

# Single Phase Ferrets - Upgrade Your Customers to New DC Drives

<http://www.carotron.com/articles/upgrade-dc-drives/>

by John N. McMurray, Sales Engineer

For hundreds of years, ferrets were used for hunting, or ferreting. With their long, lean build and inquisitive nature (like our distributors), ferrets are very well equipped for getting down holes and chasing rodents and rabbits out of their burrows. With fewer and fewer companies manufacturing single phase DC drives, now is a great time to do some ferreting of your own, looking for opportunities to upgrade your customers to new, state-of-the-art Carotron DC Drives. You can be confident of no obsolescence.

Carotron still services and fully supports the first products we built back in 1984. Carotron has some really good competition. Testimony to this fact is the great number of their 15-, 20-, even 25-year-old DC Drives still running. Unfortunately, service for these is becoming more and more expensive because...

- 1 – Replacement components are harder and harder to find, and many are re-built, not new.
- 2 – If you can find the parts, they are often very expensive and offer minimal, if any, warranty.
- 3 – There are fewer well-qualified, well-trained service engineers available to work in the field. And, once your system is running again, you have a 15-, 20-, or 25-year-old repaired drive just waiting to malfunction again.

Volatility of the markets and business consolidation of drives manufacturers have created confusion and uncertainty at all levels: The office you called yesterday may not be able to help you with the drive problem you have today. In contrast, Carotron, Inc., has been in business, with the same owners, since 1984, and, when you call with a question about one of our drives, chances are that you can talk with the person who designed it.

To meet the needs of this large retrofit market, Carotron has put in place a program to provide the products, application help, and installation assistance you need to respond quickly when your customer is down.



The Carotron Trooper, ADP, BlazerIV, and RCP single phase non-regenerative and regenerative DC Drives offer state-of-the-art technology and incorporate, as standard, the features most often needed to allow straightforward legacy drive replacement, usually without the need for additional interface cards and accessories.



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Take some time to identify your customers' DC motors and the drives, determine how critical these are to the day-to-day plant operation, and then suggest replacement with new Carotron products to ensure dependable, continued operation.

If your old drives are causing significant downtime resulting in reduced quality and production, call and speak to one of our trained service engineers – they're always glad to help with your application.

***Call Carotron today at: 1-888-286-8614***