



COMPANY CASE STUDY

American Built. Ronk Solid. A New Way to Drive Technical Growth

AT A GLANCE

Ronk's team guided the customer on various ways the company could gain a financial and economic advantage using the ROTO-CON® rotary converter. The exclusive product was proven to provide reliable 3-phase power from single-phase lines.

THE RONK DIFFERENCE

With decades of deep industry knowledge and relevant technology experience, we can help you develop a clear road map of the products needed and improve the bottom line.



Count on Ronk for your rural and suburban infrastructure. We understand that every dollar matters and that you expect robust equipment that will run for decades.

PROBLEM

A reputable customer sought Ronk's assistance to systematically select the right product for their operations. Our customer was unsure about which product was appropriate for their niche application. They were having continuous issues with system outages that they could no longer afford. The cost/ benefit ratio for other converters did not seem feasible. They were seeking high quality rotary phase converters for a wide range of applications.

SOLUTION

Ronk's experts conducted a comprehensive analysis to address the series of challenges the customer faced. The research revealed several shortfalls in their current units. Ronk's experts identified their system needs and priorities. Reliability and safety of electrical systems were critical across all segments.



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SOLUTION

Ronk's team concluded that the best products were the 80 KVA 2P ROTO-CON® units and 28 KVA type 2D-1 ROTO-CON. We sold (2) 80 KVA ROTO-CON® units and (1) 28 KVA type 2D-1 ROTO-CON®. These units were meant for various agriculture systems. We discussed the equipment, how the motors were to be operated, and the available service, all for sizing the converters. Our team also discussed the motor starters so the secondary capacitors could be tied in on some of the motor starters.

We ended up with (2) 400-amp panels, each feeding one 80 KVA 2P and then paralleling them into a junction box, as well as a 600-amp 3 phase panel which fed the main auger system. We also had the 28 KVA type 2D-1 feeding a VFD on the main drying fan. The 80 KVA units provide about 160 HP total, however the load was typically about 120 HP total on 80 KVAs and short-term occasional peak of 147.5 HP.

The whole diagnostic process was done in a timely manner to reduce incidents, response time, and overall downtime. We also kept in mind the customer outcomes, sustained improvements, and the total cost. Our team's agility opened up new realms of opportunity for our customers. Our products are designed to match our customer's operating goals and create long term sustainable value.



BENEFITS

- Can operate from either both 240-volt or 480-volt supply
- Easy to install
- Lasts for decades even in tough locations
- Flexible in operating a ranger of different loads for multiple applications
- Minimal maintenance required

The customer is now equipped with faster, more informed decisions and actions that boost the company's agility in the marketplace. Using Ronk's assistance, the customer was able to systematically analyze and identify root causes of their technical issues and use Ronk's expertise to get them up and running.