



# Air-Modulator V Retrofit HVAC Applications

PRICING AND ORDERING

Supersedes: Nothing

Form 50.40-PO36 (599)

## Pricing and Ordering Spreadsheet

The Air-Mod V product and associated accessories (line reactors, dV/dT long lead filters, etc.) are priced and ordered using an Excel® spreadsheet. The spreadsheet is located on the marketing disk, form number 100.40-SD1. The order form must be printed and faxed to the order entry department.

The current ordering procedure requires that all Air-Modulator V orders, whether for new equipment or service retrofit, be placed through the equipment sales engineer. The sales engineer receives commission credit for the sale at the FAP level regardless of the margin level the service office accepts on the final order to the end user.

All pricing for the Air-Mod product and accessories, which are contained in the pricing and ordering spreadsheet, are in master list price form. To determine the actual service transfer cost to the district, use the service transfer multiplier obtained from the current pricing letter published by the price administration department.

## !!! Drive Size Warning !!!

Air-Modulator drives are normally sized based on the motor Horsepower (HP), motor Voltage, and power Frequency as indicated in the drop down list boxes of the spreadsheet. This sizing criteria is applicable only when the drive is applied to York's current standard high efficiency air handler motors.

***Older, less efficient, specialty,  
and 50 hz motors may require  
larger drives!***

To confirm the correct drive sizing, ensure that the full load amperage (FLA) of the motor does not exceed the output amps displayed for the drive in the pricing and ordering spreadsheet.

## Lead Times

A variety of lead times are available to help you meet your project's schedule. The spreadsheet defaults to the pricing for the standard lead time. A price premium is charged for reduced lead times. The premium is based on unit configuration, options, and lead time. The availability of two day lead times may help you secure orders for replacement drives and emergency situations.

## Options

Many former Air-Modulator V options are now included as standard features. The remaining options are listed on the pricing spreadsheet. Consult the engineering guide for a description of the options and their applications. Drives can be custom built to include many other features, but you must consult with RAM to determine feasibility and pricing.

## TCA

Note that TCA credit for York service to perform start-up functions is automatically priced on the spreadsheet. Take the TCA into account when estimating the York service labor.

