

QUESTIONS & ANSWERS

<p>Q: <i>What is the MD60?</i></p>	<p>A: The MD60 is a low cost, easy-to-use V/Hz drive for controlling 3-phase AC Induction motors from 0.25 to 5 Hp. Ratings are available in 115V, 230V and 460V AC inputs. The drives have a standard integral LED display, keypad and speed potentiometer. The enclosures are rated IP20 as standard which includes DIN rail mounting capability, and can be field modified with the addition of an optional kit to Nema 1/IP30.</p>
<p>Q: <i>What are the target applications for the MD60?</i></p>	<p>A: The MD60 should be applied on applications that operate with single-phase 115V or 230V AC, or three-phase 230V or 460V AC input power. Target applications for the MD60 will be in both industrial and commercial OEM machinery. Typical applications include belt conveyors, centrifugal fans and blowers, centrifugal pumps and most types of commercial machinery. These applications range from variable torque to constant torque performance, which is a selectable feature in the MD60.</p> <p>Speed control for the MD60 may be performed with the integral potentiometer or from a remote source supplying a 0-10V dc or 4-20mA speed reference at the drive terminal strip. Up to 4 independent preset speeds may be activated by contact closures at the terminal strip as well. Each speed is a programmable value that is can be configured independently.</p> <p>2-wire and 3-wire Start and Stop control is easily selected by selection of a parameter.</p>
<p>Q: <i>Does MD60 have Nema 1 capability?</i></p>	<p>A: The MD60 ships as standard as IP20. A field installable kit is available that will convert the unit to Nema 1/IP30. The kits are available for both frame sizes.</p>
<p>Q: <i>What options are available with the MD60?</i></p>	<p>A: In addition to the NEMA 1 kit mentioned, Input Mains Filters for EMC compliance are available for compliance to Europe's CE initiatives.</p> <p>Future options will include a dynamic braking resistor kit, a remote-mount Nema 4 operator keypad, and a handheld programmer for setting, uploading, and downloading parameters. There is also a cable option available to allow the MD60 to connect to a PC running V*S Utilities configuration software.</p>
<p>Q: <i>What features should be emphasized on the MD60 for users who are new to variable speed drives?</i></p>	<p>A: For new users of variable speed drives, the main benefits are its low cost and its ease-of-use. The MD60 has very good out-of-the-box performance, and with a simple feature set, can be easily understood and set up. Benefits of variable speed versus fixed-speed include:</p> <ul style="list-style-type: none"> • Improved process control including flow and pressure regulation • Reduced wear on mechanical components due to inherent soft start with ramped accel • Wide operating speeds to meet varying demand requirements • Constant power factor across the speed and load range • Energy savings due to the benefit of running at variable speeds at lower load currents
<p>Q: <i>What features should we emphasize against our competition?</i></p>	<p>A: The MD60 is a very competitive product against similar products, in price, features, and performance. Reliance Electric has a strong reputation for pre-sale and post-sale technical support. Reliance Electric motors and drives, along with Dodge gears, provide a complete line of power transmission equipment. Feature benefits of the MD60:</p> <ul style="list-style-type: none"> • The drive has as standard an integral keypad for easy setup. • The drives have integral dynamic braking control, so that only a resistor needs to be connected to the drive to regulate regenerative motor conditions • Good speed control and torque production at speeds as low as 1.5 Hz • A simple parameter grouping • Zero side stacking clearance for 40°C applications • Optional Nema 1/IP30 kit • Enhanced display and diagnostic parameters • The capability to connect to Reliance Electric's V*S Utilities for PC programming

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<p>Q: <i>How does our net distributor price compare to our competitors?</i></p>	<p>A: The MD60 is competitively priced against our competition. We are not the lowest-priced offering, but we are priced below our principal competitors. The MD60 drives have robust out-of-the-box performance, excellent reliability, and provide power matched performance when used with a Reliance Electric motor. Reliance Electric drives provide users the opportunity to have a complete power transmission solution from one provider.</p>
<p>Q: <i>How does our net distributor price of the MD60 compare to previous pricing of the SP120 and SP200?</i></p>	<p>A: Our pricing is very competitive when compared to our competition and to our existing SP120 and SP200 products. The largest price advantages to our existing products are in the 460V AC ratings, where the MD60 is priced below both the SP200 and SP120.</p>
<p>Q: <i>What is the status of the SP120 and SP200?</i></p>	<p>A: The SP200 and SP120 are discontinued products, and have limited availability. In most cases, the MD60 should be used in applications where these products are used today. Contact Reliance Electric for current pricing and availability.</p>
<p>Q: <i>Where should I sell the MD60 versus the SP500 and the SP600?</i></p>	<p>A: The MD60 is Reliance Electric's newest micro drive and should be used when the user application needs lowest price, easy-to-use V/Hz drives up to 5 hp. The MD60 will be very well positioned, in terms of pricing, features, and performance, to replace SP500 in IP20 and Nema 1 applications. Continue to sell the SP500 Nema 4X rated models when washdown is required. The SP600 has more features and settings, supports Sensorless Vector Control, has a removable operator interface, has provisions for several communications options, and in general, is a higher performance product across a wider horsepower range, with ratings above 5 Hp.</p>
<p>Q: <i>When will the product be available from stock?</i></p>	<p>A: The drives will be available from stock at Crossville in April, 2002. The MD60 will be stocked in Crossville for immediate delivery, as will the Nema 1/IP30 option kit.</p>
<p>Q: <i>Should distributors stock the MD60? What is the recommended level?</i></p>	<p>A: For immediate delivery to OEM's and users from local stocking centers, our distributors should stock a quantity of MD60 drives based on their local OEM customers needs.</p>
<p>Q: <i>Who do I contact for pre-sale application support?</i></p>	<p>A: Contact one of our 5 Regional Drive Marketing Managers or call the Reliance Electric Drives Product Marketing Department at 1-888-Drives-0 (1-888-374-8370).</p>
<p>Q: <i>Who do I contact for post-sale technical support?</i></p>	<p>A: Contact one of our 5 Regional Drive Marketing Managers or call our toll free technical support line at 1-800-726-8112. Our technical support staff is available Monday through Friday on normal business days from 7:00 AM to 6:00 EST/EDT.</p>
<p>Q: <i>What spare parts are available?</i></p>	<p>A: The MD60 is not field repairable. Units that fail within the warranty period must be returned to Reliance Electric for evaluation through the WARP online return process.</p>
<p>Q: <i>What is the warranty, return, and repair policy?</i></p>	<p>A: MD60 drives are covered under Reliance Electric's standard warranty policy of 1 year in operation, or 18 months from date of shipment, whichever occurs first.</p>
<p>Q: <i>What commercial sales tools are available?</i></p>	<p>A: Tools available at launch:</p> <ul style="list-style-type: none"> • MD60 PPT General Overview... Publication No. D-224 • Data Sheet.....Publication No. D-2988 • Cross Reference.....Publication No. D-222 • Competitive Comparison..... Publication No. D-223 • Instruction Manual..... Publication No. D2-3499 • Sales Demo Kit.....Part /Stock No. D1MD601