

How many Azure customers do you have?

The Azure Digi-Motor offers many benefits that apply to a wide range of customers. You have an Azure customer if your customer:

- Shows interest in being 'green'
- Wants products with payback
- Has IAQ products that benefit from constant airflow
- Has temperature stratification issues
- Complains of blower noise at start-up
- Complains of high HVAC operating cost

If you don't like inventory, you will love Azure.

Why stock 14 other motors when all you need is two? Two Azure motors replace all standard PSC and OEM Genteq X-13 motors up to 1 HP.

MARS No.	Horsepower	Voltage	Rotation
10800	1/5 – 1/2	115V/230V	CW/CCW
10801	1/2 – 1	115V/230V	CW/CCW

08501 [Optional PWM Variable Speed Controller]

Full 2-year Warranty



Blue is the New Green

Estimated Average Annual Savings

Azure Digi-Motor Savings vs 1/3 HP PSC

Cents/kW-Hr	Heat/Cool Only	Heat/Cool with Constant Fan
22	\$66	\$329
20	\$60	\$299
18	\$54	\$270
16	\$48	\$240
14	\$42	\$210
12	\$36	\$180
10	\$30	\$151
8	\$24	\$121

Azure Digi-Motor Savings vs 1/2 HP PSC

Cents/kW-Hr	Heat/Cool Only	Heat/Cool with Constant Fan
22	\$83	\$416
20	\$76	\$378
18	\$68	\$340
16	\$61	\$303
14	\$53	\$264
12	\$46	\$228
10	\$38	\$190
8	\$30	\$152

Azure Digi-Motor Savings vs 3/4 HP PSC

Cents/kW-Hr	Heat/Cool Only	Heat/Cool with Constant Fan
22	\$116	\$582
20	\$106	\$530
18	\$95	\$476
16	\$85	\$424
14	\$74	\$371
12	\$63	\$317
10	\$53	\$265
8	\$42	\$212

Azure Digi-Motor Savings vs 1 HP PSC

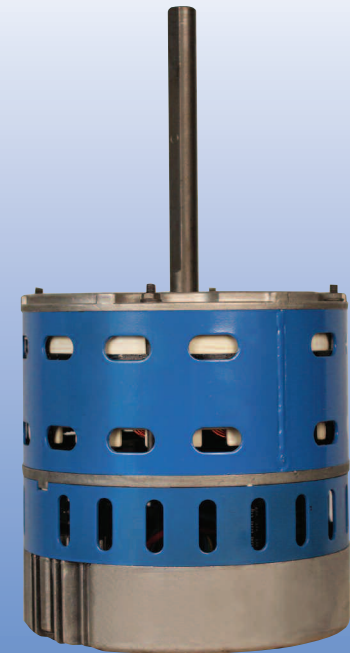
Cents/kW-Hr	Heat/Cool Only	Heat/Cool with Constant Fan
22	\$120	\$706
20	\$114	\$669
18	\$103	\$603
16	\$91	\$536
14	\$80	\$469
12	\$68	\$402
10	\$57	\$334
8	\$45	\$267

The savings cited is compared to energy costs for a standard induction motor and can vary by region and application. Individual actual savings may vary.



AZURE™ Digi-Motor®

Fill Your Truck With
PROFIT, Not Inventory



- **More Opportunity** – 2 Motors Replace Most PSC and OEM Genteq X-13 Motors
- **More Accurate** – Auto Sizes To Each Application
- **More Reliable** – Outboard Replaceable Surge Protection
- **More Efficient** – 85% Efficient Digi-Motor Technology



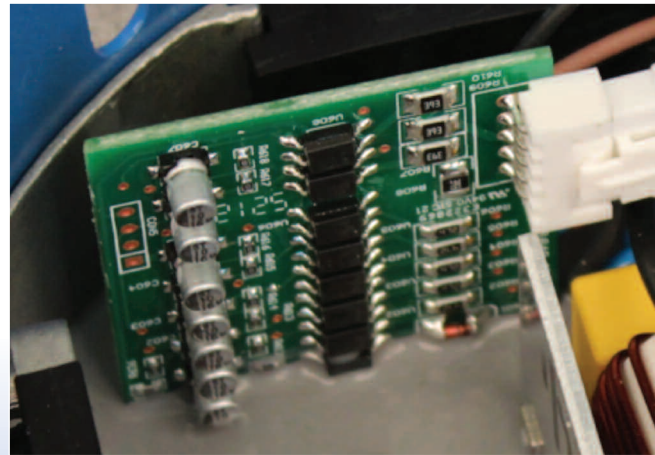
The Next-Generation of Variable Speed Technology

The Azure Digi-Motor from MARS is a high efficiency variable speed direct drive blower motor for a multitude of applications including heat pumps, air handlers, and fossil fuel equipment. Azure replaces both standard PSC and OEM Genteq X-13 motors. Two motors cover ratings from 1/5 HP to 1 HP at 115V or 230V and CW or CCW rotation.

Azure features an auto sizing learn mode. In start-up learn mode, Azure runs for approximately 90 seconds measuring the external static pressure of the system application. Azure then assigns torque values to each of its five speed taps essentially self-programming itself to the correct HP for the application.

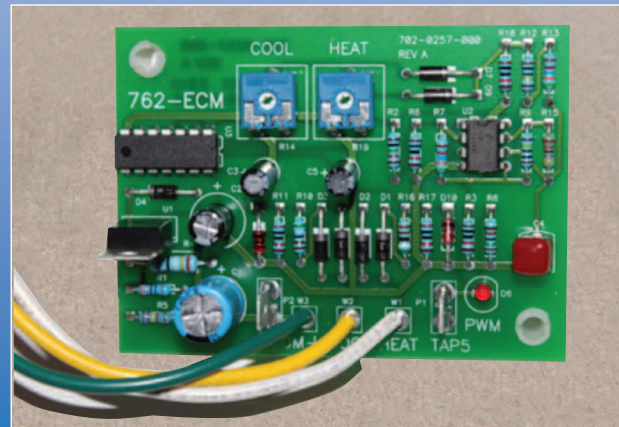
Obtaining correct airflow can often be a challenging process. Because Azure is a variable speed motor, you can dial in the exact CFM using Azure's optional PWM Variable Speed Controller. This controller provides two speed pots, one for heat and one for cool, that allow the motor to be set to run at any fixed RPM between 350 and 1400 (depending on the application).

Unlike other electronically commutated motors, an outboard surge protector is included within the Azure's wire harness. This is a replaceable device (MARS No. 08591).



Outboard Surge Protection Prevents Costly Repairs

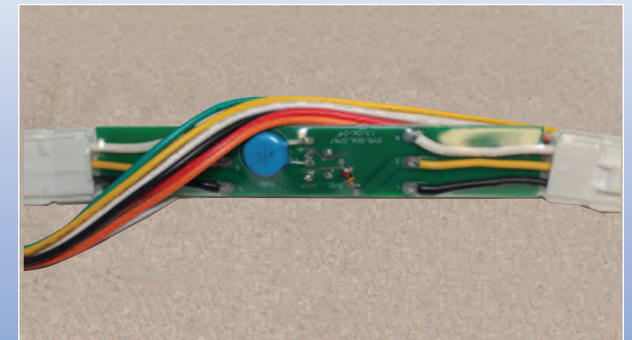
A common mode of failure for electronically commutated motors is surge suppressor burnout. This requires the expensive control module (end bell) to be replaced. Azure features an outboard surge protector located within the motor wire harness that can easily and affordably be replaced.



Software Learns Every Application

Exclusive onboard software auto sizes Azure to every application so you don't have to. This is especially important if anything has changed the originally intended external static pressure of the system. Why duplicate someone else's mistake? Allow Azure to handle the adjustments.

Because Azure is a constant torque motor design, it works to deliver constant airflow even as the air filter(s) become dirty. Constant torque = constant comfort.



PWM Variable Speed Controller Delivers Perfect CFM

The optional PWM variable speed controller (MARS No. 08501) replaces the use of the motor speed taps to set the heat and cool blower speeds. Two speed pots allow you to dial in the perfect CFM. The controller then remains with the system.