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## motive news



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[www.motive.it](http://www.motive.it)

### we've got the proves...

It's easy to say: "my motors are better than the others". Anybody does it. Just think about the fact that, after that the efficiency-based classification borned, some years ago, like for a kind of magic, all low-efficiency motors begun being plated **EFF2**.

The problem is: who verifies when it is true?

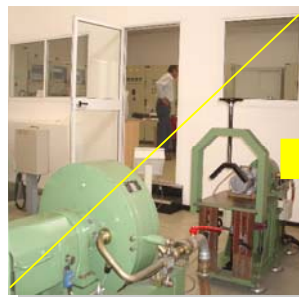
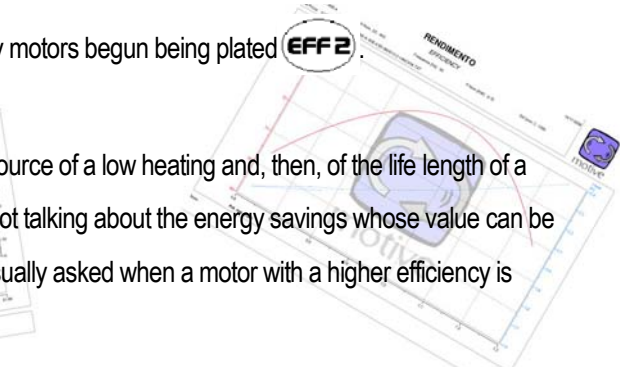
But we know the importance of this truth. A good efficiency is in fact the main source of a low heating and, then, of the life length of a motor (the Italian steel companies that selected us know something about it), not talking about the energy savings whose value can be higher than the whole motor cost. It is also known the price difference that is usually asked when a motor with a higher efficiency is asked to a producer.

It is for these reasons that Motive has fixed a new objective: disclose the testing reports of its motors one-by-one, gradually uploading them on a page of [www.motive.it](http://www.motive.it). Nobody did it before, but rather than hiding, we've got only reasons to be proud and advertise them.

And, waiting for such test reports to be loaded, we can send them by e-mail. Just ask the one of your interest

The first step to reach this objective has been the renewal of our testing laboratory. From the traditional passive brakes, we've moved to "active dinamos". It is an innovative and more precise measuring system.

Just an example: a passive brake cannot work at a speed lower than 400rpm, and this wouldn't permit a correct control of the starting values or any verification on motors with high poles number.



## ...and we love comparisons



That's not all.

Our main distributors, and all the customers that will ask it, will receive the result of comparative tests between motive motors and the most famous brands on the market.

For a direct and correct comparison, we'll concentrate our attention on the motor 80B-4 0.75kW, the most mentioned one. If you've got a curiosity on a particular brand, inform us about it and we'll include it in our list.

## ATDC series becomes bigger

In the former news (Jan 06), we informed you about the enlargement of the Delphi ATDC brake motors series. Well, the enlargement continues with 8 poles motors. The range is now:

KW	HP	2 poles	4 poles	6 poles	8 poles
0,12	0,18		ATDC 63A-4		
0,18	0,25	ATDC 63A-2	ATDC 63B-4		
0,25	0,35	ATDC 63B-2	ATDC 71A-4		
0,37	0,5	ATDC 71A-2	ATDC 71B-4	ATDC 80A-6	
0,55	0,75	ATDC 71B-2	ATDC 80A-4	ATDC 80B-6	
0,75	1	ATDC 80A-2	ATDC 80B-4	ATDC 90S-6	ATDC 100LA-8
1,1	1,5	ATDC 80B-2	ATDC 90S-4	ATDC 90L-6	ATDC 100LB-8
1,5	2	ATDC 90S-2	ATDC 90L-4	ATDC 100L-6	ATDC 112M-8
2,2	3	ATDC 90L-2	ATDC 100LA-4	ATDC 112M-6	ATDC 132S-8
3	4	ATDC 100L-2	ATDC 100LB-4	ATDC 132S-6	ATDC 132M-8
4	5,5	ATDC 112M-2	ATDC 112M-4	ATDC 132MA-6	ATDC 160MA-8
5,5	7,5	ATDC 132SA-2	ATDC 132S-4	ATDC 132MB-6	ATDC 160MB-8
7,5	10	ATDC 132SB-2	ATDC 132M-4	ATDC 160M-6	ATDC 160L-8
11	15	ATDC 160MA-2	ATDC 160M-4	ATDC 160L-6	ATDC 180L-8
15	20	ATDC 160MB-2	ATDC 160L-4	ATDC 180L-6	ATDC 200L-8
18,5	25	ATDC 160L-2	ATDC 180M-4	ATDC 200LA-6	
22	30	ATDC 180M-2	ATDC 180L-4	ATDC 200LB-6	
30	40	ATDC 200LA-2	ATDC 200L-4		
37	50	ATDC 200LB-2			

## power cooling size 63

Size 63 power cooling has been added to the range shown in the catalogue (actually from 71 to 355). Like the others, it is three-phase, IP55, with separate terminal, and it slenght permits its mounting on a standard motor with no need to machine any part of it.

## VARIO on sale

The launch had been announced a long time ago, and now VARIO series is on sale since September 2006.

These are its main characteristics

VARIO	MOTOR	P <sub>1</sub> [kW]	M <sub>1</sub> [Nm]	n <sub>1</sub> [rpm]	i:	n <sub>2</sub> [rpm]	M <sub>2</sub> [Nm]
VARIO-S	63A-4	0,13	0,84	1400	1,55-7,36	900-190	1,1 - 2,2
	63B-4	0,18	1,26	1400	1,55-7,36	900-190	1,5 - 3,0
VARIO-M	71A-4	0,25	1,73	1400	1,4-7,0	1000 - 200	2 - 4
	71B-4	0,37	2,54	1400	1,4-7,0	1000 - 200	3 - 6
VARIO-L	80A-4	0,55	3,78	1400	1,4-7,0	1000 - 200	5 - 10
	80B-4	0,75	5,15	1400	1,4-7,0	1000 - 200	6 - 12

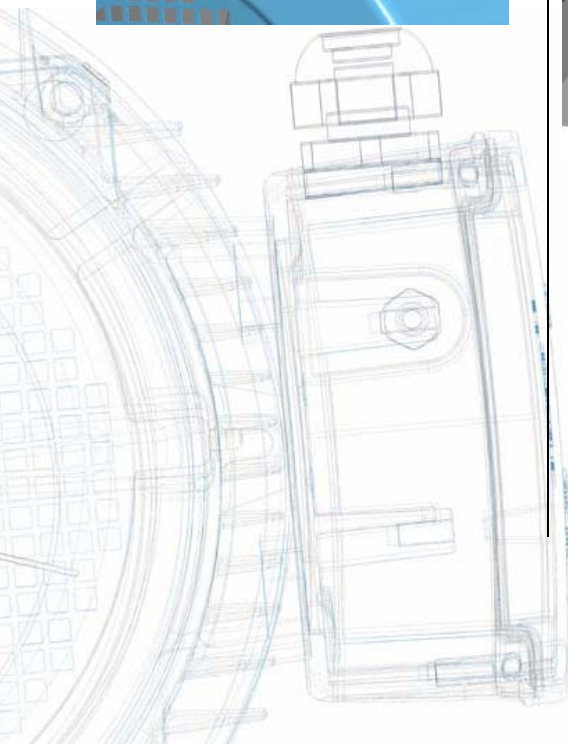
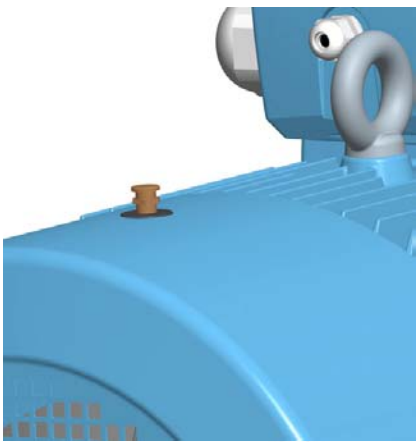
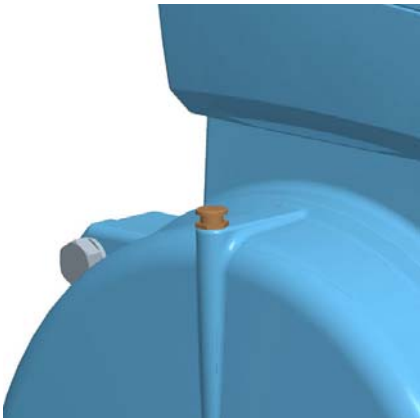
P <sub>1</sub> [kW]	Input power
n <sub>1</sub> [rpm]	Input speed
n <sub>2</sub> [rpm]	Output speed
M <sub>2</sub> [Nm]	Output torque



## Better grease nipples

After having increased the bearings sizes (see motive news of Jan-06), we tried to improve their care taking.

The grease nipples for the drive and non-drive end bearings of motors from size 180 to size 355 are being gradually replaced with a new type, more reliable and accessible.



## improved t-box on motors 250 and 280

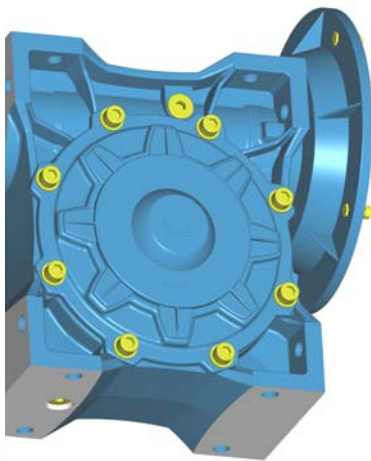
to satisfy the wish expressed by many motive customers who could verify the hermetics advantages of the aluminium



terminal box of the motors 160-180-200 and 225, also the t-box of the motors 250 and 280 changes line, material

(from cast-iron to aluminium), and sealing system (a rubber stripe secured inside a channel, like for the whole delphi series), with further aesthetics benefits.

## BOX 110



Since June 2006, BOX110 is finally on sale, completing the availability of the range shown in the catalogue. And it's better than how we announced. It is in fact supplied with oil.

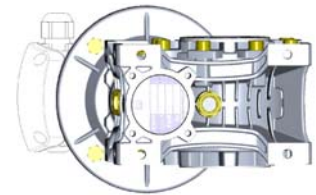
But this is not the only improvement of the BOX series

## More and more possibilities for BOX

### B6



### B7



From BOX50 up to BOX110, actual opened ball bearings on the output gear will be gradually replaced by 2RS self-lubricated bearings, thus permitting also the mounting positions B6 and B7 on the whole range (BOX 25, BOX 30 and BOX 40 do not need this type of sealing).

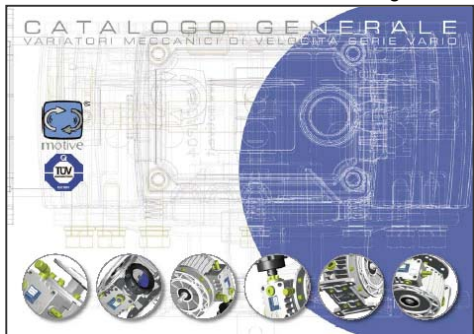
Consequently, thanks to the combination with further standard characteristics, like the presence of filler, breather and level plugs, the mounting of taper bearings on the input shaft, 2 nilos on the same, the whole range can be installed in the 100% of the possible positions.





## catalogues for the whole world

Further than the new VARIO catalogue,



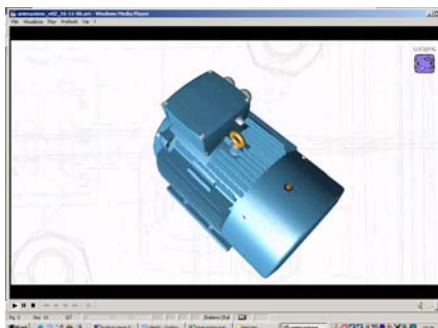
available in English, French, German, Spanish and Italian, we created new language versions of Delphi and BOX catalogues. The list of the versions that are now available is:

	Italian	English	French	Spanish	German
DELPHI	X	X	pdf	pdf	pdf
BOX	X	X	pdf	X	pdf
VARIO	X	X	pdf	pdf	pdf

Pdf= available only in pdf file  
X= available also in paper

They can be downloaded from [www.motive.it](http://www.motive.it) by using the login that we can send you

## 3D movie of 160-355



You probably know the 3D animation of Delphi (56-132) and of BOX.

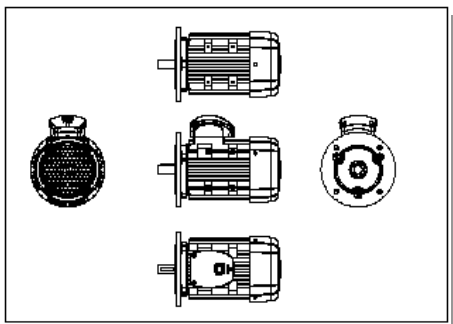
Now, due to the high number of peculiarities that distinguish also the cast-iron motors from size 160 up to 355, we made a new movie.

In few days, all our 3D animations will be loaded in our web-site.

## a polyglot web-site

In [www.motive.it](http://www.motive.it), we added the pages in German and Spanish, to the former ones in English, French and Italian. Before the end of 2006, they'll be finished.

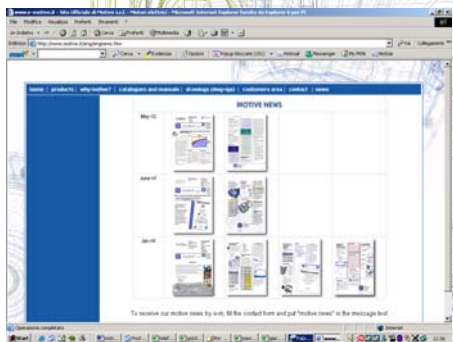
## Drawings on the web



In a new page of [www.motive.it](http://www.motive.it), we loaded all 3D (igs) e 2D (dwg o dxf) drawings of our motors, reducers and variators.

## motive news on the web

For the most curious ones, we wanted to load on our web-site also an archive of all motive news since Motive was borned.



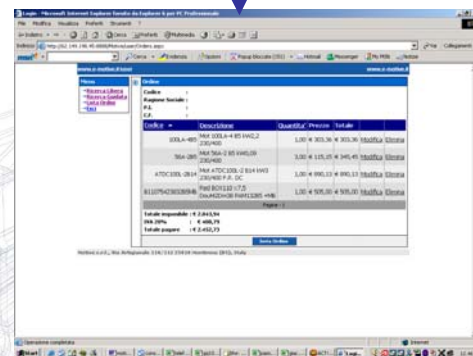
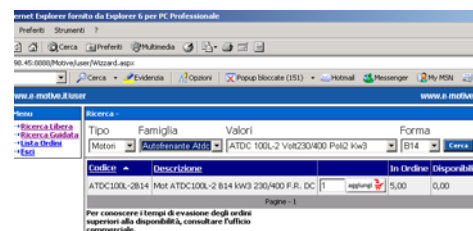
## motive buy.it

In a short time, we'll send to our main customers a password to enter in a reserved area of our web-site.

There, it will be possible to see in real time:

- whether the needed products are ready in stock for prompt delivery
- any price confirmation of the chosen products

Then, you can send your order with a click



## 2007 prices

In several communications distributed during 2006, we've shown how the raw materials cost increase has influenced our products, obliging us to make a partial price correction in June. Like in 2005, we held on as much as possible to not to disturb our customers with the typical problems of a price variation made in the middle of the year, limiting our changes at a level that was much lower than the mathematical one.

This policy has been partially economically compensated by our continuous growth (even this year of a further + 40%).

Meanwhile, as you can also see in our "motive news", we continued to improve our products, certain that quality will give us more results than a low price, in the medium and long term.

Now, thanks to an increase of Motive organization's efficiency, to new scale economies generated by our growth, and also to the recent small steps backwards of raw materials cost, we can take our decision for the new year and announce that **the prices for orders from 1st Jan 07 and, anyway, for deliveries after 1st Feb-07 will change as follows:**

product	variation
VARIO variators	+0%
BOX reducers	+0%
DELPHI ATDC brake motors	+0%
DELPHI motors from 56 to 80B	+0%
DELPHI motors from 80C to 132	+3%
DELPHI motors from 160 to 355	+0%

You surely noted with pleasure that the changement is almost nothing

There is instead a not homogeneous change of the prices of special executions and spare parts. Ask us the new price lists.

## We can finance you



Would you like to import a stock of Motive products and pay it after 1 or 2 years? Ask us how.

## 2006 exhibitions

During 2006, the main exhibitions to which we participated directly were: "Mechanical Power Transmission & Motion Control" in Milan, and



"Tecnargilla" in Rimini.

Also in these occasions, our presence has been felt like one of main newnesses.

## 2007 exhibitions

Encouraged by the success of this year's exhibitions, we've already programmed our participation at 2 happenings during 2007:

**2007  
Ener  
Motive**  
**A NEW INTEL**

Milan, 6-10 Feb 07  
Stand F29, Hall 24

  
**MOTION, DRIVE  
& AUTOMATION**  
**HANNOVER MESSE**

Hannover , 16-20 Apr 07  
Stand D22, Hall 26

## Christmas holiday



Motive will be closed from Saturday  
23rd December 2006 to Sunday 7th  
January 2007



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