

Industrial Working Session

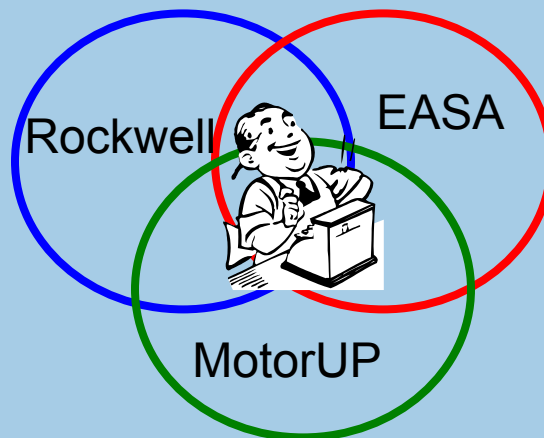
How to Support Motor Vendors and Distributors that Offer Value-Added Services

April 14, 2003, 1:30-3:00 PM
2003 National Symposium on
Market Transformation
Washington, DC



Together We Can Change National Markets

It Started with Walco Electric!



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Today's Session

Presentation

- Jon Linn, MotorUp
- Linda Raynes and Bill Nielsen, EASA
- Robert Berry, Rockwell Automation

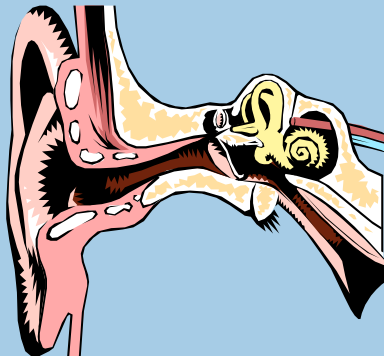
Discussion

- What are value-added services? What is motor management?
- What is the opportunity?
- What is happening in the market?
- How should we approach this opportunity?
- How can we work with other market stakeholders?

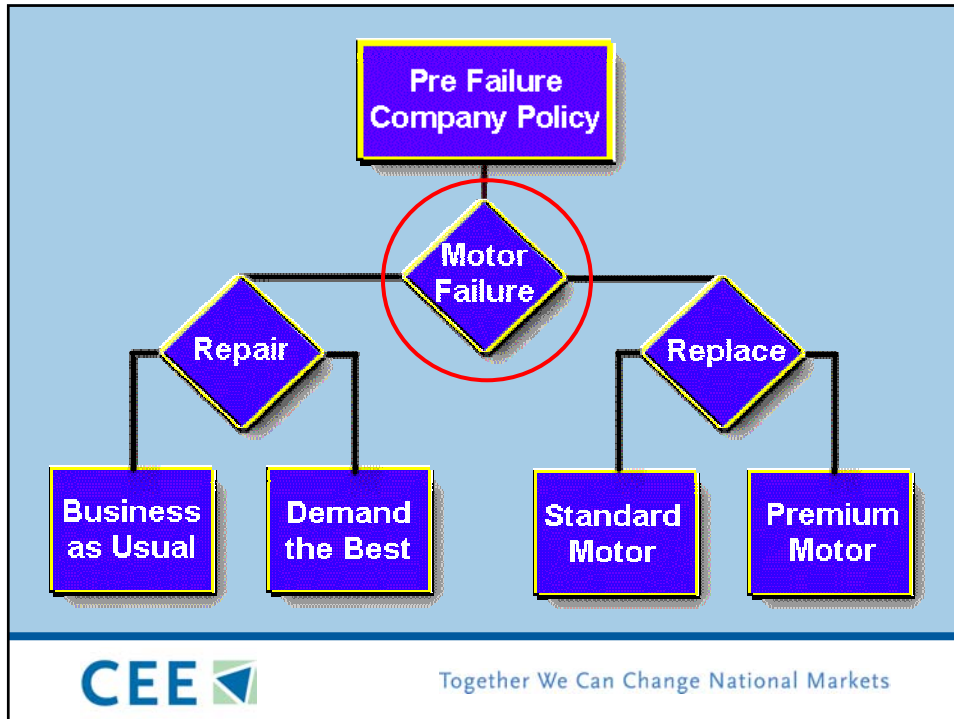


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What have we heard?



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What are value-added services?

Traditional Services

- Selling new motors
- Repairing motor

Value-Added Services

- Stocking critical motors
- Preventative Maintenance, Motor Testing
- Motor Management and Planning
- Life-cycle costing analysis
- Motor auditing/inventories

What are value-added services?

- **Establishing motor policies**
 - procurement specifications
 - repair specifications
- **Creating motor inventories**
- **Assessing existing motors**
 - premium-efficiency
 - repair/replace guidelines
 - appropriate sizing/loading
 - variable frequency drives



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What motivates this market?

Motor Manufacturers –

- Industry (NEMA)
- Individually (Rockwell Automation)

Motor Service Centers -

- Industry (EASA)
- Individually (Walco, Flanders)

State and Public EE Programs -

- Industry (MT Symposium, CEE)
- Individually (MotorUP)



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Where does the process breakdown?

Motor Manufacturers

Motor Service Centers

- Association (EASA)
- Individually

State and Public EE Programs

- CEE
- Individually (MotorUP)



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What opportunities do we have to work together?

Motor Manufacturers

Motor Service Centers

- Association (EASA)
- Individually

State and Public Programs

- CEE
- Individually (MotorUP)

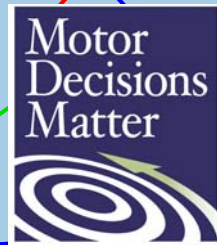


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Another common element

Rockwell

EASA



MotorUP



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