

## Heating Season (and Every Season), Fasco Products Fit the Bill – Fast!

Even though heating season's just really heating up, it will soon be time to start thinking about stocking your shelves for cooling season next year. So remember, Fasco's full line of HVACR direct replacements and accessories keep all your needs covered in heating season, cooling season – every season!

What's more, with Fasco, you can be sure you'll be able to get the products you need fast! That's because our central location and industry-leading inventory make deliveries easy. You'll find everything you need to keep your customers happy and on-the-go in the new *Fasco Stock Replacement Products Catalog #44*. Trust Fasco for the widest variety of direct replacements and accessories, including...

- **Direct Replacement and General Purpose Motors – Pages 19-50**
- **Direct Replacement, Centrifugal & Transflo® Blowers – Pages 51-66**
- **Direct Replacement Water Heater Draft Inducers – Page 67**
- **Contactors – Pages 96-99**
- **Fan Blades, Blower Wheels & Accessories – Pages 100-112**
- **Proline™ Capacitors – Pages 113-115**

For more information about any of our Fasco products, just contact your Fasco Sales Representative or call our Customer Service Department at 1-800-325-8313.

## Marketing News

# Getting Started with the New Fasco Rewards Program is Easy – You're Already Enrolled!

In last month's issue of the *Fasco Rewards Distributor Newsletter*, we told you about the great rewards you could receive with the new Fasco Rewards Program. But the best news is, if you were already enrolled in the old Fasco Rewards Program, you've automatically been enrolled in the new program – and can start qualifying to receive great monthly and year-end rewards right now! And to get you "up to speed," here's a reminder of how the new program works...

### Remember: Every Fasco Rewards Test you take gives you the chance to earn rewards!

All you have to do to be eligible for our monthly drawing... and become 1 of 21 Program Participants selected to receive Fasco Rewards gift cards in the amounts of \$100, \$75 or \$50... is to correctly answer 9 out of 10 test questions on the monthly *Fasco Rewards Test*.

As before, the monthly test's questions relate to that month's *Fasco Rewards Distributor Newsletter*, as well as to *Fasco Facts*, and the *Stock Replacement Catalog #44*. And as always, you may take a printed version of the test, or take the test online at [rewards.fasco.com](http://rewards.fasco.com). After you take and correctly answer at least 9 test questions, your name will automatically be entered into that month's Fasco Rewards drawing. Those whose names are drawn will then be posted on the new Fasco Rewards website.

### Plus, you could be 1 of 14 selected to receive an even bigger reward in our annual drawing!

At the end of 12 months, 2 participants in each of our Fasco Rewards 7 regions will also be selected at random to receive a \$450 gift card to their favorite store! So even if you weren't selected in the monthly drawings, you can still be selected in the annual drawing, because every successfully completed monthly test you take also serves as an entry into the annual drawing. Visit us at [rewards.fasco.com](http://rewards.fasco.com) today, and start qualifying for your Fasco Rewards!



You could be 1 of 21 Fasco Rewards participants selected to receive \$100, \$75 and \$50 gift cards every month! Just take your monthly Fasco Rewards Test and correctly answer 9 out of 10 questions to qualify for each month's Rewards drawing!

## Meet Your Distributor Support Team Member Barbara Henley



Since we've been introducing you to members of the Distributor Sales Department in the last two issues of the *Fasco Rewards Distributor Newsletter*, this month we'd like to continue that trend with another member of our department, Distributor Sales Coordinator Barbara Henley. Here's a little bit about Barbara, should you speak with her on the phone or share an email.

Barbara started at Fasco in August of 1975, working in our Engineering Services Department. In 1978, she transferred to Human Resources, where she worked as Personnel Representative, Personnel Assistant, Employee Relations Supervisor and Benefits Specialist. Barbara transferred to FDC as a Distributor Sales Coordinator in December 2009.

Barbara and her husband James have been married 38 years, and have two married daughters and 4 grandchildren – who keep them very busy! In her spare time, Barbara enjoys cooking, reading and spending time with her family and friends. Be sure and tell Barbara hello the next time you happen to speak with her when you're calling Fasco Distributor Sales!

## Product Info

### How to Read Genteq (GE) Model Numbers (Motor IDs)

Model numbers for some manufacturers may be a little confusing, if you don't know what the numbers and letters stand for. Here's a breakdown of the components that make up Genteq/GE motor model numbers...

