

**Marketing News**

**Get Ready for Heating Season with Fasco Distributor Support Materials**

Heating season will be here before you know it, so now's the perfect time to request free copies of our *Draft Inducer Cross Reference Guide* and our *Draft Inducer Cut Sheets* – handy references that were created to make your sales and counter people's job a little easier.

*Fasco's Draft inducer Cross Reference Guide lists our entire line of direct replacement draft inducers, along with OEM part numbers and replacement model numbers.*



Our 12-page *Draft Inducer Cross Reference Guide* lists our entire line of direct replacement draft inducers, along with the OEM part numbers and model numbers they replace. (These Fasco models represent direct replacements for more than 20 of the most common original equipment manufacturers.) You may also request free copies of our *Draft Inducer Cut Sheets*, which include complete product specifications for some of America's most popular furnace manufacturers.

*Fasco's Draft Inducer Cut Sheets includes all our models for many of America's most popular furnace manufacturers.*



To get your free copies of these helpful references, just call our Customer Service Department at 1-800-325-8313.

**Why Fasco Is Still the Best Choice for Replacement Draft Inducers**

Summer will soon be coming to a close, so with cooler temperatures right around the corner (we hope!), now's the time to stock up on Fasco direct replacement draft inducers.

As you know, Fasco has long been a leading manufacturer of OEM draft inducers – and we're proud to say that we still lead the industry in direct replacements as well. In fact, Fasco has direct replacement models for every major brand, including Trane, York, Rheem, Nordyne, Lennox, Goodman, ICP and many more.



**A276 Draft Inducer**

**Don't cut corners on safety: always choose a direct replacement**



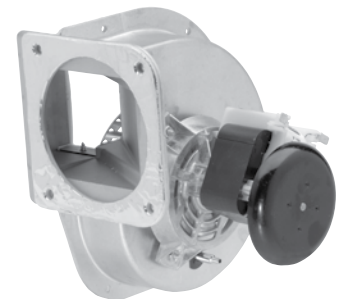
**A156 Draft Inducer**

Here's an important safety tip: always recommend a direct replacement draft inducer for every furnace every time. A direct replacement draft inducer assures proper operation of the safety pressure switch, and maintains the integrity of the condensate management system by providing a precise fit and the exact same condensate drain.

What's more, a direct replacement draft inducer provides the correct combustion air as required by the OEM for proper efficiency and exhausting flue by products, while maintaining the specified pressure signal to the safety pressure switch. Failure to use a direct replacement may result in improper combustion, or may stop the furnace from functioning.

**Now's the time to stock up for heating season**

As you stock up your shelves for the heating season ahead, be sure to order plenty of direct replacement draft inducers – from the company with the best selection in the industry. Contact your Fasco Sales Representative today, or call our Customer Service Department at 1-800-325-8313.



**A229 Draft Inducer**

## **Congratulations to the Latest Gift Card Recipients in the New Fasco Rewards Program**

Congratulations to the following Fasco Rewards Program participants who will receive \$100, \$75 or \$50 gift cards from our May Test drawing! Take the Fasco Rewards Test this month, and your name may be listed in the next issue!

- Kathy Bello
- David Blackwell
- Steve Bliss
- Scott Callahan
- Tawanna Cooper
- Gerald Dargel
- David Drew
- Carlos Gutierrez
- Art Hermsmeier
- Danny Leon
- Craig Lundstrom
- Mark Micke
- Brian O'Halloran
- Cooky Parker
- Janet Parton
- Mike Proffer
- Douglas Schleisman
- Tony Stephens
- Lenny Wrubleski

**PLEASE NOTE:**  
**All gift cards need to be used within 12 months.**

## **Answers to May 2011 Fasco Rewards Test**

1. B – False
2. A – 23
3. C – 3000
4. C – 460
5. D – D463
6. D – All of the above
7. B – False
8. A – D1144
9. B – Sealed
10. D – 12 eyelets & grommets for Fas Mount Brackets

## **Tech Tips**

### **Static Taps and Safe Furnace Operation**

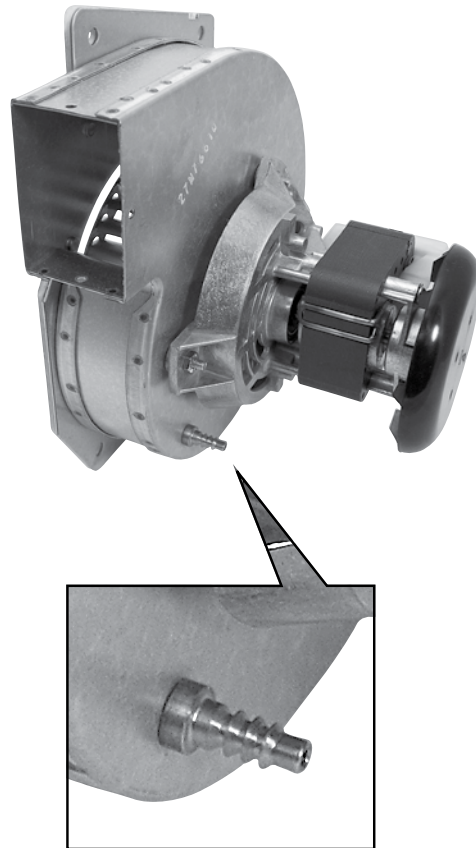
As you're beginning to think about the upcoming heating season, here's a Tech Tip that's certainly appropriate: how static taps (or pressure ports) effect safe furnace operation.

All induced draft blowers incorporate some type of signaling device to tell the furnace that the induced draft blower is operating correctly. One common type is a static tap, which in many cases is found on the blower housing.

Static taps provide a pressure signal via a rubber hose to a pressure switch on the furnace. The setting on the pressure switch is based on the pressure signal provided by the static tap. When the static tap develops the required pressure to the pressure switch, the pressure switch signals the gas valve to turn on in the furnace. When there is pressure loss from the static tap, the gas valve will shut off the gas supply to the furnace.

While a loss of pressure could mean that the blower is failing and needs to be replaced, there are also many other possible causes. These include things like a clogged pressure hose, leaks in the system, a clogged discharge vent, etc.


For a furnace to operate safely, it's critical that the static tap always provides the correct pressure. That's why it's extremely important to replace an induced draft blower with a direct replacement made for that particular furnace. If a direct replacement isn't used, an incorrect static tap may allow the furnace to operate in an unsafe mode.



### **Fasco Catalog #45 Now Available Online**



Now you can access our newest catalog anytime at [www.fasco.com](http://www.fasco.com). The new catalog — our biggest ever at 184 pages — includes our complete line of Fasco products, plus Genteq/GE Commercial Motors by Regal Beloit, PROLINE™ Capacitors, Morrill Motors products, Evergreen motors and more. So now you can find everything you need in just a few clicks!

 Printed on recycled paper.