



## **NEWS RELEASE**

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### **Emerson Motors Is First to Offer Motor Performance, Dimension Specs Online**

St. Louis, Mo., Jan. 29, 2001 – Emerson Motors, a division of Emerson (NYSE: EMR), today announced the release of an online program that allows customers to utilize the Internet to receive motor data packages. This first-of-its-kind technology produces broad product performance and dimension print information instantaneously, replacing a process that previously took 2-4 weeks utilizing traditional mailing process.

The data pack, or submittal information is available to MotorBoss e-commerce subscribers accessing via [www.usmotors.com](http://www.usmotors.com). An order number is all that is needed to gain entry into the program. Once criteria is submitted, customers simply review a list and checkmark the information they need.

“Our customers spoke, and we responded,” explains Steven Campbell, Senior Engineering Manager and the program’s Team Leader. “There is a strong demand for time-saving and productivity-enhancing technology, and getting submittal information instantaneously is a huge leap forward in that effort.”

The service, which was in development for more than a year, offers instant information in the form of automated motor spec documents, which represents nearly 90 percent of all submittal requests. That available data includes:

- Performance data
- Accessory wiring diagrams
- Renewal parts list
- Nameplate data
- External connections data
- Rotor inertia
- Reed frequency
- Instruction manual
- Spare parts list

Comprehensive data can include the motor design detail such as horsepower, poles, volts, hertz, service factor, efficiency, power factor and amperage information.

Submittals for stock products are available instantaneously. Submittals for modified orders are available as early as 48 hours after order entry. Notification of availability is made to an e-mail address of the customer's choosing. Selected submittal categories may still require staff assistance. Additional data available includes bearing life calculation, performance curve data, conduit box detail, equivalent circuit, shaft print and speed vs. torque curves.

"More than 60 percent of all Emerson Motors' product orders have submittal requests, so offering this data online will have a significant impact for our customers," Campbell says.

Cliff Porter, purchasing manager for Patterson Pump in Toccoa, GA, says Emerson Motors' new program is easy to use and it saves the company valuable time and effort. Paterson Pump manufactures fire pumps, custom pumps, NCS pumps, vertical turbine pumps and custom vertical split-case pumps.

"We have an international market and our customers are demanding faster and faster responses to requests," he said. "Before I release a job, I must have submittal data. What used to take 6-8 weeks using conventional methods, today using Emerson Motors' online submittal package, I can receive submittal data in one week or less. Sometimes the data is already available on the Web site. All I have to do is download the information with US Electrical Motor's cover letter and transfer it electronically to our engineer, prep team or customer."

"Emerson Motors' online submittal program is one of the greatest features that I have seen on all the Web sites that I visited," Porter said. "I am really impressed. The program is making me, the engineers and our customers happy."

Emerson Motors, a global leader in the design and manufacture of electrical motors and controls, provides a complete line of general and special purpose electric motors from 1/200 through 4,000 horsepower. Brands such as Emerson Motors, US Electrical Motors, Plaset, Ceset, Hurst, Doerr, Switch Reluctance Drives, and Status Technologies support a wide variety of applications including commercial and industrial, appliance, hermetic, automotive, pump, and HVAC. For more information about Emerson Motors visit [www.emersonmotors.com](http://www.emersonmotors.com) or [www.usmotors.com](http://www.usmotors.com) or contact the US Electrical Motors Literature Hotline at (800) 665-4850.

St. Louis-based Emerson ([www.gotoemerson.com](http://www.gotoemerson.com)) is a global leader in providing customers with innovative technologies and solutions in five business segments: industrial automation; process control; heating, ventilating and air conditioning; electronics and telecommunications; and appliance and tools. Sales in fiscal 2000 were \$15.5 billion.

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