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# WINCHLINES

2001

VOL. 20 NO.3

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Sales Manager	
Parts Manager	
Service Manager	

## eControls Bring Allied Winch into the Digital Era

Who says you can't teach an old dog new tricks? Certainly not the talented engineers at Allied Systems Company. They've got that rock-solid Allied winch dancing to the digital beat.

Up until now, the Allied winch has been operated with a manual push-pull cable. The cable connects to the hydraulic valve inside the winch to direct the winch functions. To stay current with the latest trends in the industry, Allied now offers eControls, the electronic control option, starting with its W12E towing winch. Other models will follow.

Push-pull cable control will continue to be available as standard feature for those who prefer the simple control mechanism.

With electronic control, the standard hydraulic valve is replaced with a set of individual hydraulic valves, each operated by a solenoid. A micro-

processor sits between the joystick handle and the solenoids, to convert handle position information into the appropriate valve position. A major design goal of the electronic control system was to provide the operator with greatly improved inching capability, the ability to control line position to within a fraction of an inch. A related secondary goal was to reduce roll-back to zero. Roll-back is the tendency of the cable under load to play out a small bit before it starts to reel in when operating in line-in position. Winch Engineer Eric Bracht explored many



The electronic joystick winch control is much smaller than the traditional manual handle, and requires almost no hand pressure to move the control lever.

pull W12E winch in a phosphate mine in south Florida. Allied Engineer Eric Bracht traveled with Scott Bassett of Ringhaver Equipment in Mulberry, Florida to the job site in Ft. Meade, Florida to observe the W12E mounted on a Cat D9R. The D9R is fitted with a boom, so that the operator can lift lengths of slurry pipe and position them to connect with the next length of pipe. Line position is critical, because the pipe sections are bolted together. To get the bolts started, the two sections need to be closely aligned.

From the first day, the electronic control has been a success. Productivity is enhanced because the operator can get the pipe section in position so much faster.

The winch has been operating now for three months. The design and implementation are well done, and the customer is very satisfied.



The W12E winch mounted behind the Cat D9R also supports a boom arrangement for lifting lengths of pipe. Electronic control gives excellent control over the position of the pipe as it is lowered.

settings to finally arrive at the one that delivers on both these goals.

Electronic winch control offers several advantages to your winch customers. Electronic control is easy to install, because the compact control handle can be mounted almost anywhere. In cold weather conditions, electronic control is not susceptible to freezing, which can block a cracked cable. Electronic control is a fingertip control, so operator fatigue is reduced.

The biggest advantage to electronic control is the ability to control the position of the load. The Allied winch with manual control has inching capability, but controlling line position accurately requires a precise touch on the manual control lever. With electronic control, inching has become much easier, allowing even an inexperienced operator to position the load right where it's needed.

The first real-world test of the new eControls was on the 120,000-lb. line



Winch engineer Eric Bracht uses a laptop computer to verify the program performance. Installation is a simple matter of just plugging the control wire to the winch.

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CUT ALONG DASHED LINE

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## Information Request Card

Yes, please have a sales representative call me.

Yes, please send me:

\_\_\_ copies winch spec sheet      \_\_\_ copies Spare Parts Price List

\_\_\_ copies Winchlines newsletter      \_\_\_ copies other (please specify)

Name \_\_\_\_\_

Title \_\_\_\_\_

Dealer Name \_\_\_\_\_

Tractor Brand \_\_\_\_\_

Address \_\_\_\_\_

FAX # \_\_\_\_\_ Phone# \_\_\_\_\_



### WINCHLINES

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## Allied Announces the Worldwide Launch of its E-Commerce Website & Dealer Locator



On October 1, 2001, Allied Systems Company launched its E-Commerce web site. E-Commerce is a business-to-business, password protected web site accessible 365 days a year from anywhere in the world using any PC having an internet connection and a web browser. This web site provides dealers and customers access to a rich collection of on-line resources allowing users to:

- Check price and availability with access to live Service Parts inventory
- Immediately order service parts
- Receive e-mail order confirmations
- View parts pages and other technical information using Adobe Acrobat Reader®
- Read the on-line Service Parts News

You may access the **E-Commerce** site by typing [ec.alliedsystems.com](http://ec.alliedsystems.com) into the address bar of your internet browser. Once on the **E-Commerce** web site, follow directions to apply for a User ID using our on-line application. A link to a "How to use E-Commerce" manual is available on line after you log into the site.

Allied Systems Company also launched the **Dealer Locator** on our corporate web site, [www.alliedsystems.com](http://www.alliedsystems.com), during October. More than 800 dealers are listed. Please confirm that your dealership is included and that the information provided is correct. If the information listed is not correct, please contact our Service Parts Department at: [parts@alliedsystems.com](mailto:parts@alliedsystems.com).

## Newest Komatsu Tractor Can Be Fitted with W3C Winch

Komatsu has recently jumped into the hydrostatic dozer market with their new D39 Komstat dozer. This dozer replaces the existing D39 torque converter dozer. The D39 KomStat weighs 20,000 lbs (9,100 kg) and has a 95 HP (71 Kw) engine.

Allied winch engineers worked closely with Komatsu engineering staff, both in the US and in Japan, to develop a dozer that could provide for a winch option. Komatsu elected to provide a power-take-off (PTO) shaft to the rear face of the dozer to power the Allied W3C winch. The PTO shaft will deliver full engine horsepower to the winch, for maximum line speed

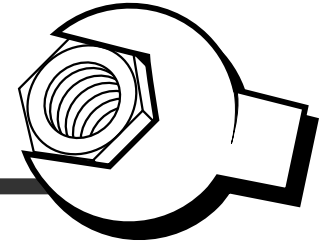
and pulling power. A hydraulic winch operated by an auxiliary blade or ripper circuit with limited horsepower was not considered adequate for this class of machine.

The W3C winch mounted on the D39 KomStat will provide for up to 49,000 lbs (22,300 kg) bare drum line pull. Maximum line speed is 90 ft/minute (27 m/minute) bare drum, and 157 ft/minute (48m/minute) full drum. This winch comes with the 61/1 gear ratio.

Allied offers PTO-driven winches for several brands of hydrostatic dozers, including Caterpillar, John Deere, and now Komatsu.



The Allied W3C winch is a great addition to the Komatsu D39 KomStat, for applications ranging from logging to oilfield work and self-rescue.



## Delivery Report Gets Your Warranty Started

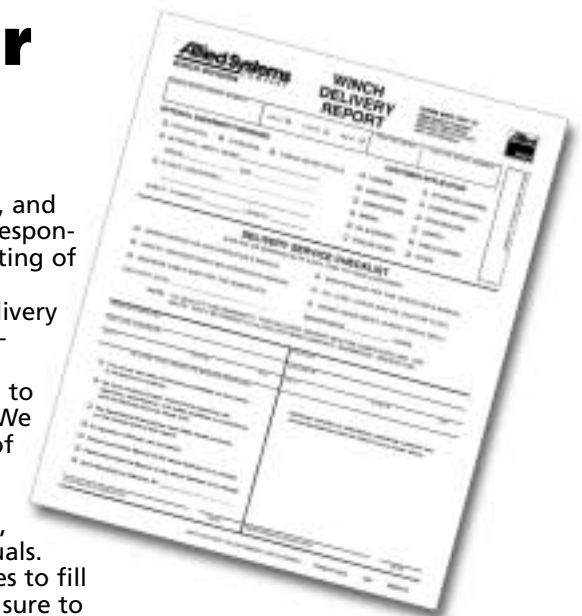
With every Allied winch shipped to our dealers, there is a box of mounting hardware, which contains a very important document: the Delivery Report form. We expect that the dealer will keep this document with the winch until it is sold to the end user and mounted on the user's tractor. At that point, it is the dealer's responsibility to fill out the Delivery Report and return it to Allied Systems Company.

Why bother? The most important reason is that the delivery report needs to be on file at the factory to initiate the warranty coverage. The delivery report lets us know when the

winch went to the end user, and which dealer location was responsible for the sale and mounting of the winch.

When we receive the Delivery Report, we immediately forward copies of the Parts Manual and Service Manual to the end user at no charge. We also send the latest copies of these manuals on CD-ROM to the selling dealer. Without the delivery report, we can't send out the manuals.

It takes just a few minutes to fill out the Delivery Report. Be sure to send one in with every winch you sell.



## W5C Winch Now Available for Komatsu D61

Allied has successfully completed a 14-month field test program of the 50,000-lb. line pull W5C winch on the Komatsu D61 tractor. The W5C has proven to be a solid performer, offering the dealer and the customer outstanding performance at a significantly lower price.

Until recently, the Komatsu D61 tractor used the larger and more

expensive W6F winch exclusively, a winch that may have been "overkill" in certain cases. After the field testing, Allied can now approve the W5C winch on the D61.

Dealers and users now have the choice of the price competitive W5C for D61 for most applications, with the 60,000-lb. line pull W6F available for extreme duty applications. Both

the W5C and the W6F winches will be listed under D61 tractor in Allied's 2002 price sheet.

One other tractor model has a choice of winches. The John Deere 750C can take either the W5C or the W6F winch.

### DON'T FORGET



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