

**CONTROL**   
**TECHNIQUES**

# **RAPID TURN AROUND SAVES THE DAY**

ZENTIA | ARMSTRONG CEILING SOLUTIONS | MANUFACTURING

**DRIVE OBSESSED**

# RAPID TURN AROUND SAVES THE DAY FOR CEILING TILE MANUFACTURER

Zentia, formerly known as Armstrong, delivers complete ceiling solutions with unsurpassed levels of value, quality, and reliability. The leading manufacturer of suspended ceiling tiles and grids boasts two production facilities in the North East of England and three distribution centres located in the UK, Germany, and Spain. With a rich heritage that spans over 150 years, the company is proud to be one of the building materials industry's greatest successes. Its products are specified in every environment, from schools and workplaces to hotels and hospitals.

## Overview

- Rapid delivery and excellent support
- Excellent control for motor speed
- Cost effective solution
- Improve machine performance

## The Challenge

Approximately 20,000 litres of water and a ton of fiberglass form the ingredients for the ceiling tile construction's stock preparation stage. Central to the process is the pulper agitator. Zentia were let down by their current drive supplier, which could not deliver on time, when carrying out crucial updates to the application.

Kevin Ward, Zentia Control Systems Leader, says, "We could not wait for the drive we had ordered as we couldn't delay the project any further. The drive had to be in place to reduce the start-up load on the mains supply".





## The Solution

Zentia turned to their local Control Techniques' sales engineer for a solution. Kevin explains, "Our Control Techniques' sales engineer had visited previously to discuss past projects. So, when we were stuck for parts, he was the first to come to mind."

In less than four days from order, backed up by onsite support, the Control Techniques Unidrive M700 was installed, providing a super speedy solution. The M700 drive controls the speed of the agitator, maximising throughput with superior motor control. The motion functions are carried out 'on the drive' to boost system performance.

"Zentia replaced a soft start with a variable frequency drive giving them improved control of the motor speed and the ability to program the VFD to match the agitating process requirements. The added benefits include improved machine performance from a higher quality product with endless capabilities for customisation."

**Apostolos Papadopoulos**

Control Techniques' Area Sales Manager UK



## The Benefit

"The 2/3 days delivery for a 250 kW drive was amazing. We had been waiting six weeks for the previous drive before the supplier informed us of the delay, but they couldn't provide a time scale. Control Techniques stepped in, the pricing was highly competitive, and the "Connect" software made the setup very simple. We were also impressed with our dedicated field engineer to assist if required."

**Kevin Ward**

Zentia Control Systems Leader





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