

Evolution

Magnetek Material Handling

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Magnetek provides “first class” festoon system for USPS project

Since 9/11, the anthrax scare and the introduction of the Homeland Security Act of 2002, the United States Postal Service (USPS) has been working to protect its employees and the public with some help from Magnetek!

In addition to supplying personal protective gear, all postal facilities were required to switch from the forced-air systems used to remove dust and dirt from sorting machines, to special filter-equipped vacuums. These vacuum systems would clean the machines without allowing particles such as dust, dirt or any biological agent such as anthrax to blow around the facility.

After several years of research and design, USPS created a vacuum system concept for postal facilities across the country.



It consists of a special filter-equipped vacuum, a festoon system that supports the vacuum hose and a T-bracket that holds the festoon system in place. The festoon is situated on both sides of the sorting machines and each vacuum system services two machines. This configuration allows the user to clean the entire length of the sorting machine without dragging the hose on the floor.

Typically, festoons are designed to carry power and/or control cables from a stationary point to a moving piece of equipment. In this application, however, the USPS festoon supports a vacuum hose. This provides an ergonomic solution for the employees cleaning the machines, as well

as addresses previous contamination issues.

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New OmniPulse™ drives deliver!



This new product line, called OmniPulse™ DDC Drives, will revolutionize primary metal and foundry DC cranes with its digital microprocessor control capabilities. Perry

In March 2006, Magnetek's Material Handling business officially announced the formation of a partnership with Eaton Corporation to provide sales, support and service of direct DC drive systems to the crane and hoist industry.

Pabich, Vice President of the Material Handling business, says, “Adding this new product to our line is a good fit for us. It further supports our goal to be our customers’ “One-Stop” Source for material handling control solutions.”

Upgrading from traditional DC contactor and resistor systems will provide any DC controlled operation with major savings by reducing maintenance expenses and energy costs. OmniPulse DDC's solid-state design means no contactor tips, coils, auxiliary contacts, mechanical interlocks, directional contactors or power resistors to replace. Downtime is minimized, as there are fewer components to fail or wear out. Because of

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Continued p. 1 Post Office

USPS awarded Boneal, a prime-contractor serving many government agencies, the job of executing the process. Magnetek Material Handling, the premier provider of innovative power control and delivery solutions, as well as other companies throughout the country, were contacted to bid on the various components of the system.

According to Mike Pabich, Magnetek Electrification Product Manager, "Because of our expertise in festooning systems, as well as our responsiveness, flexibility and willingness to meet tight deadlines and do whatever it took to meet the needs of the customer, Magnetek was awarded the festoon portion of this important project." He also added, "The USPS appreciated our adherence to their exact specifications and willingness to provide them with technical documents in a timely fashion."

Since the USPS specifications for the project were so unique and lead-time was critical, we modified our standard C-track length and width, trolley and joint to meet their needs. This modification process was done in a very short time frame to help the USPS comply with the Homeland Security Act.

Tim Bradley, Magnetek's Sales Representative says, "Because we were able to quickly customize our festoon system to meet the requirements, we were awarded the project. They felt we were the easiest company to work with."

Bradley adds, "It was crucial for us to follow all the specifications, remain flexible and provide support."

It's that kind of customer service, coupled with second-to-none industry application expertise, that sets Magnetek Material Handling apart from our competitors, and why we were the company chosen for the USPS festooning project.

In the end, over 11,000 vacuum systems supported by 22,000 Magnetek festoon systems will help protect our country's postal workers and the American public.

This project reflects the way a standard product can be modified to meet the requirements of a unique application. Our standard festoon product range includes:

- Standard and heavy-duty C-track and festoon hardware for flat and round cable.
- Stainless steel C-track with corrosion-resistant festoon hardware
- Heavy-duty aluminum track and hardware
- Heavy-duty I-beam trolleys and hardware
- Mill-duty trolleys and hardware
- Simple and inexpensive messenger wire tagline kits
- Pre-assembled festoon systems
- Full range of flat and round cable

Whatever your needs, Magnetek can provide the solution. Call your local Magnetek Sales Representative, or Magnetek's Electrification Sales Department at 1-800-288-8178 for additional information.

Continued p. 1 OmniPulse DDC

OmniPulse's modular design, there is no need to stock as many parts as with traditional controls. Plus, built-in diagnostics help troubleshoot crane performance, increasing system uptime.

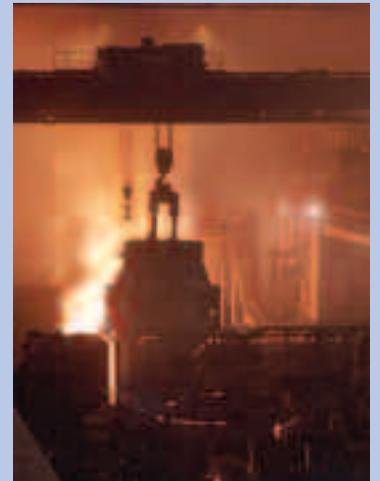
During operation, OmniPulse DDC enables smooth acceleration and deceleration, which reduces current spikes and excess mechanical torque. Smoother acceleration and deceleration also results in reducing shock loads on the mechanical power train.

OmniPulse DDC's software offers unrivaled programming flexibility, allowing for quick parameter changes based on application. Future software upgrades or releases can conveniently be flashed from a PC.

Converting DCCP electromechanical controls to OmniPulse DDC drives is a snap with its drop-in replacement capabilities. It easily interfaces to existing power and control circuitry using the same connection points in a smaller footprint.

Besides crane and hoist applications in primary metal and foundries, OmniPulse DDC drives can specifically be used for many process applications such as quench cars, rolling mills, planers, etc. Be sure to stop in at Booth #313 at this year's AISTech 2006 Show, May 1-4 in Cleveland, Ohio, where OmniPulse DDC Drives, among other overhead material handling products, will be showcased.

For more information visit our website at www.magnetekmh.com where you may download our full color brochure.



Visit **MAGNETEK** at **Booth #313**
Cleveland Convention Center
Cleveland, OH
May 1-4, 2006

Learn all about *The OmniPulse™ ADVANTAGE*,
and the complete line of **Magnetek Material
Handling** products at AISTech 2006.



Magnetek Quick Dial Cards now available

Customers who regularly contact Magnetek Material

Handling have received our Quick Dial Card. This convenient card contains direct dial numbers for customer-critical

Magnetek personnel. Calling direct means faster access to the information you need! The first card in this series is now out-of-date (it was white and dated 2/8/06). It has now been replaced by our new YELLOW card, dated 3/8/06. Please discard the old white card and use the new yellow version. Each time we have a contact change, we will supply you with a new card printed in a different color with the most recent effective date. It's our commitment to you to make it as easy as possible for you to quickly get the information you need.

UPDATED CARD



OLD CARD



If you did not receive a contact card and would like one, please call Brenda Driefke at 1-800-288-8178 or email her at bdreifke@magnetek.com. We would be happy to send you one.

And remember, an up-to-date list of our direct dial numbers can also be found on our website at www.magnetekmh.com under the Support section.

Welcome to the family

New MLTX™ and updated SLTX™ join Magnetek's Telemotive Radio Control Family.

Magnetek's radio control family is growing to meet your needs! Our new ergonomic Telemotive Brand MLTX™ Wireless Remote Control is one-half the weight of our previous transmitters. It's made of the latest super tough polymer—so it's lightweight and comfortably contoured—yet highly durable. The MLTX system, with synthesized frequency generation, is available off-the-shelf or customized, making it ideal for virtually any application.

Not to be outdone, our widely popular, trusted longtime family member—the SLTX—is now even better! Its housing has been updated with a new end-cap design and batteries that are easier to charge, service or replace. Plus, we've incorporated a new stronger handle.



Magnetek Material Handling offers a full line of Telemotive Brand Wireless Radio Control Systems that meet your every need. Choose from our hand-held *telePilot™*, *telePendant™* and *Pendant-Style™* Pre-engineered Radio Remote Controls, and our belly-box style MLTX, SLTX and JLTX Radio Control Product lines.

Registration for 2007 training classes now open

Magnetek's in-house training classes are full for the remainder of 2006 (call us to inquire about cancellations—we have a waiting list.) We are now taking registrations for 2007.



Technical Training Program for IMPULSE®•G+/VG+ Series 3 and IMPULSE®•P³ Series 2 Drives

This comprehensive 3-day training program starts with a review of basic drive theory plus the “how to’s” of selecting and applying adjustable frequency crane controls for overhead material handling applications. Programming information for the IMPULSE®•P³ Series 2 and the IMPULSE®•G+ Series 3 Drives in both V/F and

open loop vector mode is also covered. The second half of this session covers introduction, theory and programming of our closed loop flux vector crane control, IMPULSE®•VG+ Series 3. It's ideal for anyone involved with the start-up and maintenance of flux vector motor controls. The training session concludes with a discussion of troubleshooting for all adjustable frequency crane controls.

Telemotive Radio Products

Our one-day program details all the features and benefits of our Telemotive radio product line. You will learn about the application, use and troubleshooting of the *telePilot™* and *telePendant™* models, plus the various technologies included in these advanced radio remote crane controls. We'll also discuss our new MLTX™ and SLTX™ belly box style transmitters.



Upcoming Dates

Tuesday-Thursday

Feb. 13–15, 2007
 April 17–19, 2007
 June 12–14, 2007
 Aug. 14–16, 2007
 Oct. 16–18, 2007

Upcoming Dates

Friday

Feb. 16, 2007
 April 20, 2007
 June 15, 2007
 Aug. 17, 2007
 Oct. 19, 2007

New product literature

All Magnetek Material Handling product literature is available on the web at www.magnetekmh.com under the Support section. You'll find downloadable PDF brochures on these new and updated products.



Electromotive Systems OmniPulse™ DDC Digital DC Drive

Get The OmniPulse DDC Advantage! Increase your competitive edge by converting your DC controls to state-of-the-art OmniPulse DDC Digital DC drives. OmniPulse will improve the performance and reliability of your DC operated crane or hoist, while minimizing downtime, maintenance expenses and energy costs. OmniPulse DDC technology may also be applied in other industries.



Electromotive Systems IMPULSE® Drive Diagnostics Tools

Select the Drive Diagnostics Tool that's right for you! Choose from IMPULSE®•Link 4.1 WDS, IMPULSE®•Link 4.1 Basic, or DataLogger Series 3 with DataPulse Software. Magnetek Material Handling's drive support tools enable you to maximize the efficiency of your IMPULSE variable frequency drives.



Telemotive MLTX™ Wireless Radio Controls

Magnetek Material Handling introduces our lightest, most ergonomically designed transmitter yet. The MLTX is one-half the weight of our previous transmitters. The compact MLTX incorporates the latest polymer technology in a lightweight, comfortably contoured, yet durable case. Plus, it's synthesized and packed with options to meet the needs of a variety of applications.



Telemotive SLTX™ Heavy-Duty Wireless Radio Controls

A good thing just got better! Enhance your productivity with the new and improved SLTX Wireless Radio Controls. Updated features include: new battery end-cap design, improved durability, longer life-cycle battery, synthesized modules to enhance flexibility in the field and surface-mount technology.



Dear Valued Customer,

As you may know, Magnetek's Service Department has gone through a period of transition over the last three years. We relocated the Telemotive Radio Business from Glendale Heights, IL to Menomonee Falls, WI. The relocation process occurred as the economy started to recover—many businesses began to repair and rebuild equipment that had not been in use for some time. This combination of events resulted in a significant increase in the amount of business we transacted, impacting our ability to be as responsive to your needs as we had in the past. Recognizing the need to build our Service Department to improve our technical support quality and response time, we made a number of improvements:

- We hired and trained seven additional technicians. Today we have nine service and repair technicians dedicated to supporting the Telemotive and PulseStar radio products. This has allowed us to reduce our lead times for non-warranty radio repairs to about five days.
- We have three technicians dedicated to drive repairs and our lead time for non-warranty drive repairs is typically now only five days.
- We have cross-trained technicians to allow us to temporarily reassign individuals to meet product repair demands as needed.
- To reduce the cycle time for all repairs, we implemented Point-of-Use inventory in the repair area.
- To handle the increased volume of repair orders, we have also hired and trained two additional Customer Service Representatives.
- We implemented a dedicated Toll Free number **1-866-MAG-SERV** (1-866-624-7378) to allow our customers direct access to our Technical Support and Repair Departments.

Meeting or exceeding your expectations has and will continue to be the primary goal of our Service Department. We know your business will benefit from these improvements.

Should you have any questions or suggestions on how we might serve you better, please feel free to call me at 262-252-2975.

Sincerely,

A handwritten signature in blue ink, appearing to read "Jim Swenor".

Jim Swenor
Director, Service & Technical Support
Magnetek Material Handling

Magnetek Material Handling
P.O. Box 13615
Milwaukee, WI 53213
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Coming Soon!

New Electrobar® Universal Collectors reduce inventory and system cost

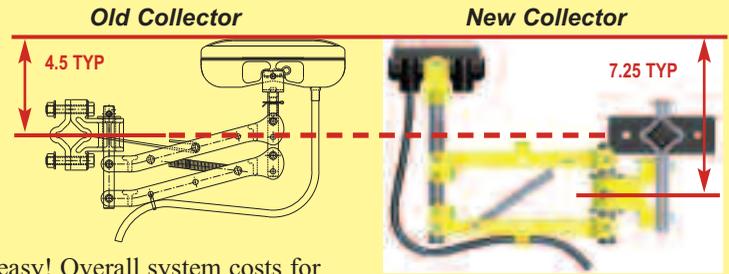
In May 2006 Magnetek will introduce our new Universal Collectors.

Now four collector options replace 22 previous choices. We offer both a 100 Amp and 200 Amp collector to fit all Electrobar FS Conductor Bar applications, as well as a 100 Amp and 200 Amp collector to support our entire Electrobar 8-Bar Conductor Bar line. No more stocking multiple collector options or trying to determine which collector is appropriate for an application. Flexible Universal Collectors reduce your inventory carrying costs and make the decision easy! Overall system costs for Electrobar FS and 8-Bar are now lower with this flexible new design.

As an added bonus, our Universal Collector design now incorporates many new features that result in:

- Minimized drag
- Improved shoe tracking
- Longer shoe life
- Quick and easy shoe removal and replacement
- More rigid connection to collector mounting post
- More tolerance of misaligned collector bar, both horizontally and vertically
- Improved stability in high-speed applications
- Integral cable retainer keeps cables more organized
- Reduced installation and replacement time—no loose or additional parts to assemble

And rest assured, our Universal Collectors are backward compatible with existing systems. These new collectors will be shipped with all Electrobar FS systems and will be available for 8-Bar system orders as of May 1st. For more information, please contact your local Magnetek Material Handling Sales Representative or our Electrification Sales Department at 1-800-288-8178.



Mounting Heights
4.5" Retrofit or existing installations
7.5" New installations

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What's Inside!

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- Introducing OmniPulse™ DDC Digital Drives
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