

Success Story

OEM Fence Manufacturer



Sales Challenge

An OEM of fence manufacturing equipment required a motion control system for fence weaving machines. The power requirement and cost target eliminated traditional servo technology while the need for sequential position control eliminated the possibility of utilizing traditional adjustable speed drives.

Key Customer Requirements

Fence weaving machines have been in existence for many years, using various forms of mechanical and electronic motion control schemes. Mechanical motion control schemes are more prone to wear and require regular maintenance. In addition the mechanical scheme does not allow for flexible control. Early electrical solutions included specialty drive/controller packages, which were complex and costly.

Application

The chain link fence manufacturing process requires an indexing action with adjustable speed and index distances, along with operator control devices to set various attributes of the product to be made. The machine required a flexible drive system configuration in order to satisfy the requirements of this rigorous application.

Danaher Motion Solution

Danaher Motion won this business based on two things, performance and service. The performance advantage included Danaher Motion's SECO FX4000 Fusion Drive with indexing firmware, which drives a 7.5 or 10 HP AC induction motor. The drive was built in a custom enclosure as well as operator devices, OIT keypad, indicator lights, and a modem. From a service standpoint, Danaher Motion understood that the OEM is experiencing rapid growth and required a standard drive system. In addition the OEM needed a design partner who would follow through to completion. Unlike the competition, Danaher Motion was able to work with the customer to design an application-specific solution for the new line of machinery. Once the pilot production units were built, Danaher Motion welcomed the customer to its facility for the product



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testing process. After the first systems shipped, DanaHER Motion continued its unsurpassed service by offering on-site assistance with the commissioning process.