

***What is the WebPak 3000?***

We've created the WebPak 3000 by taking decades of web control expertise and incorporating it into the firmware of our popular FlexPak 3000 product line. This new product combines years of industry expertise with a proven, reliable DC power module into a configurable, cost-effective web control drive solution.

***Have WebPak 3000 features been used before to control web handling process lines?***

The control algorithms used in the WebPak 3000 have been used by Reliance Electric for decades to control thousands of motors on web process lines in various industries.

***What features were retained from the FlexPak 3000?***

Because of the success and popularity of the FlexPak 3000, the WebPak 3000 was developed with the same look and feel as the FlexPak 3000. The OIM has the same easy-to-use menu structure as the FlexPak 3000. Both products have the same dimensions, many of the same parts, and share the same power platform.

***How is the WebPak 3000 different from the FlexPak 3000?***

While the FlexPak 3000 has considerable functionality built into the drive, many complex web handling applications such as winders, unwinds and tension-regulated rolls require drive software that is specifically designed for these applications. The WebPak 3000 has all the required regulator functioning built in. In addition, the CS3000 software for the FlexPak 3000 has been modified to configure the new features in the WebPak 3000. WebPakCS software, which is used to configure the regulator, is included with every WebPak 3000 drive.

***How did we develop the WebPak 3000, and has it been proven on web handling applications?***

The regulator software that we have incorporated into the WebPak 3000 is the same software as used for many years in the AutoMax controller. These regulators (Tension, Position and Ratio Detector) have been utilized on hundreds of web handling drive sections and are the most advanced available in the industry today.

***What industries should I target with the WebPak 3000?***

The WebPak 3000 is ideally suited for process web control in the paper converting, film and foil industries. WebPak 3000 is an ideal solution for stand-alone winders and unwinds.

***What kind of customers should I target with the WebPak 3000?***

OEMs serving the converting industry are the prime target. Companies that own and operate web handling machinery are a second logical target. Reliance Electric has thousands of web handling drives installed in the field. These drives are approaching the end of their useful life and are prime candidates for field retrofits and modernization. Lastly, system integrators looking for a simple, cost-effective web handling DC drive will find the WebPak 3000 an excellent fit for most applications.

***Why would these target customers buy a WebPak 3000?***

The algorithms included in the WebPak 3000 allow the drive to control a majority of the applications on web handling machinery. These algorithms remove the requirement to purchase, install and program other control components such as PLCs and ratio detectors. This lowers the start-up cost and minimizes the time to get a machine up and running.

***Who else sells DC drives with web handling controls built into the drive?***

Both Siemens and Eurotherm offer DC drives with web handling controls embedded into the drive as a standard.

***What features should we emphasize against competition?***

The WebPak 3000 is user-friendly and easy to set up, but still feature-rich. The WebPak 3000 drive comes complete with all of the control algorithms required to control the most popular applications found on a web process line. No additional hardware components are required with the WebPak 3000. The drive includes a feature we call "current memory." This function minimizes the tension transient imposed on the web during roll tensioning. Neither of the two competitors listed above have this function incorporated into their products at this time.

***What options are available for the WebPak 3000?***

Most FlexPak 3000 options are available for use on the WebPak 3000, except the following three kits: enhanced field supply, model numbers 923FK0101 and 923FK0201; DeviceNet communication card, model number 915FK1100; and the AC tachometer, model number 907FK0301.

***What kits come installed with WebPak 3000?***

The WebPak 3000 includes the field current regulator and I/O expansion card as standard.

**What standards does the WebPak 3000 comply with?**

The WebPak 3000 is UL listed, cUL listed and CE marked.

**What kind of motor should be used with the WebPak 3000?**

The WebPak 3000 is designed to control the speed of DC motors. Rockwell Automation offers a variety of Reliance Electric motor solutions in the same horsepower ranges as the WebPak 3000 drive.

**If my customer or I have application questions about the WebPak 3000 who do I call?**

The WebPak 3000 will be sold primarily through the Regional Drive Centers. Each Drive Center has application engineers that can answer all of your questions. The Regional Drive Centers will also process all orders for the WebPak 3000. System integrators and high volume OEMs will be able to enter direct through the Standard Drives Business.

**How do I price and enter a WebPak 3000 order?**

The launch package includes list price pages. Most of the same kits and modifications are available for the WebPak 3000 that are listed in the FlexPak 3000 section of the catalog and the DSC EXPRESS DC section. The order entry point for WebPak 3000 is the Reliance Electric Regional Drive Centers. Refer to the Regional Drive Centers Contact Guide (D-201) which is enclosed in the launch packet.

**Who is the product line manager?**

Jeff Ipser is the Product Line Manager responsible for WebPak 3000 drives.

**Will the product be available from stock?**

The base drive and options will be stocked. Contact your nearest Regional Drive Center for availability.

**What is the lead-time for delivery of a WebPak 3000 drive?**

Delivery can usually be scheduled in 2 weeks for a customer-specified drive with options. Engineered drives will typically require 4 to 8 weeks.

**What is the warranty, return, and repair policy?**

The WebPak 3000 is sold with the same warranty, return and repair policy as all other Reliance Electric drives.

**What commercial sales tools are available and how can I obtain them?**

The following tools are available:

Sales Tool	Publication Number
Data Sheet	D-2974
Q&A	D-199
Price Pages	N/A
PowerPoint Presentation	D-4583 (hard copy)
Regional Drive Centers Contact Guide	D-201
Hardware Reference Manual	D2-3443
Software Reference Manual	D2-3444
OIM User Guide Instruction Manual	D2-3445
Application Workbook Instruction Manual	D2-3446
WebPakCS Software Instruction Manual	D2-3447

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