

IN Your Innovation

Hanskamp User Story

Customization: this is how Hanskamp benefits from it



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Instantly tailor-made for a special feeding station

There is no cow that backs up in a meadow. So why in most feeding stations, Bart Pennings wonders aloud. “If a cow steps backwards, she can easily be hurt. There is also a good chance that another cow will block the road, which causes stress. “ That was possible, they found at Hanskamp, where Bart works as an engineer. The company from Doetinchem developed a walk-through feeding station, where the cow can exit at the front. “That’s better for the animal,” says Bart. “And that’s apart from the time savings for the farmer.”



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Open gate for each cow



Has the cow finished eating? Then she leaves the feeding station through a gate at the front, that opens after the signal from an infrared sensor to the control system. Not every sensor is suitable for this, says Bart. “Just think of the environment: it’s dirty quickly, so the sensor has to cope with that. Also, the sensor should not distinguish between color and stain pattern, so that the gate opens for each cow.”

More than just the sensor

Bart submitted his question for a suitable sensor to Panasonic Industry. After which Roel Lommers, sales engineer at Panasonic Industry, visited Bart in Doetinchem and discussed with him, among other things, the requested customization. Because although Panasonic’s photoelectric 24V sensor turned out to be the right product, they wanted to be able to place it directly at Hanskamp. Bart: “With customization we save time, we know for sure that the solution works and our own stock remains small.”



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Get started right away



Panasonic Industry made the requested adjustments. So every sensor for Hanskamp is now a tailor-made one, with the right stripping lengths for the cabling and a waterproof connection. The sensor also has a cover, which prevents reflection of light and thus prevents attention from the cow. "We can resume immediately with this sensor," says Bart, who is satisfied with the collaboration with Panasonic Industry. "We tested the sensor first, at a company nearby. That went well; it is precisely with these adjustments that the sensor does what it is supposed to do. We can go to Panasonic for my work, that much is certain."

Take advantage of our product customizations

For adjustments to our automation products, the possibilities are almost endless. Also when it comes to customization for our sensors, you can reduce your production costs. It prevents production errors and also improves the quality of the end product.



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Tailor-made for your automation

Think of customization around sensors, for example, at the location of cable lengths and specific mounting of connectors. Or the pre-configuration of the sensor and the pre-programming of PLCs and HMIs. Save time with our pre-assembly of multiple parts, have them

packaged and delivered the way you want and avoid misunderstandings with labeling. Need additional quality controls? With certificates with the same customization and extensive tests, we ensure that you also lack nothing in that area.



View our brochure about [customization of sensors](#). Or ask Roel Lommers for more information, tel: +31(0)499- 37 27 27 or e-mail: roel.lommers@eu.panasonic.com.

About Panasonic Industry

As part of Panasonic Corporation's global business, people at Panasonic Industry strive for continuous innovation and share the company's mission and vision - shaping the future for the better. To take engineering to the next level, Panasonic Industry researches, produces and supplies technologies for a vast range of industries. From the tiniest electronic components manufactured in billions of units, to full-custom batch-size 1 factory automation devices, our clear focus on performance, quality and reliability sets the bar high in multiple market sectors and also in industry trends: industrial automation, smart home and building automation, energy solutions, E-mobility and automotive engineering, smart farming and many others. Being an integral member of Panasonic's global family, albeit with a strong network of local European partners, Panasonic Industry is proud to offer continuous and outstanding support to all customers.

Over Hanskamp

Hanskamp was founded by Henk Hanskamp in 2001. Being a farmer's son and self-employed in the area of milking, he knew exactly how things worked in dairy cattle farming and what this industry needed. In a little shed behind his house, he started to develop practical innovations in feeding technology.

International success

The first product developed by Henk was PropyDos; a device that enables the exact dosing of propylene glycol for dairy cows. Exact dosing ensures the prevention of ketosis among your animals. PropyDos caters to an obvious need and has been a great success. Hanskamp has since grown into a major player in cattle farming, with innovations finding their way to cattle farms all over the world. So the little shed has been exchanged for a modern, new company building at Doetinchem.



We are dedicated to the highest standards of global sustainability as
Your Committed Enabler. Find out more on our [website](#).

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