

The GE ECM™ Blower Demonstrator Lease Program



GE ECM

By REGAL-BELOIT



Think Tank 2.5



Think Tank 3.0



X13

GE ECM by REGAL-BELOIT first introduced the blower demonstrator at the ARI Instructors Workshop in 2005. Since then the response to its ability to simplify training on the GE ECM indoor (variable speed) blower motor has been overwhelming. This program was conceived in cooperation with GE ECM and participants of the educational community to provide the ECM blower demonstrator at a reduced cost so that more educators and technicians could benefit from this valuable training tool.

The blower demonstrator will allow the trainer to provide hands on training of the GE ECM motors capabilities, features, ease of troubleshooting and repair. Hands on training is the most effective way to train. With this demonstrator you can nearly eliminate any of the unknowns associated with GE ECM motor operation and troubleshooting.

Scope of the Program:

Lease the ECM Blower Demonstrator to organizations that may not hold classes regularly but can share this resource with other sites within the organization or industry partners. Also provide the same program to institutions that do hold regular classes but have limited budgets for educational material.

Provisions:

1. A blower demonstrator with or without a shipping case, our three current generation GE ECM indoor blower motors, TECMate PRO troubleshooting tool, and all connecting cables.
2. The ECM Textbook, to be handed out, used to teach the ECM class, or included in the course material using the blower demonstrator. This material will be provided in two forms, with and without images depending on how the instructor chooses to use it. We will also provide a power point to match the material, with the images.
3. Blower demonstrator how to guides for set-up, operation, and suggested usages on each of the motors provided.
4. New products (motors, tools, educational material, curriculum updates) will be given out annually at the ARI Instructors Workshop for anyone with a blower demo. Any new or updated curriculum (with revision numbers) will be posted on the website www.thedealertools.com in the "Training Drawer" on the "Training Aids" tab.

Requirements:

1. One person identified as the administrator, responsible for keeping track of the device and our primary contact for its use and repairs if needed.
2. A minimum of one annual report that will be available to be completed online at www.thedealertools.com to provide statistics on its use, benefits and suggestions for improvement.
3. The administrator sends an e-mail to blowerdemo@thedealertools.com letting us know when, where and how many attendees they expect in each class the demonstrator will be used in. We will e-mail a coupon file to that location for the students to purchase their own TECMate PRO or other educational materials from our website at a discounted price.
4. A minimum of three uses per year. Each individual organization pays for the shipping/transportation of the blower demo from site to site (if used in this manner).
5. The GE ECM Service Guide (pocket sized troubleshooting guide for all our motors) must be purchased and handed out at all classes to all attendees. These will be provided at a 30% discount (approximately \$2.50 each with a minimum order of 30).
6. If repairs are needed the administrator will contact us at blowerdemo@thedealertools.com or 260-416-5585 so that we can determine what if any cost the parts will be and authorize repair.

Agreement Details:

3 year lease program

Single location lease - no pelican (shipping) case

- \$350.00 non-refundable down payment (1/3 cost of unit)
- \$350.00 non-refundable annual renewal to keep the unit for a second year, or purchase outright for \$700.00.
- \$350 final payment to purchase the unit outright.

Multiple locations lease – includes a pelican (shipping case)

- \$500.00 non-refundable down payment (1/3 cost of unit)
- \$500.00 non-refundable annual renewal to keep the unit for a second year, or purchase outright for \$1000.00.
- \$500 final payment to purchase the unit outright.

Orders and annual payments can be made online at www.thedealertools.com.

The unit can be returned at any time during the lease with no further payment required with the following provisions:

- Return shipping cost paid by administrator
- Unit is in working order or repair costs if any are covered by the administrator.

For information on participating in this program please contact Mike Kahlenbeck at michael.kahlenbeck@regalbeloit.com or by phone at 260-416-5585.