

Marketing News

New Fasco Rewards Program to Start Soon

We're still hard at work here at Fasco redesigning a new Rewards Program to kick off the new decade starting this year. We hope to have it up and running and available for you as soon as possible – so please stay tuned to the next issue of your *Fasco Rewards Distributor Newsletter* for additional details.

Thank you for your patience as we work out the final details of our new program.

Holiday/Non-Shipping Schedule for 2010

As we start a new year, this January issue of your newsletter is the perfect time to share with you the dates in 2010 that Fasco will be closed for business and will not be able to ship. As always, please take these dates into consideration when placing your future orders.

2010 Holiday/Non-Shipping Dates:

April 2	Good Friday
May 31	Memorial Day
September 6	Labor Day
October 15	Inventory
November 25 & 26	Thanksgiving
December 24	Christmas

New Product Introduction

Fasco Introduces The New Energy Efficient Evergreen Motor



The World's First Universal ECM Aftermarket Motor for Residential Heating and Cooling

Fasco is proud to introduce the new Evergreen motor: the world's first universal aftermarket Electronically Commutated Motor (ECM) specifically designed to save energy in residential heating and cooling applications.

Like compact-fluorescent replacement bulbs now offer an energy-saving alternative to traditional incandescent lightbulbs, the new Evergreen motor is a new high-efficiency alternative for standard replacement motors. It uses proven ECM technology to save energy... *and money...* every time a residential HVAC system is in use.

On average, consumers can expect to save over 25% on annual motor operating costs – or about \$60 in annual heating and cooling operation based on 10¢/kWh. Even better, consumers can also expect to use up to 74% fewer watts with an Evergreen motor when they run their fans between heating and cooling cycles.

This new Evergreen motor has significant benefits for our distributors and your customers as well. The 1/2 HP and 1 HP models are multi-volt 115/230 and reversible, covering a wide range of applications. That's because Evergreen motors were designed to replace direct drive, PSC indoor blower motors in the following applications...

- **Air handler/fan coil/heat pump**
- **All fossil fuel heating systems (including two stage)**
- **Split and package systems**
- **5 ton or less of cooling, 150K Btu or less of heating**

What's more, the new Evergreen motors are integrated with HVAC system controls and operation, include four speed selections for heating and cooling, offer optimized constant fan speed, and come with a two-year warranty.

As you can see, the bottom-line benefits of the new Evergreen motor offers advantages to everyone. Distributors like you now have an opportunity to market

(continued)



The new energy efficient Evergreen ECM motor is multi-volt 115/230 and reversible.

New Product Introduction (cont.)

and sell a truly “green” product. Your customers can carry fewer replacement motors on their trucks, plus fewer capacitors that would need to be replaced as well. And consumers enjoy greater savings on their annual energy costs. That means Evergreen motors provide a win-win-win situation for everyone involved!

For more information on how you can become an Authorized Evergreen Dealer, contact your Fasco Sales Representative.

The two new Evergreen ECM motors replace the following PSC motors in residential HVAC systems

PSC	EV
1/5, 1/4, 1/3, 1/2	1/2 HP
1/2, 3/4, 1	1 HP

Tech Tips

Motor Ventilation Basics

Motors that are protected from the weather and are not built into a combustible structure benefit from having a fully or partially ventilated frame. Heat from the coils and bearings dissipates into the ambient air, allowing low temperatures and maximum motor life.

Where motors are exposed to the weather, or where they may be a fire hazard from molten or flaming materials,

the frames are typically totally enclosed or drip-proof to allow lower operating temperatures.

When selecting a replacement motor, the vent pattern must be matched as closely as possible for safety and maximum motor life.

The following is a brief review of the different motor ventilation types:

Totally Open Ventilation

Totally open motors have vent slots in the shell and end shields for maximum cooling of the motor coils and bearings. These motors are used in indoor applications such as furnaces that are protected from the weather. Where an open vented motor is needed in equipment that may be exposed to rain, snow, etc., partially open motors are available with closed end shields for shaft up or down to protect the coils and bearings from the moisture.



Open Drip-Proof Ventilation

Open drip-proof motors are used in equipment where open ventilation is needed for cooling, but where the motor may be exposed to moisture drip onto the coils. The uppermost half of the shell is closed to prevent moisture from dripping into the motor. These are only used in shaft horizontal units.



Totally Enclosed Non Vented (TENV)

This style has no vent openings in the shell or end brackets for maximum protection from weather and contaminants. TENV motors may be used in shaft up or shaft down applications or in units that are built into a building structure. Totally enclosed motors run much hotter than open vented motors and therefore should never be used to replace open vented motors.



Totally Enclosed Fan Cooled (TEFC)

TEFC motors have no vent openings in the shell or end brackets. Cooling is aided by an external fan system to move air over the motor shell and end shields. These motors are used in units where no cooling air is provided by the load. Examples are gear drives and pumps. TEFC motors must be replaced with similar TEFC motors.

