

Yaskawa/DRV Announce New Relationship

Yaskawa Signs First U.S. Medium Voltage Drive Distributor

Waukegan, Ill. The Drives & Motion Division of Yaskawa America, Inc. recently signed DRV, Inc. of Pittsburgh, PA, as its first medium voltage drive distributor in the United States.

DRV, a highly respected Yaskawa low voltage drive and motion control distributor over the past ten years, will now partner with Yaskawa to promote the company's new MV1000 medium voltage drive

"DRV brings a unique advantage to our customers and to us, as it promotes our new medium voltage product line", said Yaskawa National Channel Manager, Kevin Barker. "They are able to combine their extensive experience in the medium voltage market with their vast knowledge of Yaskawa low voltage products, which share the same control architecture. When you factor in the advantages of Yaskawa's unique Smart Harmonics™ medium voltage technology, customers win."

DRV president, Rick Steinkamp, also expressed how the relationship will benefit his customers. "This is a rare opportunity with a landmark product." Steinkamp said. "We're able to bring together Yaskawa product quality, customer support, and service along with our knowledge of the medium voltage market. As a result, our customers in both the industrial and municipal markets get something no other medium voltage competitor can offer, best of class technology, from a proven world leader in drive quality, domestic manufacturing, quick delivery, and competent personalized local service and support."

"DRV reflects the same work ethic as Yaskawa." Barker added. "They're not just the guys you call when you are designing a system. They're the guys you call at 2:00 am. Just like Yaskawa, DRV will do whatever it takes to keep its customers up and running with high quality product and responsive service."

Barker continued, "The MV1000 represents class leading technology with the lowest harmonic impact, most motor-friendly output, and longest service life of any medium voltage drive. The drive is particularly well suited for equipment upgrades and energy savings initiatives in all medium voltage motor applications. Partnering with DRV to bring this product to market is an unbeatable combination".



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About Yaskawa

The Drives & Motion Division of Yaskawa America, Inc. manufactures industrial automation equipment. Its products include industrial AC drives; commercial HVAC drives; spindle drives and motors; servo systems and machine controllers; and low-voltage industrial control switches. The company's products are used in a variety of industries that includes automotive, building automation, chemical, food/beverage, irrigation, machine tool, material handling, metal forming, oil/gas, packaging, pharmaceutical, power generation, solar, plastics and rubber, textile , and water/wastewater. Yaskawa America's Motoman Robotics Division makes industrial robots that can weld, assemble, cut and handle goods for manufacturers.

Yaskawa America, Inc. employs more than 1,000 people at its manufacturing facilities in Illinois, Ohio, and Wisconsin and in offices across the United States. For more information on the MV1000, please visit our website at www.yaskawa.com.

About DRV

DRV is an industrial automation distributor, systems integrator, engineering and field service provider founded in 1981. They serve the Ohio, Pennsylvania, West Virginia, and New York area from their two office locations in Pittsburgh, PA and Cleveland, OH. DRV specializes in the specification, design, implementation, and service of industrial automation equipment utilizing low and medium voltage variable frequency drives, motion controllers and mechanical power transmission equipment.

Utilizing their experienced team of engineers and sales professionals, DRV delivers high quality, cost effective, innovative, and reliable solutions to the industrial automation and municipal water and waste water treatment markets. Please visit their website at www.driv-inc.com.