

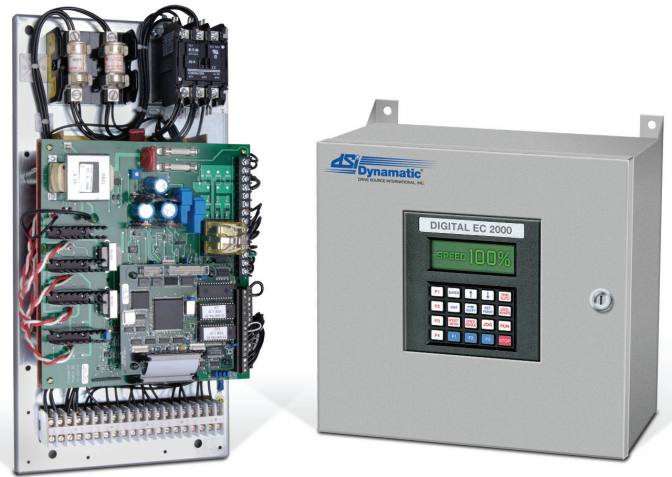
If you are considering one of those “rare-earth” magnetic couplings for your adjustable speed drive applications, start by comparing the facts. You will quickly see why Dynamatic® adjustable speed drives and digital controls define TRUE system efficiency.



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 & outdoors 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 systems... 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: \$86,000.00 + Motor cost: \$78,000.00
Total capital cost = \$164,000.00

Dynamatic® Model 8161
(includes 400HP/1800RPM Motor and EC-2000 HPP Control)
Package capital cost = \$130,000.00

Dynamatic will save you \$34,000.00 in capital costs

Example 3:

Rare-earth magnetic coupling ASD
1000HP/1800 RPM, Air Cooled, Vertical Installation:
ASD cost: \$250,000.00 + Motor cost: \$180,000.00
Total capital cost = \$430,000.00

Dynamatic® Model 8224
(includes 400HP/1800RPM Motor and EC-2000 HPP Control)
Package capital cost = \$280,000.00

Dynamatic will save you \$150,000.00 in capital costs

Example 2:

Rare-earth magnetic coupling ASD
400HP/720 RPM, Water Cooled, Vertical Installation:
ASD cost: \$250,000.00 + Motor cost: \$118,000.00
Total capital cost = \$368,000.00

Dynamatic® Model 8220
(includes 400HP/720RPM Motor and EC-2000 HPP Control)
Package capital cost = \$190,000.00

Dynamatic will save you \$178,000.00 in capital costs

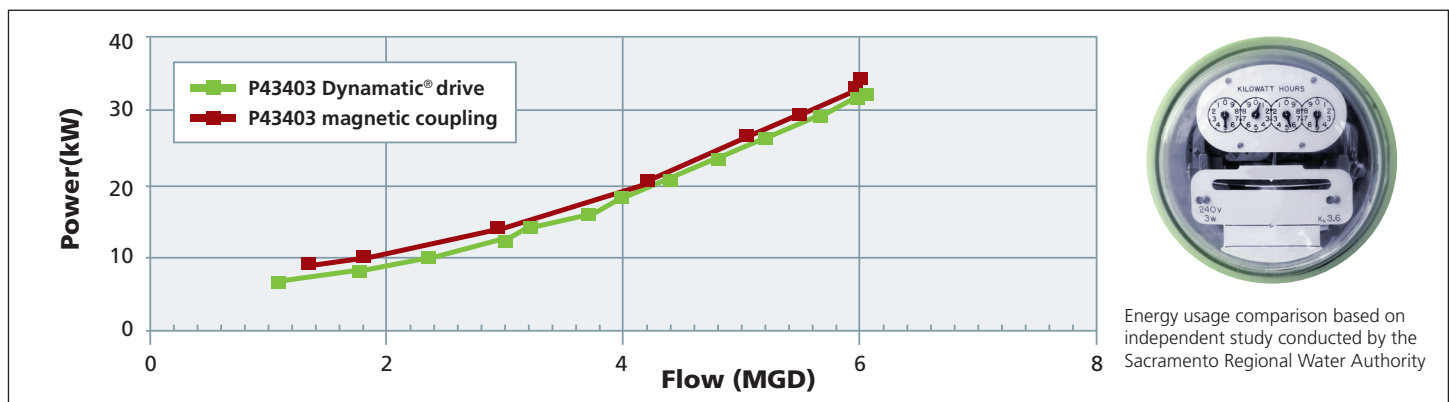
Example 4:

Rare-earth magnetic coupling ASD
1000HP/720 RPM, Water Cooled, Vertical Installation:
ASD cost: \$300,000.00 + Motor cost: \$220,000.00
Total capital cost = \$520,000.00

Dynamatic® Model 8221
(includes 1000HP/720RPM Motor and EC-2000 HPP Control)
Package capital cost = \$340,000.00

Dynamatic will save you \$180,000.00 in capital costs

Compare the energy costs (RAS pump power usage):



Dynamatic®
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