

Electric Drive is a Powerful Option

<i>ROUTE TO:</i>	
Sales Manager	
Parts Manager	
Service Manager	

The Lantec winch is generally seen with a hydraulic motor. But it's important to keep in mind that an electric motor is an option worth considering. In fact, in some cases it may be the only option.

Why use electric? Consider these advantages that the electric supply offers:

- Generally readily available for fixed locations
- No hydraulic power unit required
- Quiet
- No fuel tank to fill
- No leaks or spills of contaminants
- Reduced fire hazard
- Less maintenance

Given those plusses, it seems astonishing that one would even consider hydraulic power if electric power were readily available. But, unfortunately, there's a bit more to the story than just bolting on the motor and plugging the cord into the wall socket.

In a winch application, one must be able to control the speed of an electric motor—you need more than just an on-off switch. A variable frequency drive controller (or more simply, the "drive") is the most up-to-date method of obtaining this control.

The drive comprises a rather sophisticated set of rectifiers, diodes, and PLCs (programmable logic controllers)



This variable frequency drive controller, which controls the speed of the motor driving the winch, is a compact unit that fits in an all-weather housing.

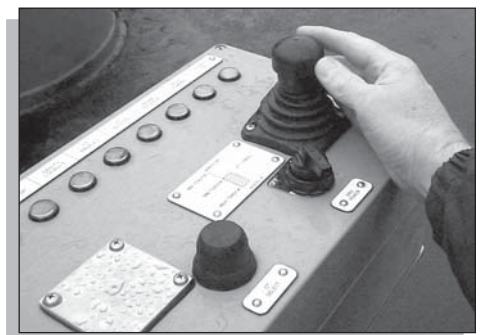
to allow the motor to control the winch efficiently. Using AC power, generally 3-phase at 220 volts or greater, either 50 or 60 Hertz, the drive can reduce the frequency to reduce the rotational speed of the motor.

Using the drive makes a host of other capabilities possible. The drive can be used to provide an initial motor torque up to 300 percent of normal torque, for breakaway power. The drive electronics make it easy to accurately meter the position of the cable, and provide for built-in safety features that would be difficult to have otherwise.

The motors themselves come in a great variety of horsepower, torque, gear ratio and brake options. The winch can generally be tailored for exactly what the customer needs.

The Allied Marine Crane division has a long history of using electrically driven winches on our marine cranes. Electric power is readily available on ships. On several recent projects, crane engineer Dan Gott has worked closely with the engineers from ABB to select the best drive for the various applications. According to Dan, programming the drives is not a huge task, and it can be fairly easy to set up the drive for each winch application for optimal control.

For many applications, electric power may be the ideal choice. Please let us know your requirements, and we can let you know how best to meet that need and win that sale.



Winch operation is through a familiar joystick control, which can be mounted onto an electrical panel.

Lantec Winch Goes on the Road

Allied is taking the Lantec story to the industry, through several recent trade shows. In November, Senior Vice President Bill Chan participated in the WorkBoat Show in Seattle. Later in November, Territory Managers Francis Sebastian and Don Thomas displayed the Lantec winch at the New Orleans WorkBoat Show. These shows are targeted at the fishing boat industry.

In 2002, Allied will bring the Lantec winch to the Oregon Logging Conference in Eugene and Conexpo in Las Vegas. We also have tentative plans for several other shows handled jointly with Lantec dealers. If you'd like to display a Lantec winch at one of your trade shows, please give us a call.



Francis Sebastian greets visitors at the Allied Lantec exhibit during the WorkBoat Show in New Orleans, November 2001.

2002 Price Sheets Distributed

Allied has just completed mailing of the 2002 Lantec winch price sheets to all winch dealers worldwide. If you haven't received a copy of the new price sheet, please contact us for your own copy.

We have changed the pricing structure entirely with this price sheet. Previously, we listed only dealer net prices. We now use a Manufacturer's Suggested Retail Price (MSRP) structure. To obtain dealer net price, just apply

the dealer discount as specified in the material accompanying your price sheet.

We understand that Lantec winches often require options and individualized treatment. Don't ever hesitate to send us your requirements, so that we can best help you to configure a winning package.

Hydraulic Winch Q & A

Q: What size cable can I use on the Lantec winch?

A: The standard cable size range is determined from the winch drum diameter, not the winch model. The 8-inch drum normally takes 1/2-inch up to 3/4-inch cable. The larger drum sizes normally take 5/8-inch through 1 3/8-inch cable. As an option, many other cable sizes are possible.

Q: What is a sprag clutch? What does it have to do with the brake?

A: A sprag clutch, also called an overrunning clutch, is basically a one-way clutch. It sits between the drum shaft and the brake on all standard models of the Lantec winch. It turns freely in the line-in direction, but locks up immediately if the cable tries to pull off the drum. Because the brake remains applied in the line-in direction, the sprag clutch acts as a reverse brake.

To lower a load, it is necessary to release the multi-disc oil brake. The sprag clutch remains engaged, but the cable pays out because the brake has been released.

 **HYLINES**

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