

Inverter Technology

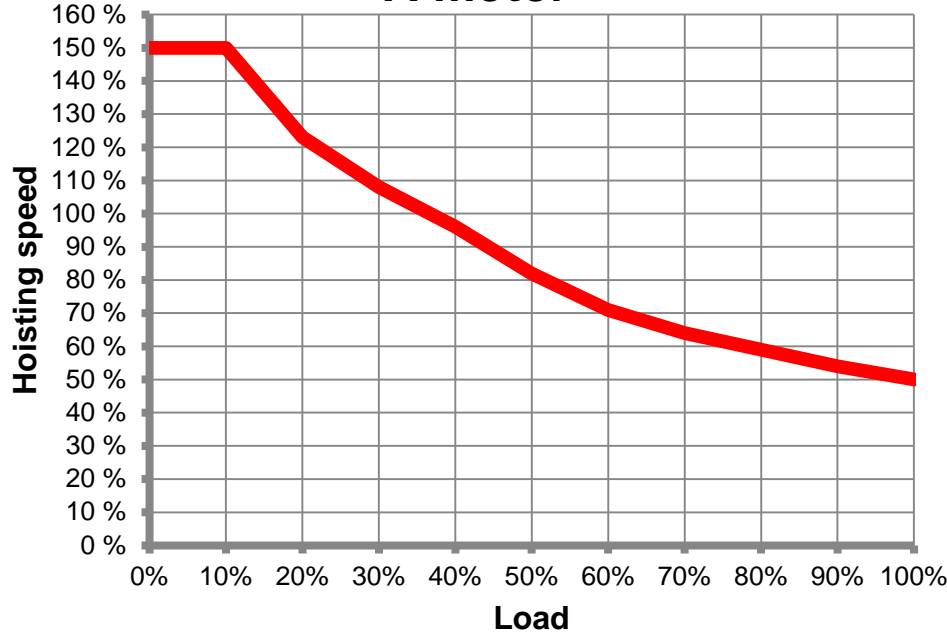
A Motor



A Motor Technology

At a Glance

A-motor



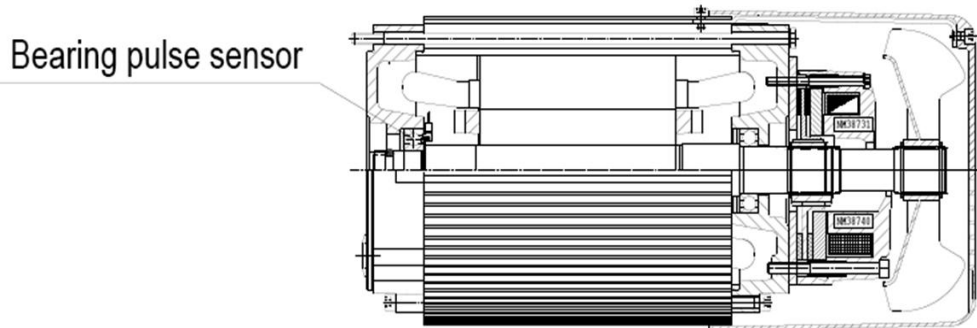
- Lifting speed optimized for load:
 - Fast speed with empty hook
 - Medium speed with partial loads
 - Safety speed with full load
- Hoist motor power rated 50% of dual speed motors
- Four configurations:
 - A3 – 2.3 kW (NB + NC)
 - A5 – 4.5 kW (ND)
 - A7 – 9.0 kW (NE)
 - 2xA7 – 2x 9.0 kW (NF)
- Inverter location:
 - Integrated in hoist cubicle up to ND
 - Installed on crane bridge for NE, NF



A Motor Technology

At a Glance

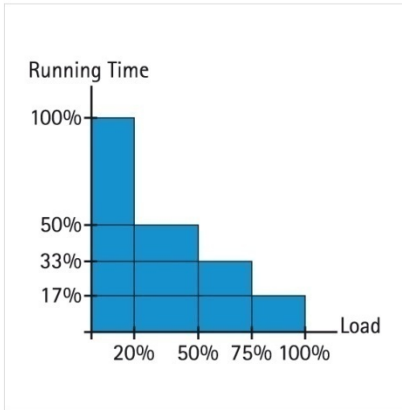
A-motor



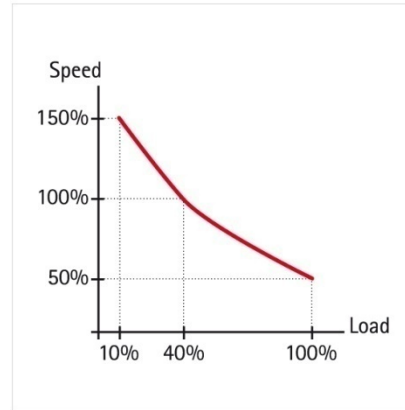
- Open loop
 - Bearing sensor
- Protection class IP66
- Class H insulation
- Speed range:
 - 25:1 with empty hook
 - 10:1 with rated capacity

A Motor Technology

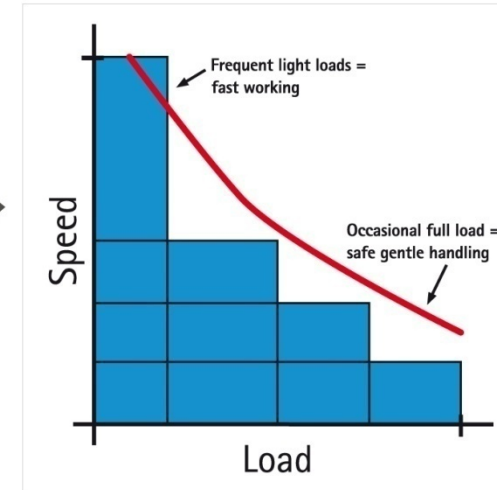
Load Spectrum and Speed



Average capacity utilization of an industrial crane



A motor characteristics



BENEFITS

- Safety speed for gentle handling heavy loads
- Fast throughput of light loads increases productivity
- Reduced energy consumption
- Less downtime
- Reduced wear and tear
- Lower cost of ownership



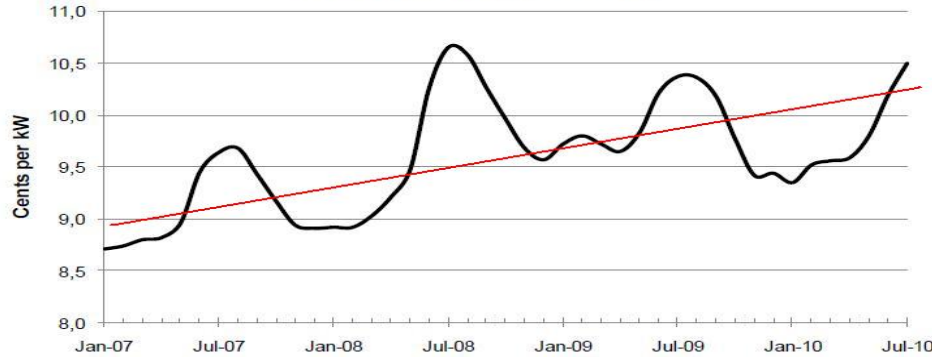
A Motor Technology

Low Energy Consumption

| 10 ton hoist | | "A" motor | Dual speed motor |
|---------------|-------|------------------|------------------|
| Lifting speed | m/min | 0.25...2.5 (7.5) | 1 / 6 |
| Motor output | kW | 4.5 | 9.0 |

- A" motors save energy and cost
- Load-sensitive speeds reduce the required installed motor output
- Inverter technology reduces amperage peaks when switching on the motor
- **Not relevant?**

Average retail price of electricity to ultimate customers: All sectors



Lifecycle cost

€

~1,000€

~2,000€

BENEFITS

- Up to 50% energy cost savings, compared to traditional dual speed technology

A Motor Technology

Faster Handling of Loads

| Results | | "A“ motor | Dual speed motor |
|-------------------------------------|-------|------------------|------------------|
| Lifting speed | m/min | 0.25...2.5 (7.5) | 0.8 / 5.0 |
| Load spectrum | - | Light/medium | Light/medium |
| Average height (lifting + lowering) | m | 1 + 1 | 1 + 1 |
| Empty hook travel | % | 50 | 50 |
| Loaded hook travel | % | 50 | 50 |
| Handling time, crane 1 | min | 2,244 | 2,992 |
| Handling time, crane 2 | min | 2,407 | |
| Average time required | min | 2,325 | |
| Time saving | | 22% | |

- A motors increase productivity in typical production processes:
 - Faster with light load / empty hook
 - Heavy goods are handled precisely
- A detailed analysis of the work cycles of two cranes in an assembly area proved significant time savings, compared to dual-speed technology

BENEFITS

- Significant reduction of handling time
- Increased productivity

A Motor Applications

General Manufacturing



- Typical material handling process:
 - **In:** 200 light components and raw material deliveries per week
 - **Out:** 5 heavy machines per week
- Requirements:
 - Rapid unloading and handling of incoming raw materials
 - Safe lifting of completed machines

BENEFITS

- Time savings in handling light loads
- Gentle handling of valuable finished goods at end of assembly line
- Precision speed does not produce excessive heat: extended motor lifetime

A Motor Applications

Precast Concrete



- Typical material handling process:
 - Regular lifts of moulds & steel bars
 - Lifting of heavy precast elements
- Requirements:
 - Precise lifting of precast parts out of mould with slower speeds for a longer period of time
 - Fast handling of moulds, steel bars

BENEFITS

- Increased productivity
- Time savings due to reduced down-time
- Increased lifetime of motor, compared to dual speed motors with 20% ED in slow speed
- Avoids main/micro motors

A Motor Applications

Additional Crane on Runway

| 10 ton hoist | | "A" motor | Dual speed motor |
|------------------------|-----------------|------------------|------------------|
| Speed | m/min | 0.25...2.5 (7.5) | 1/6 |
| Motor output | kW | 4.5 | 9.0 |
| Existing 5t motor | Amps | 10 | 10 |
| New 10t motor | Amps | 25 | 100 |
| Total current | Amps | 35 | 110 |
| Runway length | m | 50 | 50 |
| Supply voltage | V | 400 | 400 |
| Voltage drop | % | 3,0 | 3,0 |
| Copper cross section | mm ² | 15 | 25 |
| Runway electrification | € | 0€ | ~3,000€ |
| Downtime | hours | 0 | ? |

- One 5 t crane exists on a 50 m runway (conductor bar 60 Amps, end feed, 15 mm² copper cross section)
- Customer identified increased production volumes and heavier loads
- Customer requirements:
 - Addition of a 10 t crane on same runway
 - Minimum downtime during installation
 - No changes in existing electrification

BENEFITS

- Low amperage of motor permits to use existing runway electrification
- Minimum down-time in production
- No additional investments
- "A" motor technology, not requiring replacement of runway electrification or other changes.

A Motor Applications

Multi Crane Projects

| 3 x 20 ton hoist | | "A" Motor | Dual speed motor |
|-------------------------------|-------|------------------|------------------|
| Speed | m/min | 0.25...2.5 (7.5) | 0.5 / 3.0 |
| Motor output | kW | 3 x 9 | 3 x ~13 |
| Daily usage | hours | 1 | 1 |
| Annual workdays | days | 240 | 240 |
| Crane lifetime | years | 10 | 10 |
| Lifecycle energy consumption | kWh | 65,000 | 94,000 |
| Cost per kWh | €/kWh | ~0,10 | ~0,10 |
| Energy lifecycle cost | € | ~6,500€ | ~9,400€ |
| Total amperage | A | 72 | 177 |
| Required cross section | mm² | 15 | 35 |
| Runway electrification | € | ~4,000€ | ~7,000€ |

- Investment in a new factory building:
 - Three bridge cranes, each rated 20 ton
 - Common runway, 100 m (center feed)

BENEFITS

- 30% energy cost savings, compared to traditional dual speed technology
- Significantly lower investment in runway electrification