



First of all, a “Thank You” to all of our customers. We moved in to our Automation Technology Center in early 2015. Many of you saw it at our Grand Opening/Open House last summer and we invite you all back for our second Open House this June. Similar to last year, we will have our major vendors present and they will conduct product seminars throughout the day. The last 12 months have been very exciting for Advanced Motion Systems. In addition to the array of new products that have been released by our vendors, we have hosted numerous training classes in Victor and have added 4 Sales Engineers since November. We are looking forward to a successful 2016 and hope that you can say the same.

We know that you have a choice not only in automation components, but with suppliers. Just as not all manufacturers and products are created equally, neither is pre-sale and post-sale support. Simply put, we have the deepest and broadest technical team in New York. I realize that this is a bold statement, so I’d like to give you an outline of the team to illustrate why I feel so strongly about our capabilities.

Cognex. We have been a full-line distributor for Cognex longer than anyone else in New York. Our two vision/ID labs are filled with enough equipment and engineers to enable us to quickly find the most robust solution for you. AMS has 6 factory trained Cognex engineers on staff and we keep investing in new products from Cognex. We also have strong direct relationships with the leading lighting and lensing suppliers, so all aspects of our solutions are tested and verified before they are presented to you.

Omron-Sti. We have been an Omron-Sti distributor longer than anyone else in upstate New York with technical support that is second to none. 3 of our engineers have achieved “Top Gun” status, which is the highest level that distributor engineers can attain, and another engineer has successfully completed the most advanced training that is offered to distributors from Sti. We have the background of success to insure that your application is being solved efficiently and correctly.

Denso. As the longest tenured Denso distributor in New York, we have sold more Denso robots in to more applications than anyone else in the state. Our factory trained engineers have not only tested applications in the lab and with Denso’s simulation software, but have successfully specified all facets of numerous projects from the very simple to the complex. One example is for a system that we designed for a local OEM which includes the Denso robot, Cognex (for vision guidance), Omron (for overall cell control) and Omron-Sti (for safety).

Parker. Our roots with Parker run deep. They have long been one of our major suppliers and all of our sales engineers go through factory training. Our applications staff has many years of sizing and programming experience and we frequently combine Parker’s products with those from our other suppliers to provide a “best of class” solution.

It would be easy to continue describing our industry experience and factory training, but we hope that the above examples give you an idea of why AMS is the premier automation distributor for New York.

When you add it up, we are your best automation provider:

Top Vendors

+ Product Experience

+ Application Expertise

+ Facilities

+ Complimentary Products

+ Post-Sales Support

A winning solution