

Browse HVAC XREF for a motor using specifications

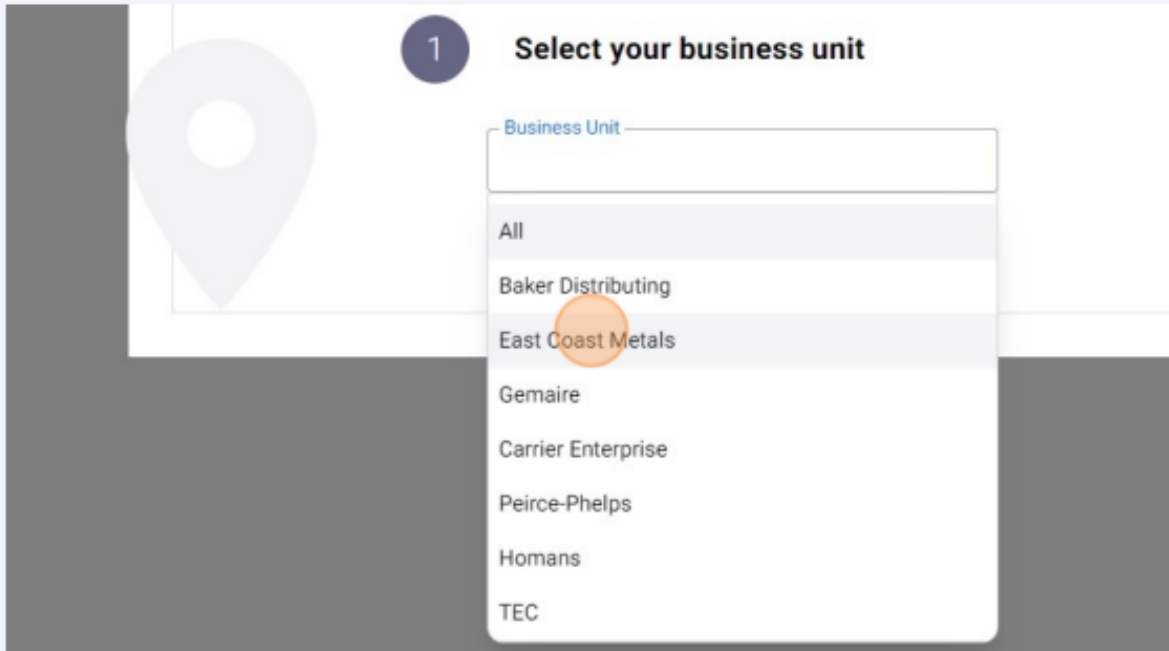
In this SOP, we'll walk through how to browse the HVAC XREF catalog to find a part using specification filters.

Navigate to <https://www.hvacxref.com/>
Don't forget, you need to be at a store or logged in to a Watsco VPN to have access to the software.

- 1 On your first visit, you will need to let us know your business unit and branch information. You will not need to enter this information each time you use the tool. Click in this box or start typing the name of your business unit to access the drop-down menu.

The screenshot displays the HVAC XREF tool interface. At the top, there are three steps: 1. Select Business Unit, 2. Select Branch, and 3. Start. The first step is highlighted. Below the steps, there is a large map icon on the left. In the center, there is a text input field labeled 'Business Unit' with a circular orange highlight over it. Below the input field is a blue 'Continue' button. A large number '1' in a dark circle is positioned to the left of the 'Select your business unit' text.

- 2** In this sample, we will select "East Coast Metals" - once you have made a selection, the screen will update automatically.

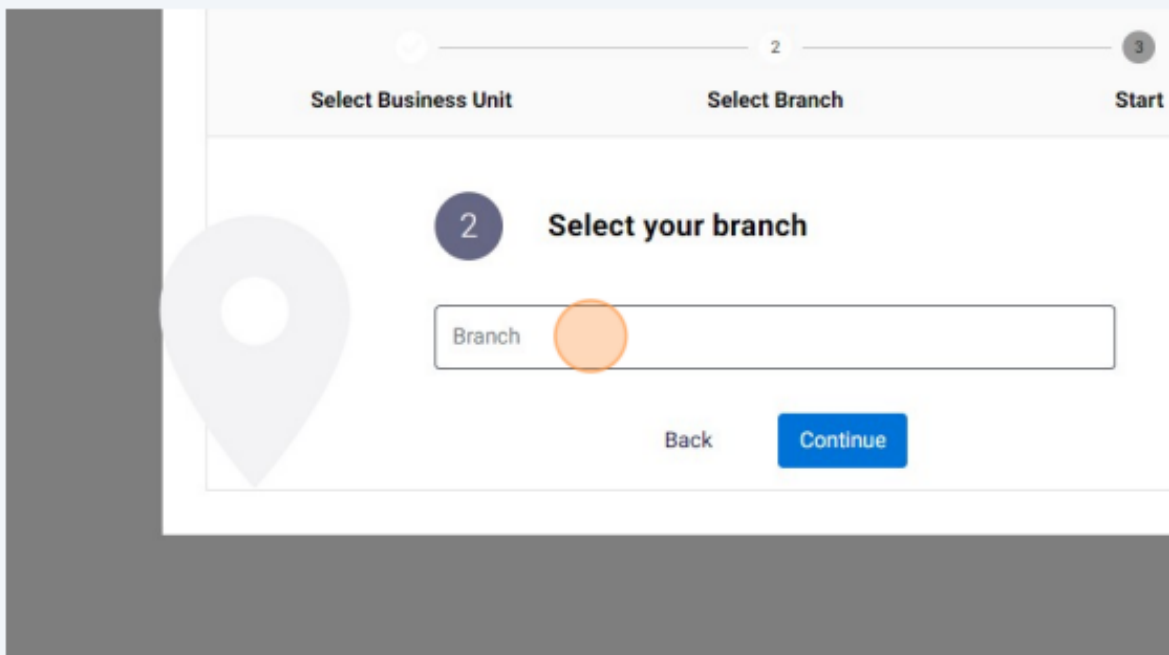


1 Select your business unit

Business Unit

- All
- Baker Distributing
- East Coast Metals
- Gemaire
- Carrier Enterprise
- Peirce-Phelps
- Homans
- TEC

- 3** Click in this box and start typing the name of your location or branch number to filter through the drop-down options.



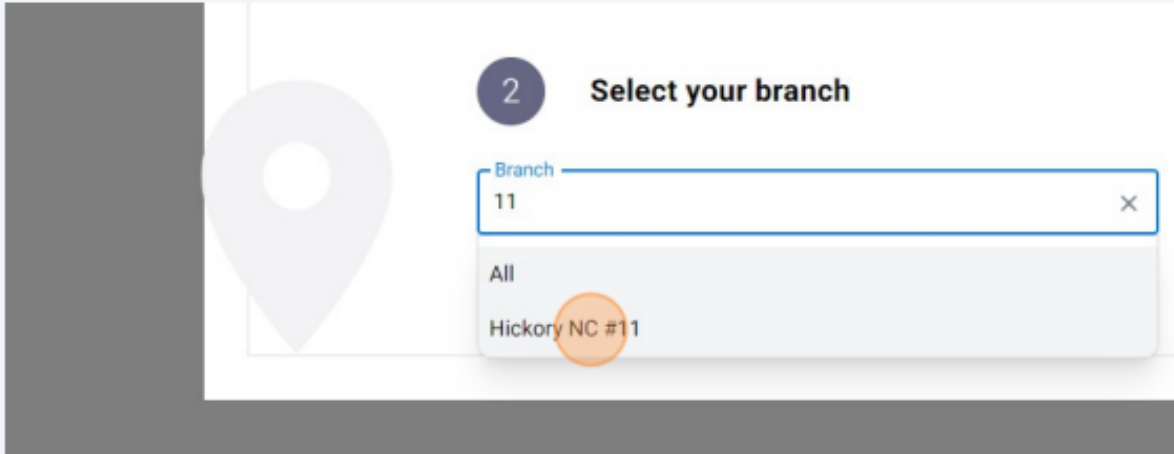
2 Select your branch

Branch

Back Continue

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In this example, we are in the Hickory NC branch, so we will type 11 and select Hickory from the drop-down options. Once you have made a selection, the screen will update automatically.

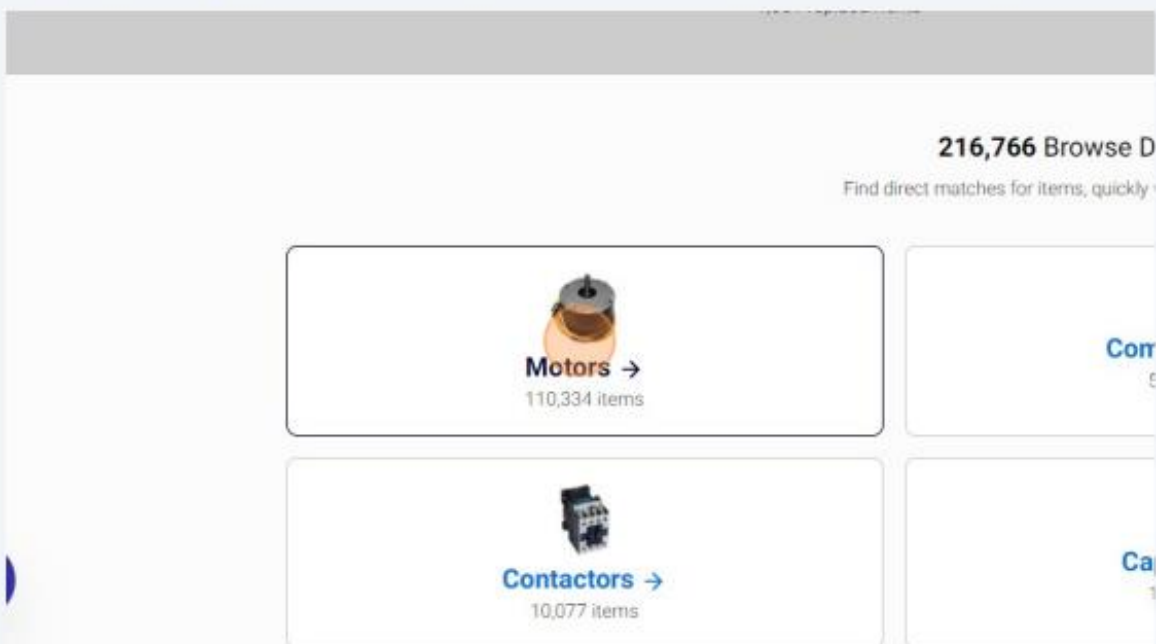


5

Your customer has come in today looking for a motor. It needs to be 1/4 HP, 1075 RPM, 208-230V, 1.4 amps with a Counter-clockwise rotation.

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Since you don't have a part number, you will want to use the BROWSE feature within the HVAC XREF tool. Scroll down on the homepage and click "Motors"



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To ensure you get the MOST results, you will want to make sure your In-Stock button is toggled off. You can turn it back on later if needed but this will give you a bigger pool of products to choose from.

The screenshot shows the Watsco HVAC XREF interface. At the top, there are filters for Business Unit (East Coast Metals) and Branch (Hickory NC #11). Below these are dropdown menus for RPM and Voltage, and a 'Clear All Filters' button. A status bar indicates '38 Products Found' and an 'In Stock' toggle switch, which is currently turned off. Below the status bar is a table with the following columns: E/HERTZ, CAPACITOR MFD MF, RPM, ROTATION, and AVAILABILITY. The table lists two products:

E/HERTZ	CAPACITOR MFD MF	RPM	ROTATION	AVAILABILITY
50 Hz	7.5	825	Counter-Clockwise	IN-STOCK
50 Hz	15	1075	Reversible	IN-STOCK

8

Now click the top HP filter and select 1/4 HP

The screenshot shows the Watsco HVAC XREF interface with the 'Motor HP' filter dropdown menu open. The dropdown menu lists the following options:

- 1/2 HP (605)
- 1/3 HP (475)
- 3/4 HP (467)
- 1 HP (302)
- 1/4 HP (296)
- 1/5 HP (128)
- 1/6 HP (113)
- 1/8 HP (100)
- 1/15 HP (68)
- 1/10 HP (67)

The '1/4 HP' option is highlighted with an orange circle. Below the dropdown menu, there is a table with the following columns: BRAND, VOLTAGE, E/HERTZ, and CAPACITOR MFD MF. The table lists two products:

BRAND	VOLTAGE	E/HERTZ	CAPACITOR MFD MF
TRADEPRO®	208-230 VAC	60 Hz	7.5
TRADEPRO®	208-230 VAC	60 Hz	15

9 Now click the top RPM filter and select 1075.

Business Unit
East Coast M

Motor HP
1/4 HP

RPM
1075 (782)

Voltage

3978 P

AMPS	PHASE	CYCLE/HERTZ	MF	RPM	ROTATION
1.4	Single	60 Hz		1075	Reversible
1.7	Single	60 Hz		1075	Counter-Clockwise

10 Now click the top Voltage filter and select 208-230 VAC.

Business Unit
East Coast Metals

Branch
Hickory


RPM
1075

Voltage
208-230 VAC (1383)

Clear All Filters

917 Products Found

CYCLE/HERTZ	CAPACITOR MFD MF	ION	AVAILABILITY
60 Hz	10	ible	IN-STOCK
60 Hz		ckwise	IN-STOCK

 Tip! As you're selecting each filter, your results are updating in real time.

11 Now click the side AMPs filter and select 1.7

Brand
BU Availability
Amps
☐ 2 (16)
☐ 1.8 (29)
☐ 1.5 (24)
☒ 1.7 (22)
☐ 1.4 (17)
☐ 1.6 (14)
☐ 2.2 (8)
☐ 1.3 (6)
☐ 1.9 (6)
☐ 2.1 (5)

Search Results

PRODUCT ID	BRAND	VOLTAGE	AMPS
TP-C25-1SP2	TRADEPRO®	208-230 VAC	1.4
3784	U.S. Motors	208-230 VAC	1.7
TP-E25-3SP2	TRADEPRO®	208-230 VAC	1.6

12 Now click the side Rotation filter and select Counter-clockwise

☐ 2.1 (5)
☐ 1.2 (2)
☐ 1.45 (7)
Brand
BU Availability
Phase
Rotation
☐ Reversible (11)
☒ Counter-Clockwise (8)
☐ Clockwise (3)
Motor Type
Cycle/Hertz
Capacitor MFD MF

2250	U.S. Motors	208-230 VAC	1.7
03728	Genteq®	208-230 VAC	1.7
5831	U.S. Motors	208-230 VAC	1.7
3732HS	Genteq®	208-230 VAC	1.7
3728HS	Genteq®	208-230 VAC	1.7

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From here, you can see you're left with quite a few products in total, but not many that are in stock. If you put the In-stock button back on, this will reduce your number of options shown.

Business Unit: East Coast Metals | Branch: Hickory NC #11

RPM: 1075 | Voltage: 208-230 VAC | [Clear All Filters](#)

8 Products Found | ☒ In Stock

ERTZ	RPM	ROTATION	MOTOR HP	AVAILABILITY
z	1075	Counter-Clockwise	1/4 HP	IN-STOCK
z	1075	Counter-Clockwise	1/4 HP	IN-STOCK AT OTHER BU

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The top option is in stock at your branch. Click the part number "3784" to view the product details page.

Filtering for: Motors

Additional Filters:

- Amps: ☒ 1.7 (2), ☐ 1.2 (1), ☐ 1.4 (1), ☐ 1.5 (1)
- Rotation: ☒ Counter-Clockwise (2), ☐ Reversible (2)
- Brand: ☐
- BU Availability: ☐
- Phase: ☐

Search Results

PRODUCT ID	BRAND	VOLTAGE	AMPS
3784	U.S. Motors	208-230 VAC	1.7
2250	U.S. Motors	208-230 VAC	1.7

This is what we call the Product Details Page. Here is where you can see all the specifications of the product and go over with your customer to ensure it will meet the need for the application they're working with. When they confirm it does, you can sell it to them today because it's in stock at your branch.

Lookup Product

[BACK TO PRODUCT RESULTS](#)

✓ 3784 Found



3784
U.S. Motors

✓
IN-STOCK
👁

👤 FEEDBACK

Product Information:

Voltage	208-230 VAC	Amps	1.7	Phase	Single
Cycle/Hertz	60 Hz	RPM	1075	Rotation	Counter-Clockwise
Motor HP	1/4 HP	Motor Type	PSC (Permanent Split Capacitor)	NEMA Frame	48Y
Number of Poles	6	Number of Speeds	3 (Three)	Service Factor	1

CONGRATULATIONS!

You successfully used the HVAC XREF tool to find a product that will work for your customer. The customer is happy that he didn't have to wait for a part to be shipped to him, and you saved him from potentially going to shop with one of our competitors. Additionally, his homeowner that ultimately needs this part can get their repair completed quicker.

Thank you for providing such an amazing customer experience!