

Dynamatic®

DRIVE SOURCE INTERNATIONAL, INC.

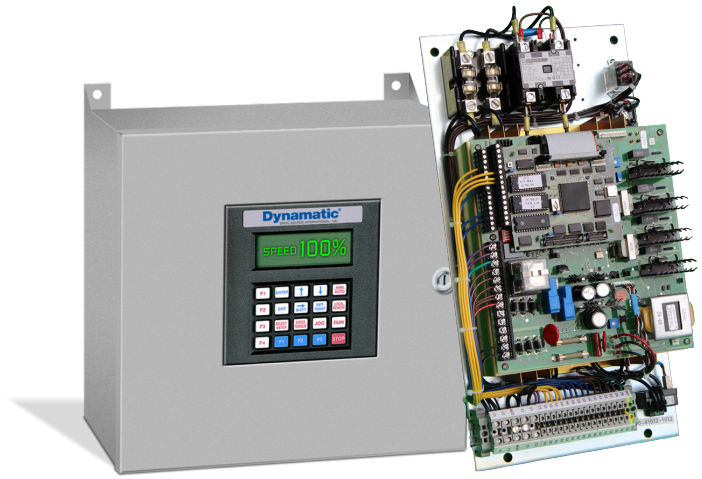
If you are considering one of those “rare earth” magnetic couplings for your variable speed drive applications, start by comparing the facts. You will quickly see why Dynamatic® variable speed drives and digital controls define **TRUE System Efficiency.**



Compare the Facts:	“Rare-earth” magnetic coupling design	Dynamatic® Drive System
Product awareness and history	Relatively unknown... introduced in 1999, with only 5000 installations	A well-known brand since 1931... Dynamatic® has over 200,000 installations
New installation or retrofit	Mechanical installation, (mechanical actuator only) Interface with PLC requires additional signal converter	simple 4-wire connection from electro-magnetic coupling to digital control. PLC integration through onboard input and output signals
Ease of system integration	Incomplete system, limited through ancillary options	Complete system with wide range of easy-to-use digital control options
Retrofit existing eddy-current installation	Requires major system overhaul. No capital cost savings	Simple digital control upgrade
Drive cooling	Requires water cooling above 400HP, based on RPM	Air-cooled design
Affects of poor power quality	Minimal impact	Unaffected
Harmonic noise/ electromagnetic interference	Electromagnetic interference a factor if unit disassembled	None
Durability	Stated lifespan 15-30 years	Proven lifespan 40+ years
Energy-saving rebate incentives	May be compatible	May be compatible
Can be installed indoors & outdoor without special considerations	Yes	Yes
Worldwide EASA Motor repair center support	No	Yes
Energy savings	Similar savings to VFDs due to pump affinity laws	Greater savings than VFDs due to pump affinity laws
Inter-brand support	No	Yes
Replacement parts availability	Limited, expensive	Excellent 40+ year manufacturing period

Only Dynamatic offers complete system... featuring new easy-to-use digital controls

- Onboard, multiple input and output signals as standard
- Built-in adjustable acceleration and deceleration controls
- Standard built-in process protection
- One manufacturer, one package, one solution



Compare the capital costs* in the following examples:

*competitive price comparisons based on comparable H.P. and RPM specifications, distributor quotations on rare-earth magnet drives, and motor manufacturer list prices.

Example 1:

Rare-earth magnetic coupling ASD
400HP/1800 RPM, Air Cooled, Vertical Installation:
ASD cost \$86k + Motor Cost \$78k
Total capital cost= \$164k

Dynamatic Model 8161
(includes 400HP/1800RPM Motor and EC-2000 HPP Control)
Package capital cost= \$130k

Dynamatic will save you \$34k in capital costs

Example 3:

Rare-earth magnetic coupling ASD
1000HP/1800 RPM, Air Cooled, Vertical Installation:
ASD cost \$250k + Motor Cost \$180k
Total capital cost= \$430k

Dynamatic Model 8224
(includes 400HP/1800RPM Motor and EC-2000 HPP Control)
Package capital cost= \$280k

Dynamatic will save you \$150k in capital costs

Example 2:

Rare-earth magnetic coupling ASD
400HP/720RPM, Water Cooled, Vertical Installation:
ASD cost \$250k + Motor Cost \$118k
Total capital cost= \$368k

Dynamatic Model 8220
(includes 400HP/720RPM Motor and EC-2000 HPP Control)
Package capital cost= \$190k

Dynamatic will save you \$178k in capital costs

Example 4 :

Rare-earth magnetic coupling ASD
1000HP/720RPM, Water Cooled, Vertical Installation:
ASD cost \$300k + Motor Cost \$220k
Total capital cost= \$520k

Dynamatic Model 8221
(includes 1000HP/720RPM Motor and EC-2000 HPP Control)
Package capital cost= \$340k

Dynamatic will save you \$180k in capital costs

Compare the energy costs (RAS pump power usage):

