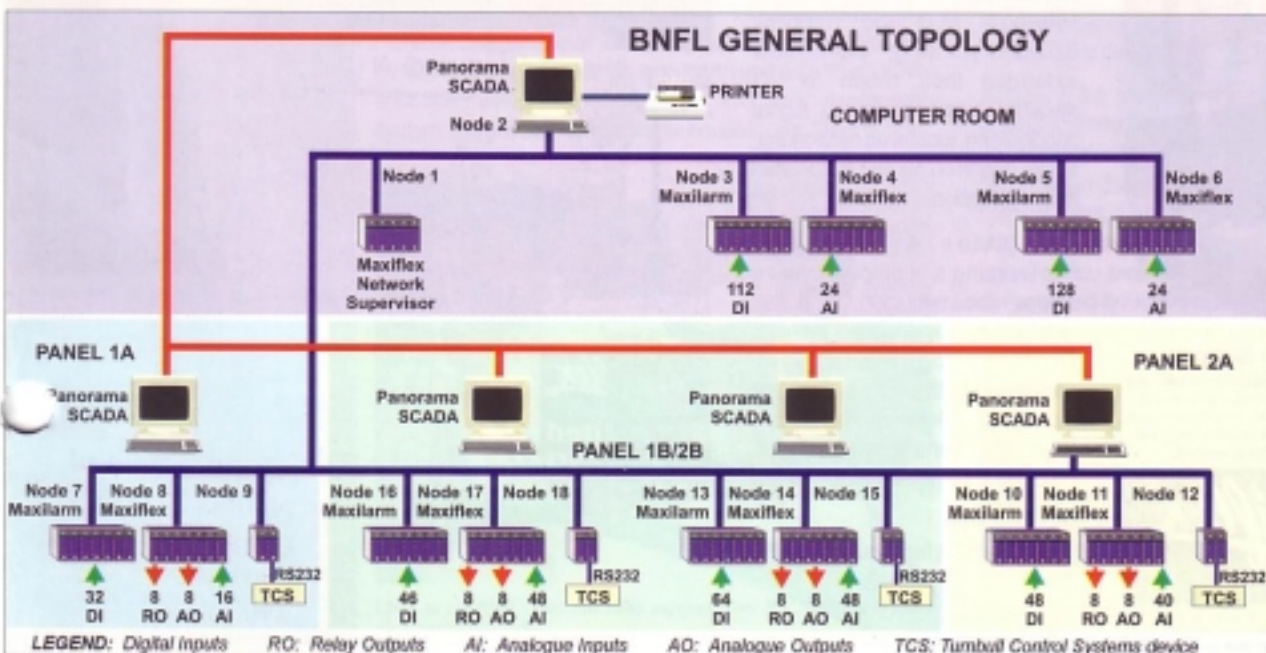
"BNFL chose Maxiflex because of its adaptability" said Gary Bradshaw, Sales Director at Omniflex UK. "The ability to gather remote digitals, analogues and at

the same time easily interface to old TCS 6000 series equipment via RS485, was what we needed in this application."

The SCADA software handles a mixture of polled data and change of state events which are time-stamped at the Maxiflex nodes in the field to within 10ms and time synchronised across the network. The plant alarm data is then displayed chronologically

For data security, two physical Conet networks have been installed, controlled by a separate Maxiflex network monitor node which will switch networks in the event of a line break and also automatically alternates networks periodically.

The 5-workstation SCADA is configured as a hot-standby client-server data acquisition and alarm management system on an Ethernet LAN.



OVER 700 I/O

# Great Team...Great Expectations



Tadek Dzwig leading the team that turns out the technology behind the new products.

Nobody expects more from them than the team themselves ... and how they have excelled in their first year in the new premises. Re-locating a 32 year legacy is no mean feat and installing it to suit the new operation is even more of a challenge especially when production has to roll on without interruption.

But with the team we've got, anything is possible and we are delighted to tell you that the old 'family' spirit has returned with Omniflex. We are still busy with the total re-location process and logically tackled the most important priorities first. That's why we now carry stock, have caught up with the unexpected surge in orders, have the best delivery lead times we've ever had and are positioned to provide the best ever service for our local and international client base.



Some of the production team - reason to smile.

## All's Fair in Quick Repair

We are delighted to advise that our repair facility is performing wonders and our average turnaround has reduced right down to a matter of days. We service all old Conlog Industrial products, providing true 'factory-built' service and quality on each and every item. Leave your repairs to the professionals!



Making sure our products keep battling past the century!



**GOT ONE OF THESE?**

You probably do because...

we have been designing, manufacturing and supporting these products locally and internationally for over 30 years. Our new name is Omniflex. We're the same team with the same quality products available directly and through appointed distributors worldwide.

**Omniflex**  
AUTOMATION PRODUCTS

Tel (011) 2671466 Fax (011) 262058 email sales@omniflex.co.za

## ProTraining Appointed...

We have appointed ProTraining to conduct training courses for our instrumentation and control product range in Southern Africa, where they will run courses in all the major centres and on demand at clients' premises as well.

Through our product range, ProTraining, who also conduct Mitsubishi PLC and Turbolink SCADA training, have now extended their reach to I/O systems, event monitoring, signal conditioning, local area networking, signal conditioning and associated instrumentation.

Delegates will receive ProTraining's comprehensive course documentation, produced in-house by experienced trainers, Graham Voget and Tony Stevenson, both formerly of Conlog Industrial. Between them they have the benefit of nearly 6 decades of combined experience in our industry.

Welcome to the team guys!



Tony Stevenson of ProTraining (left) with Ian Loudon - new horizons in training, a global model for all distributors.

**Omniflex**  
Accredited Training

**Omniflex Pty Ltd**  
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Overport  
Durban  
4967