



CONVERSIONS & ACCESSORIES

INTRODUCTION & PRICING GUIDELINES

A VARIETY OF CONVERSION OPTIONS AVAILABLE TO MAXIMIZE STOCK FLEXIBILITY

When quick deliveries are required on customized motors, Emerson’s expansive inventory can be customized to provide special features. Our experienced Emerson Factory Technicians specialize in stock motor modifications to offer a speedy response to customer needs.

The following pages outline current modification options performed in Emerson’s Southaven, MS, Conversion Center.



Los Angeles, CA, motor conversion center is now open!

The items that are bold in the Quick Pick pages are available in both Southaven & Los Angeles.

Leadtime: Unless indicated otherwise, the normal leadtime is three working days or less depending on the availability of the motor to be converted.

Pricing: When ordering, specify the stock Catalog Numbers to be converted along with the name(s) of the conversion(s) required. When pricing, add the “List Adder” for the conversion required (see the following pages for “list adders”) to the “Base List Price” of the motor to be converted. Apply the standard motor “Discount Symbol” multiplier level to the total list price.

Note that some conversion options are “Net Adders,” see notations in the Quick Pick and Conversion Pricing sections of this catalog.

For Example:

C20P2B — List Price:	\$3238.00	C20P2B — List Price:	\$3238.00
Plastic Plug/Drain Added — List Adder:	\$242.00	(DS- 3CE) — Standard Multiplier:	x .50
Total List Price:	\$3480.00	Total List Price:	\$1619.00
(DS- 3CE) — Standard Multiplier:	x .50	UL Certificate — Net Adder:	+ \$4500.00
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Net Price of Motor & Conversion:	\$1740.00	Net Price of Motor & Certificate:	\$6119.00

Pricing for conversion options are subject to change without notification.

Returns: Converted motors may not be returned for credit.

Freight Terms: Freight will be per Emerson’s Standard Terms and Conditions, F.O.B. Point of Conversion Center.

Cancellation: Emerson’s conversion orders are processed as quickly as possible. A cancellation of a conversion order may result in additional charges to cover any work performed prior to cancellation.

Exceptions: Conversions listed may not be available on all Single Phase, Cooling Tower or Hazardous Location products. Contact your Emerson Territory Manager or Emerson Customer Service Representative when considering modification on these type motors.

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