

# Machine Builders Crave More Motion Control Solutions

OEM Customers Are Achieving Savings by Reducing Cycle Times and Changeover Delays

This won't come as much of a surprise to many machine builders. According to industry analyst ARC Advisory Group ([www.arcweb.com](http://www.arcweb.com)), factories that have applied motion control solutions are now experiencing greater flexibility, higher performance, and easier configuration of production lines.

The benefits derived from having this technology embedded by OEMs in their machines has enabled manufacturers to achieve lower cycle times, while significantly reducing production changeover time with automated setup and configuration of new production runs.

At one point, says ARC, a dominant market driver was the substitution of electrical solutions for mechanical and hydraulic solutions. This factor continues to drive growth in the market, however, technology is now letting more engineers, OEMs, and system integrators deploy motion control solutions in a wider breadth of application at a more rapid pace. Warehousing systems and production systems are using motion to improve conveyor systems, augmenting packers with robotics, and almost any type of manual setup can now be replaced with precision motion control solutions.

There's optimism in the drives business, as well. Although economic expansion stopped cold in 2000-2001, the North American market will experience a strong boost in demand for AC drives in coming years, says ARC. In fact, the market will continue to grow far beyond 2005 in spite of declining hardware revenues. Saving energy through the use of AC drives is creating a huge market potential across all power ranges.

It's clear that users are looking for higher productivity through automation by using AC drives. Only a small fraction of total induction motors used today are controlled by an AC drive, so this provides a tremendous opportunity in energy savings for users as well as growth for the suppliers.

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