

THE MOTOR MODULE SET

BUILT TO A HIGHER STANDARD™
American Standard®
 HEATING & AIR CONDITIONING

Better Together

AMERICAN STANDARD INTRODUCES THE MOTOR MODULE SET

Whether it is 95 °F in August or -4 °F in January, you need solutions quickly to get the customer's unit up and running. American Standard's new Motor Module Sets conveniently package our motors and modules in a single unit.

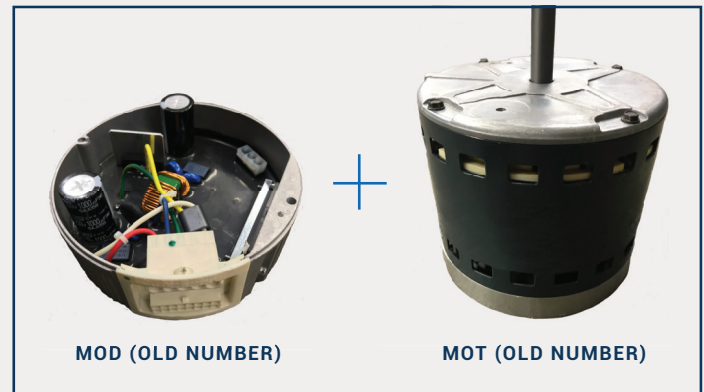
ADVANTAGES:

» SPEED

- ▶ No need to diagnose if the motor or module failed.
- ▶ No need to assemble the individual motor and module components in the field.
- ▶ Replace the entire pre-assembled motor module set, saving time and money.

» SIMPLICITY

- ▶ Fewer SKUs, providing simplified quoting, ordering and inventory management.



What's Changing?

- ▶ Adding motor and module sets as a purchase option
- ▶ Motors as a stand-alone item are being discontinued

What's Not?

- ▶ Both programmed and un-programmed options will continue to be available
- ▶ Modules sold as stand-alone items will continue to be available

➔ SEE PAGE 2 FOR FREQUENTLY ASKED QUESTIONS

Frequently Asked Questions

Why is American Standard making this change?

Analysis of sales history shows greater than 70% of the time technicians purchase motors and modules on the same transaction. Many of our customers want to use sets for simplicity and speed.

Labor shortages continue to be an issue in HVAC. Reducing the time needed to get a customer up and running allows customers to focus on revenue generating activity.

Will the motor and modules sold individually still be available?

Modules will continue to be offered as a stand-alone item. Motors as a stand-alone item are being discontinued.

Will both programmed and un-programmed options continue to be available from my local parts store?

Many locations offer on-site programming of modules and motor module sets. Check with your store for details.

How will warranty be impacted?

There will be no change to the warranty process.

When will the new parts be available in my local parts store?

The new motor module sets will be orderable starting in mid-December.

PRODUCT TIMING:

November 2018:

- ▶ Initial field notification

December 2018:

- ▶ Updated part number list published
- ▶ Updated pricing published (sets and modules)
- ▶ New motor module sets available to order

January 2019:

- ▶ System updated to reflect motor module sets in bill of material look-ups
- ▶ New pricing takes effect