



Yaskawa Electric America, Inc.  
2121 Norman Drive South, Waukegan, IL 60085

## NEWS RELEASE

---

Contact: Neil Koepke  
(262) 754-2220  
neil\_koepke@yaskawa.com

### FOR IMMEDIATE RELEASE

#### **Prominent OEM turns 8 – 12 % Failure rate to Zero Using Yaskawa Drives** *Unique Machine & Tool Co. to use Yaskawa drives exclusively*

Waukegan, Ill. – January 8, 2008 – Unique Machine & Tool Co. – a Phoenix-based OEM that manufactures machines that make kitchen cabinet doors, entry doors, drawers and related parts – had a serious problem: The AC drives that helped run the machines they sell were failing at an estimated rate of eight to 12 percent. Unique’s technical support department was spending untold hours dealing with drive failures. Although that was not Unique’s fault, it was of little concern to customers who blamed the machine manufacturer for its inefficiency.

“About three years ago Unique Machine and Tool Company realized they needed a reliable drive, which is what brought them to us,” said Jim Wilson, the sales engineer for Yaskawa Electric America.

It was a smart decision. Three years after switching some of their industrial machines to the Yaskawa V7 AC drive, the company is happy to report that they have had zero failures.

“This reliability track record combined with money saving features of the V1000 has resulted in a recent decision to convert the remaining machines still using non-Yaskawa drives to the new Yaskawa V1000,” said Jim Wilson, sales engineer for Yaskawa.

“Our reliability record speaks for itself,” said Wilson. “Manufacturers cannot afford costly delays because of drive failures. That’s why we designed our drives to have the best failure rate in the industry, which for us means zero failures.”

###