



Success Stories

Initial release date: 10/16/2007

P7000 Stepper Drive Success

The P7000/Powermax combination provided a higher quality product that served a wider range of needs at a lower cost than the incumbent, Anaheim Automation, for a neck-banding machine.



Application Details

Neck-banding machines wrap the plastic protective wrap around the cap of bottles to prevent tampering. They are relatively low-cost machines that must meet stringent speed requirements.

Customer Information

Industry: Bottling

Type of Machine: Neck Banding Machine

Principle contact: Director of Engineering

Winning

The P7000 / Powermax system won the business because it provided significant value over the competition:

- P7000 Multisteping™ feature significantly upgraded machine performance
- P7000 Current Reduction feature reduced power consumption
- P7000/Powermax combination served all range of needs, simplifying customer drawings and specifications
- P7000/Powermax combination outperformed the competition while being a smaller package and having a cheaper price
- P7000/Powermax system along with P7000 Tools interface made system easy to use

Sales Process

The system was won due to Kenny Hampton (TSS) doing analysis and discovering the actual needed torque for all the machine web sizes. A single motor was selected for all, so a single motor simplified drawings/specifications. The overall cost actually came in slightly lower than the incumbent Anaheim Automation, due to the fact that our system was “right-sized”, not over-sized, due to the Dynamic Smoothing and Extreme Smoothing. The idle-current-reduction mode of the P7000 also helped the manufacturer decide in favor of Danaher Motion.

Danaher Solution

P7000 AC drive (Danaher Motion-Radford)

CTP 32 motor (Danaher Motion-Rockford)

Additional information

The customer’s automatic heat-shrink labeling machines utilize state-of-the-art programmable controllers, real time machine monitoring systems, and user friendly Operator Interface Terminals (OIT) to make operation and maintenance easy and simple. This manufacturer is the only in the world to offer standard machines capable of processing various shaped products ranging from 3/8" (10mm) to 15" (380mm) in diameter with speeds ranging from 20 to 600 parts per minute.

Danaher System Support

Craig Henry – Field Sales Engineer-Danaher Motion

Kenny Hampton- Technical Sales Specialist-Danaher Motion

Integrated Motion- Distributor

Distributor Support

Integrated Motion

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Customer Support

Danaher Motion products are available world-wide through an extensive authorized distributor network. These distributors offer literature, technical assistance, and a wide range of models off the shelf for the fastest possible delivery. Danaher Motion sales engineers are conveniently located to provide prompt attention to customer needs. Call the nearest office for ordering and application information and assistance or for the address of the closest authorized distributor. If you do not know who your sales representative is, contact us at:

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