



Custom Motors Quoting Made Easier

Price list for servo motors adders will be available this month.

Most customers find that Parker's standard motors suit their needs. But when an application calls for an oil-cooled motor that will run underwater, a color to meet special requirements, a mounting flange to match a competitor's motor or anything in between, Parker is here to accommodate customers.

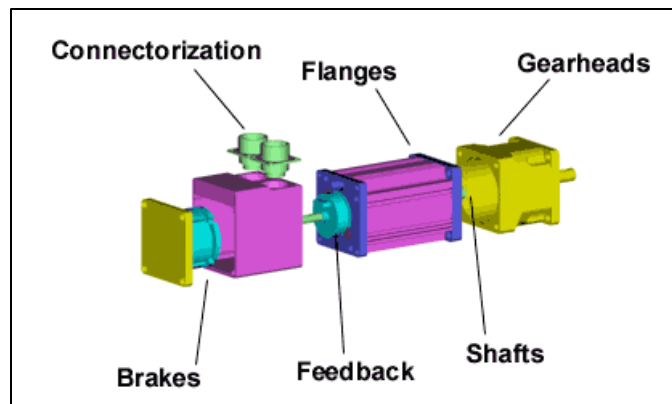


We also want to make selling such products easy, which is why Parker's Electromechanical Automation Division will assist the sales force in reducing the quote lead time to our customers by releasing a price list for custom servo motors in January. The budgetary options pricing document will provide approximate list price adders for our most common modifications to the BE, MPP and SM servo motor families.

This document will be for budgeting purposes, so a quote is still required, and we'll offer a worksheet for less-common changes.

Common customizations include:

- Shafts
- Brakes
- Flanges (bolt circle, pilot, NEMA dimensions)
- Motor coatings (white, PTFE, steel-it grey)
- Non-standard feedback devices
- Special connectors
- Special stator windings



This new tool will be available on the Extranet at the Sales Tools/Doing Business → EMN tab under the Price Lists header.

Look for a sales bulletin with additional details soon. For more information on Parker's custom motors, please visit parkermotion.com/motors.