

Dedicated to Drives

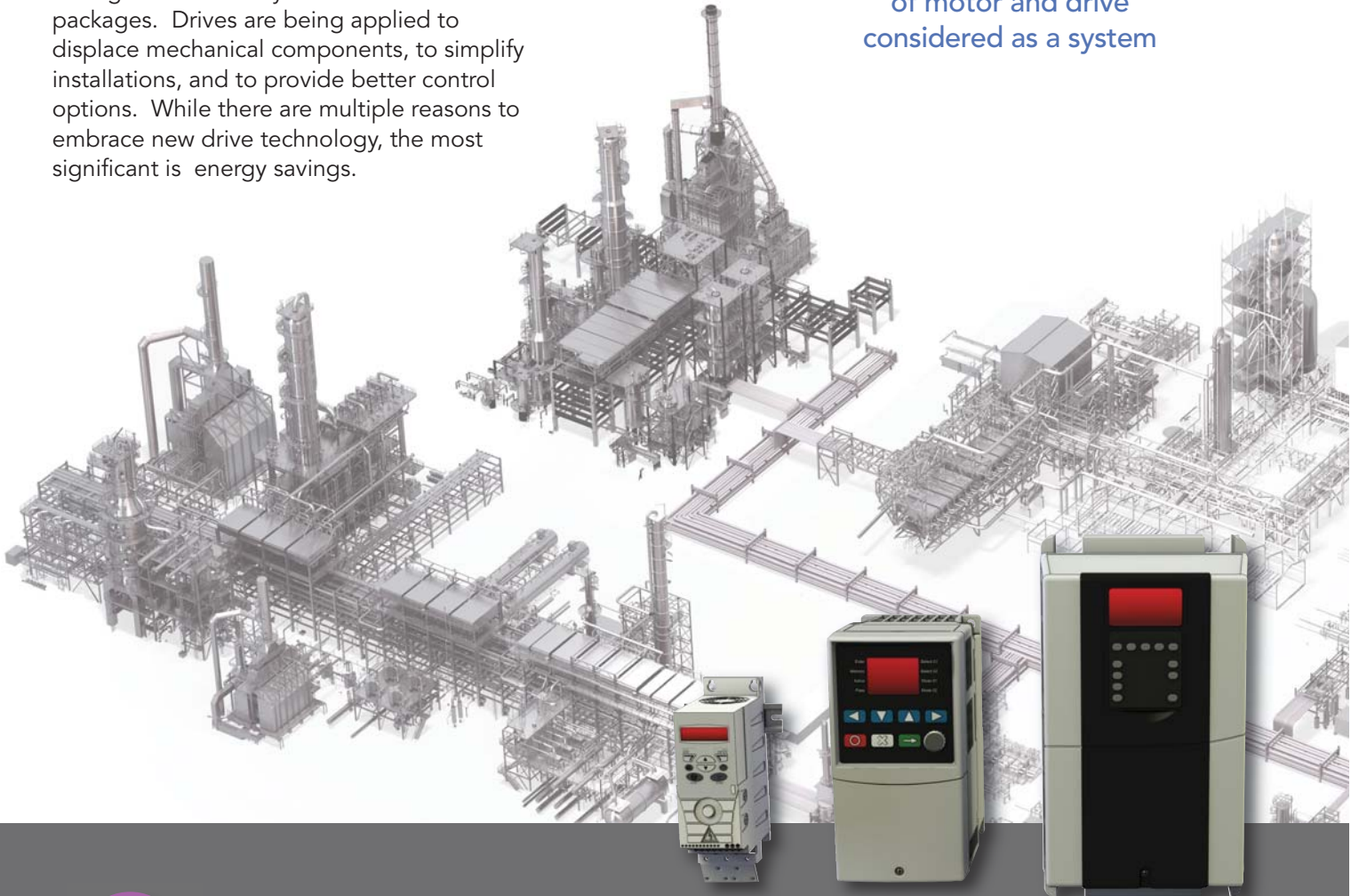
- Selection
- Service
- Life Cycle Support



Why are Drives Important?

AC drive technology continues to evolve to offer greater flexibility and control in smaller packages. Drives are being applied to displace mechanical components, to simplify installations, and to provide better control options. While there are multiple reasons to embrace new drive technology, the most significant is energy savings.

Energy and life cycle costs
of motor and drive
considered as a system



70

percent of industrial electricity consumption occurs on a motor circuit.

40

percent of energy can be eliminated in many motor applications

10

But only 10% of motors are equipped with VFDs

5

percent of lifecycle costs result from purchase price

Variable Frequency Drive Program

Electrical Equipment Company - EECO

There are more variable frequency drives on the market today than ever before. The requirements of almost any single application could likely be met by a host of different drives. Your selection criteria used will impact costs and support requirements of your installed base throughout the life cycle. So how do you choose?

That's where Electrical Equipment Company (EECO) can help. Our methodology is flexible and begins with a foundation of goals, values, and applications.

a

What are your **Goals**?

Very simply, what are you trying to accomplish through the application of drives?

- Energy savings
- Lower ownership costs
- Increased uptime and reliability
- Increased productivity

b

What do you **Value** most? (rank 1-4, 4 being strongest)

- | Minimum Investment | Support | Reliability | Performance |
|--|--|---|--|
| <ul style="list-style-type: none"> • Price • Simple use • Simple wiring | <ul style="list-style-type: none"> • Local support • Local inventory • 24/7 phone support | <ul style="list-style-type: none"> • Long life • Trip resistance • Serviceability • Onboard diagnostics | <ul style="list-style-type: none"> • Advanced control options • Networking • Logic control • Data and diagnostic |

c

What are your **Applications**?

Basic Variable Torque Loads	Basic Constant Torque Loads	Regenerative Applications	Coordinated Applications	Precision Motion
<ul style="list-style-type: none"> ■ Fan ■ Pump ■ Screw Compressors 	<ul style="list-style-type: none"> ■ Conveyors ■ Mixing applications ■ Elevators ■ Extruders ■ Crushing ■ Drill & Saw 	<ul style="list-style-type: none"> ■ Winders ■ Presses ■ Print Machines ■ Crane ■ Large inertia loads 	<ul style="list-style-type: none"> ■ Paper Machines ■ Calendars ■ Lead/Following ■ Tension Control ■ Web Handling 	<ul style="list-style-type: none"> ■ Multi Axis control ■ Pick & Place ■ Precision Grinding ■ Indexing Tables ■ Stepper

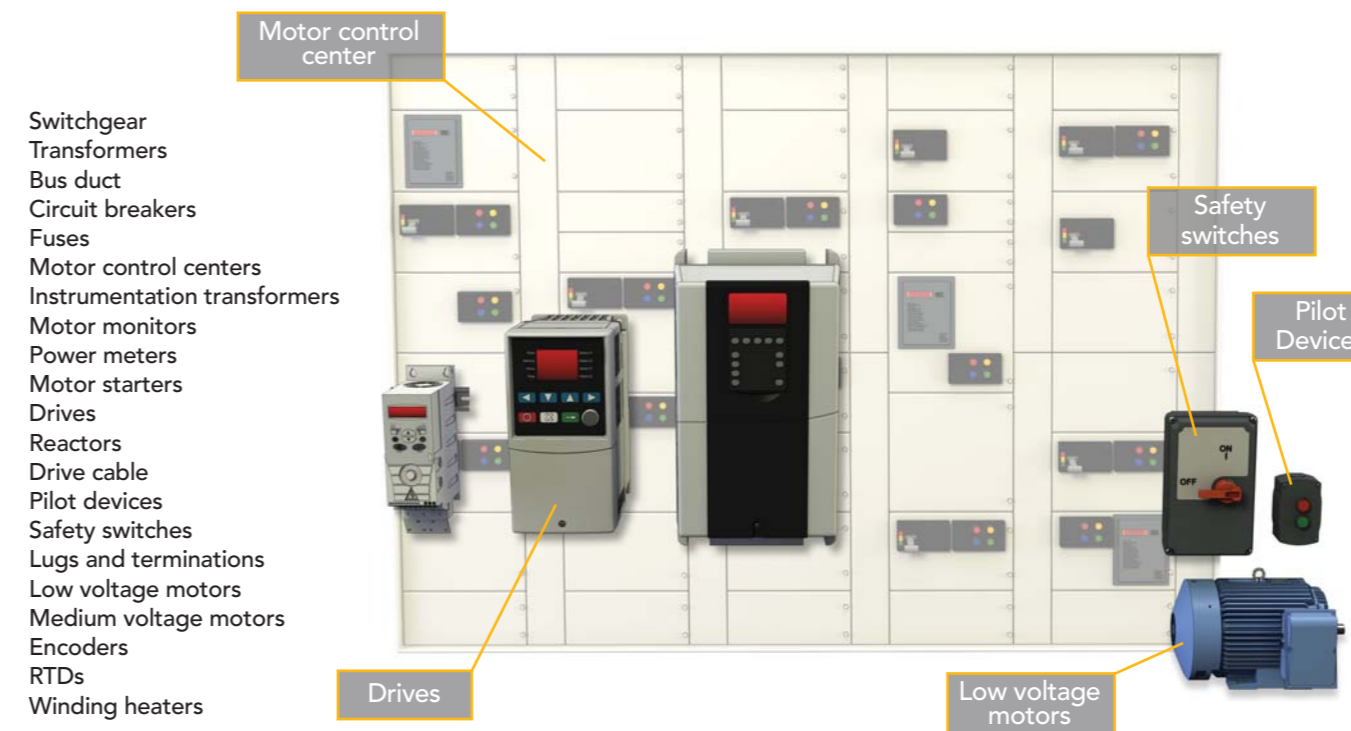
EECO is **Trusted**

To help choose the right drive for the application, and provide the project justification you need for approval.



EECO is a **Comprehensive Solution**

An easy and efficient answer for your entire motor system with one point of coordination

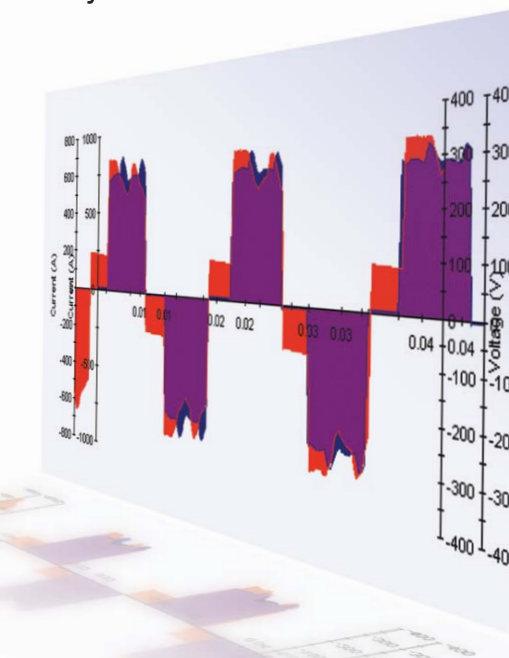


EECO has **Service Capability**

Training, commissioning, repair or testing – We are fully equipped to keep you running.

Our team of field service technicians are distributed geographically and can be easily dispatched to help you with:

1. Online drive and motor circuit diagnostics
2. Power quality testing
3. Drive repair and replacement
4. Detection and diagnosis of problems such as:
 - a. Nuisance tripping
 - b. Transistor misfiring
 - c. Cable problems
 - d. Motor problems (broken rotor bars, fluting)



Support throughout the life cycle

Once goals, values, and applications have been evaluated we provide multiple support service options throughout the life cycle.

1 Drive Selection

- a Goals
- b Values
- c Applications

2 Justification & ROI

- Energy payback calculation and analysis
- Energy assessment testing
- Reliability assessment
- Installed base evaluation
- Migration planning

3 Feasibility

- Performance scope
- Application proof of concept
 - Logic
 - Networking
- Case studies
- Preliminary drawings
- Preliminary parameter programming
- Application training

4 Purchasing

- First time training
- Managed pricing agreements
- Inventory assessment
- Storeroom planning
- Support product planning:
 1. Cabling
 2. Terminations
 3. Circuit protection
 4. I/O accessories
 5. Disconnects and safety

5 Commissioning

- Termination proofing
- Power cable testing
- Circuit protection verification
- Program parameter verification
- Performance acceptance testing
- Power quality evaluation

6 Runlife Support

- Motor circuit and diagnostic testing
- Emergency phone support
- First responder assessment
- Troubleshooting and repair
- Factory coordination
- Replacement



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