

INFOMATE

Introduction

This is the first issue of our 'electronic' newsletter. This newsletter will be used to send product and information updates to our customers on a regular basis.

Some of you have received a printed copy. We do not have current e-mail addresses for everyone that might be interested. If you wish to receive future issues as e-mail, please call us (at 920-907-0001) or e-mail us (at info@machinemate.com) with the e-mail information. We prefer to distribute this newsletter in the e-mail format but will mail it to those that prefer that format.

Who/What is MachineMate?

Perhaps not everyone knows the history of **MACHINE**MATE INC and its line of CNCs. This is a brief description of the company and its line of CNC products.

MACHINEMATE INC is a manufacturer of an industrial hardened PC-based CNC. The company is located in Fond du Lac, Wisconsin, and also provides the sales, engineering support, training and service for its products. The name of its PC-based CNC product is **MACHINE**MATE and it is available in several models. Drives and motors are also available to complete an industrial automation solution.



Giddings & Lewis LLC (a machine tool builder in Fond du Lac, WI) was looking to enter a business relationship with a PC-based CNC manufacturer for its OEM market. After an extensive evaluation of CNC products, G&L found that the Power Automation product had the best performance, value and potential. Power Automation is the German company that developed the original version of the control and this is its third generation. G&L had trademarked the name, **MACHINE**MATE®, and sold the control under that product name. In the summer of 2000, G&L decided to change its CNC control business. When G&L made the decision to move out of OEM supplied CNC controls, Power Automation formed the US company **MACHINE**MATE INC. **MACHINE**MATE INC then absorbed the G&L open architecture PC-based CNC business.

The entire staff consists of former Giddings & Lewis employees. The staff of **MACHINE**MATE INC has more than 80 years of experience in the machine tool industry. This application expertise also includes CNC and motion control. Most CNC companies do not understand machine tools. This experience is very valuable for OEMs, rebuilders and retrofitters. The staff experience includes the marketing, sales, research, development, application, service and training of CNC products in machine tools (primarily for the Giddings & Lewis product lines but also for some of the Kearney

& Trecker products) as well as PLC-based motion control. Members of the **MACHINE**MATE staff were even involved in the development of several industry standards, including the original CNC standards (in the 1970's).

At about the same time that **MACHINE**MATE INC was formed, two new models of the CNC family were announced. The MM1 and MM3 models provide the same features as the previous two models (the MM5 and MM7) but are available at a lower cost. With this family of four models, there are **MACHINE**MATE models for the lower cost CNC market (such as for lower performance with older or simpler machines) or for the high-end CNC market (such as for newer or increased performance machines). As all members of the family come with the same set of sophisticated CNC features, there is a model to suit the main requirement of any control situation (e.g., rebuild, retrofit, remanufacture, OEM, system integrator) – whether that is the lowest cost or the highest performance. This is one hardware/software platform to cover any possible CNC application.

The **MACHINE**MATE CNC family is the recognized leader in PC-based CNC technology. The use of Windows NT, a standard Pentium 3 motherboard, standard PC components, an IEC-1131-3 conformant integrated soft PLC and the capability of Ethernet and standard field bus systems give this system the utmost flexibility and openness available today.

We are on-line

MACHINEMATE INC is now on-line. Our web site is www.machinemate.com.

It is not too fancy yet – but those visual enhancements can be made over time.

There is much information available, including:

- The basic product description and the two-page brochure,
- The product family information and relative performance data,
- The class schedule and the basic class agenda,
- PLC application templates (these are available for download),
- An article about a machine field-rebuild with a **MACHINE**MATE control,
- A brief history of **MACHINE**MATE INC,
- The trade shows that we will attend, and the booth number (if known),
- Slide shows for the basic product highlights and for the basic capabilities and features.

The complete **MACHINE**MATE control document set (in pdf) is also available on-line to our customers.

We will be adding links to our partners, such as rebuilders, retrofitters, system integrators, CAM companies, etc. If you are interested in being listed as a partner, please forward us your company information and website.

Newsletter Special

Use code “webannounce1” when placing the control order and receive a 12.1” TFT screen instead of the 10.4” TFT screen on the MM5 or MM7 control models at **no** extra cost. This offer expires on 15 April 2001.

Conclusion

This electronic newsletter is going to all our customers that have provided us with an e-mail address. For those customers that we do not have an e-mail address, a printed newsletter is being distributed. If you do not want to receive this newsletter, please tell us with a phone call or just respond with an e-mail with 'unsubscribe' in the subject line.

If you received a printed issue and you wish to receive it via e-mail in the future, please tell us that by sending an e-mail to us at info@machinemate.com.

Thank you,

The staff of **MACHINE**MATE INC

For information, please contact us:



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