

# Quad Plus, Inc.

Variable Speed Drives and Systems for Industry

primary metals & aluminum  
wire & cable

secondary metals

metal processing

coating

laminating

printing

paper

building materials

textiles

non-woven materials

rubber

plastics



# “..focusing resources on select markets to insure complete customer satisfaction.”

## Who is Quad Plus, Inc.?

Quad Plus, Inc. is a Drives and Process Systems Integrator that specializes in complete system solutions and machine optimization, focusing resources on select markets to insure total customer satisfaction. These markets include:

- Primary Metals & Aluminum
- Wire & Cable
- Secondary Metals
- Metal Processing
- Coating
- Laminating
- Printing
- Paper
- Building Materials
- Textiles
- Non-woven Materials
- Rubber
- Plastics

Our organization focuses on four individual segments that are tied together through each project to better serve your application. These segments are:

- Industrial Systems
- Field Service & Training
- Panel Fabrication/Light Systems
- Parts & Board Repair

## Industrial Systems

Industrial Systems is the foundation of our organization. Our broad expertise in applying AC and DC control, as well as automation solutions, has made us one of the fastest growing Integrators in the nation. By concentrating on select markets, we strengthen our understanding of critical processes which has become a significant benefit to our customers.

Our comprehensive systems capabilities are exceptional – from our preliminary engineering through commissioning your line. Our entire engineering staff has field service experience, and we continually use what is learned in the field to improve on design concepts.

Each staff member contributes to four key elements that achieve the quality, timeliness, and efficiency of your project:

• **Project Management** – Total account responsibility is critical to the success of any project. To insure this, a project manager is assigned to your account immediately upon receipt of an opportunity. A meaningful plan and schedule is developed to insure that there is coordination within our organization and with our suppliers to meet the project requirements. From preliminary analysis of the specification to fine-tuning the end process solution, everyone in the organization takes responsibility and ownership into each and every step.

• **Application/Process Experience** – Our Industry Managers and Engineering staff have a wide background of experience to offer. Our staff consists of Engineers from OEMs, End Users, and even Development Engineers from the vertical markets we specialize in. Each member of the team brings application/process engineering diversity. Process, PLCs, drives, and network specialists work *together* to provide a system that performs smoothly from commissioning through maintenance.

• **Design for Commissioning Approach** – We will not invent or engineer a solution for your application on-site. Our up-front efforts allow us to understand every aspect of your application before we start designing your controls. Since every system is thoroughly tested prior to shipment, all process parameters will be reviewed. Additionally, Quad Plus, Inc. will be on-site to work with your personnel during start-up to ensure that your process specifications are achieved, as well as to provide valuable engineering feedback for your future designs.

• **Industrial Network Management** – Our expertise ranges from the simple panel-based products with standard operator devices, to sophisticated HMI supervisory systems control and PLC networking. Our systems include features like setpoint control and display, automated configurations, recipe

management, centralized intelligent alarm handling, data acquisition (DAQ), and statistical process control (SPC). Our systems approach is successful because we provide the control and management choices that best fit *your* particular needs, not any single vendor's. We are committed to the Open Control Systems (OCS) methodology and, wherever possible, we design to open interface standards preventing you from getting locked into the particular migration path of a “single-source”.





# “..our service engineers are an extension of our system engineering team.”

## Field Service

Quad Plus, Inc. has developed a strong service department with a solid reputation. This is not just because of the systems we supply, but also because of the added support we provide. The main reason for our success is the fact that our service engineers are an extension of our system engineering team. Each service representative is an active participant in the design of our systems so that we can utilize hands-on experience to minimize common errors and maximize systems performance.

Our experience and knowledge of many processes provides our engineers an exceptionally strong background for troubleshooting and retrofitting any drive application. Further testament to our reputation for expertise is that we are authorized field service agents for several national drive producers.

Our field service work ranges from initial commissioning to emergency downtime work. We offer contract maintenance programs, field value-engineering assistance, and on-site training programs. Our field representatives are experienced, competent, professional, and above all, well aware of the problems you face as downtime exponentially grows.

## Training Support

At Quad Plus, Inc. we take training our customers very seriously. We realize that most facilities find it difficult and expensive to keep their personnel up to date on the latest available product technology. Following an electrical retrofit, or when new equipment arrives, various maintenance, production, and engineering personnel require additional product and process automation training.

Our customized training programs cover specific products and applications, and are tailored to meet the technical abilities and needs of your personnel.

We begin by tying together the mechanical and electrical viewpoints of a system to foster a global understanding before focusing on it's electrical control. Quad Plus, Inc. offers classes for the beginner though the veteran, with an eye to the processes they must operate, maintain, or engineer.

## Panel Fabrication / Light Systems

Fabrication Services from Quad Plus, Inc. is a valuable tool for any business, large or small. Our fabrication services are an extension of our Manufacturing Department. Whether you supply us with all of the material and drawings, or we supply everything, Quad Plus, Inc. will build a quality panel at competitive rates.

Whether your goal is to level out the workload of a manufacturing shop, or to add value to a customer account, the total flexibility you have in utilizing our fabrication services guarantees total satisfaction.

These are some examples of products that may be produced more cost-effectively by utilizing our fabrication services:

- UL Panels
- Operator Stations
- Terminal Boxes
- Machine Wiring
- Control Sub-Assemblies
- Single Drive Cabinets
- Multi-Drive Cabinets
- Mechanical Sub-Assemblies
- Mechanical Retrofits
- E-House (Electrical House)

Our Fabrication Services will provide quality assembly to your specifications with the parts you require. Assemblies can also be pre-tested or stocked for 'Just in Time' delivery.





# “..one of the very few companies who stock 1000HP and above drive units.”

## Spare Parts

The spare parts you require, whether for an emergency, start-up, or future need, are all available at Quad Plus, Inc. We have one of the largest inventories of complete drive packages in the nation, and we are also one of the very few companies who stock 1000HP and above drive units. Since we take responsibility for every product we use in our system, you will find significant and growing investments in our inventory. Most important is the fact that we provide application assistance for all the parts we sell.

The comprehensive spare parts proposals that are generated during project engineering cover requirements for initial commissioning and future needs. Not only do we consider each manufacturer's recommendations, but we also take into consideration the stock you might already have on-site. This type of account management ensures that your spare inventory dollars are maximized for your entire facility, not just one project. Our Customer Service Coordinators can provide you with the many options available to ensure that downtime, due to part failures, is minimized.

## Drive & Board Repair

Quad Plus, Inc. repairs industrial process and control equipment for companies around the world. While technology brings increased performance and reliability, it can also mean additional maintenance expenses in the form of repairs of microprocessor-based equipment. We can show you how to get control of these expenses so you can concentrate on keeping your facility up and running.

Our repair services cover a multitude of manufacturers and part numbers including AC and DC Drives, Programmable Controllers, Process Controls, and Circuit Boards. Repair services are available to quickly and competitively meet your requirements. Evaluation, testing and repair services are conducted in our facility.

We maintain a library of schematics and testing procedures to guide our technicians through exact OEM specifications ensuring the most reliable repair. We stock most repair components to minimize turn-around times, to get you back on-line as quickly as possible. All our repairs carry a One-Year Limited Warranty. Extension Packages are also available.

## Why Quad Plus, Inc.?

Quad Plus, Inc. is driven on customer satisfaction. Our objective is to become industry experts and the preferred integrator in selected markets. Additionally, we are quickly becoming the sole engineering, integration, and project management arm for many of our best customers. Because our commitment is so deep, you can be sure we will settle for nothing less than 100% satisfaction.

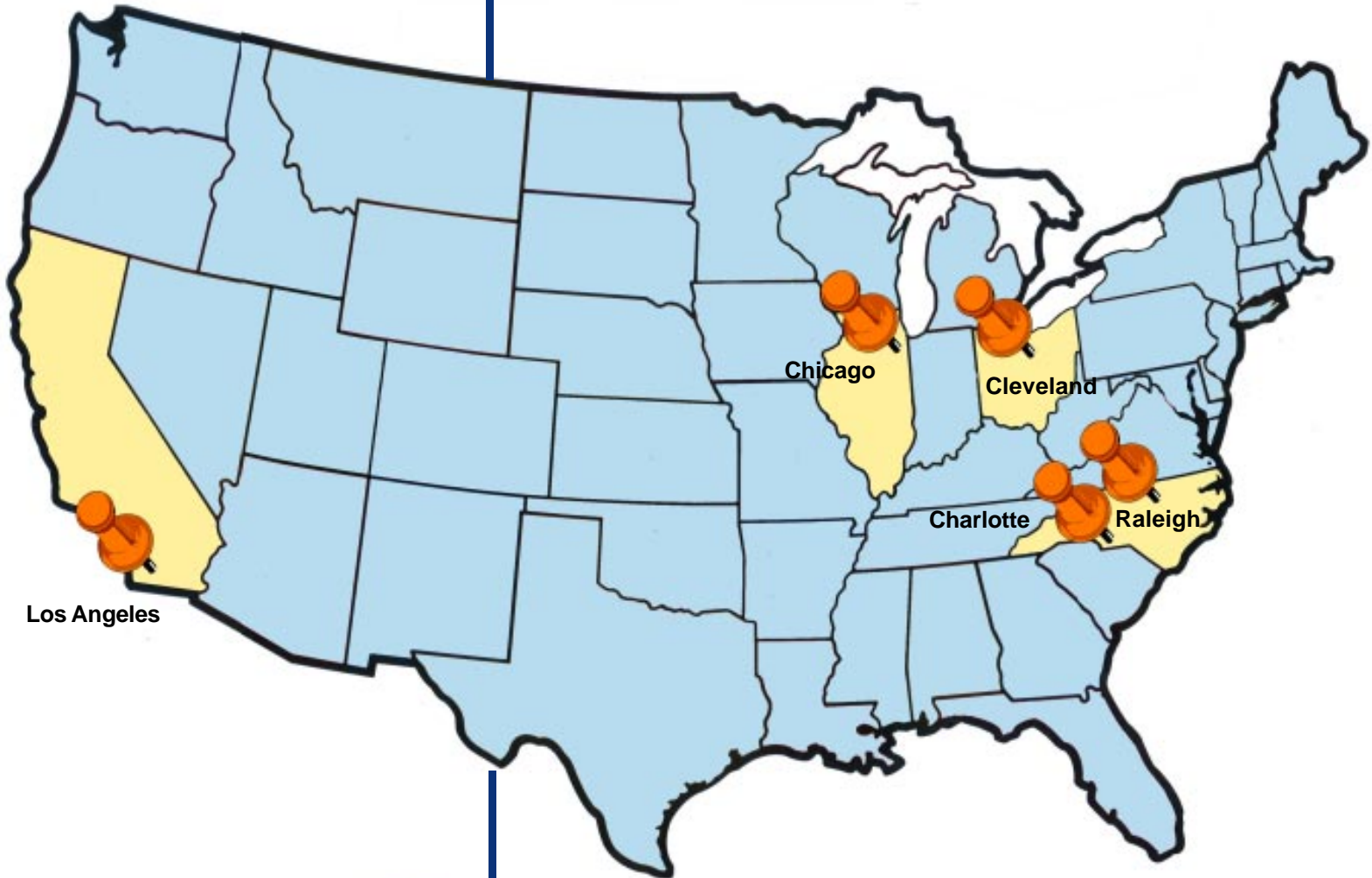
One of our many strengths is the fact that you and your staff will work with the same Quad Plus, Inc. industry group each and every time we participate in a project. Our Industry Managers are customer and industry specific. Within this group, your Industry Manager will assume both pre-sale and post-sale responsibilities for your business.

There are additional resources available to you that are proficient at handling spare parts request, and standard drives proposals as well. They can also routinely call to introduce new products and services available from Quad Plus, Inc. that might be of interest to you.





**“..facilities are strategically located throughout the United States.”**



Our facilities are strategically located throughout the United States. From the West Coast to the East Coast, we can serve our customers quickly and effectively. Whether your needs call for quick delivery of an entire system, emergency parts, or engineering services, our offices and engineering facilities are close at hand. We know that your time is valuable. Delays in meeting critical deadlines for production startup, downtime waiting for emergency parts, or other situations where geographical distance can be critical are something you would like to avoid. We have strategically located our facilities in order to serve you in the fastest and most efficient manner possible. When you need responsiveness, we are poised to accommodate that need.



**Quad Plus, Inc.**

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