

Developing Win-Win Partnerships through Knowledge and New Products

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PRODUCT NEWS

Trust Fasco For All Your Capacitor Needs

When you're reviewing your upcoming stocking needs for the busy cooling season ahead, remember that Fasco offers one of the most extensive lines of high-quality capacitors in the industry.

PROLINE™ and Genteq® Capacitors available from Fasco are designed for a wide range of applications, from residential cooling and heating equipment to light commercial and industrial needs and more.



Genteq® Capacitors



PROLINE™ Capacitors

When your customers choose PROLINE or Genteq Capacitors, they're choosing *quality*. PROLINE Capacitors are RoHS compliant, offer 10,000-hour life reliability, meet IEC-252 Class B reliability standards, and feature a patented pressure sensitive interrupter (PSI). Genteq Capacitors are RoHS compliant and feature a patented pressure sensitive interrupter (PSI), plus offer 60,000-hour life reliability, 99.95% first year reliability and meet EIA-456 reliability standards.

With PROLINE and Genteq Capacitors, your customers can be assured of getting a product with higher performance and reliability built right in! For more information, call your Fasco Representative or our Customer Service Department at 1-800-325-8313.

PRODUCT NEWS

Spring Is Here – And Summer's On The Way! Trust Fasco For Your Product Needs This Cooling Season!

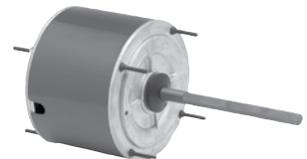
Spring has sprung, and for those of us in the HVAC industry, that means one thing – cooling season and the heat of summer is right around the corner! That's why springtime, as always, is the perfect time to start thinking about and planning for your motor and accessory inventory needs for the warmer months ahead.

Here are some great Fasco products it pays to keep on hand during cooling season

Fasco **Condenser Fan Motors** are always smart to keep on hand during the hot summer months. Our best-selling D7909, D7908 and D7907 ball bearing condenser fan motors, plus our D909, D908 and D907 sleeve bearing condenser fan motors, are some great choices to keep in stock. These 5.6" diameter models are totally enclosed, and are 208-230 volts, 1075 RPM, one-speed and reversible. See pages 39-40 in your *Fasco Catalog #45* for more details.



D7909, D7908, D7907



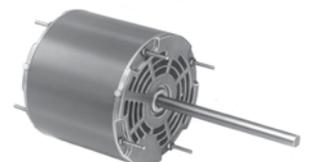
D909, D908, D907

Our **825 RPM, 5.6" Condenser Fan Motors** will also prove to be a great choice for your customers' residential to heavy-duty commercial application needs. These 825 RPM, 5.6" diameter motors are available in models from 1/8 to 1/2 HP, 208-230 and 115 VAC, as well as your choice of shaft up, shaft down and horizontal application, and open ventilation or totally enclosed designs. You'll find more information about these motors on page 39 of your Fasco catalog.



825 RPM Condenser Fan Motors

Then there are Fasco's **460-Volt Condenser Fan Motors** for more heavy-duty commercial applications. Our 460-Volt condenser fan motors are available in 1/4 to 1 HP models, in both ball or sleeve bearings, with open ventilation or totally enclosed designs. See pages 42-43 in your Fasco catalog for more information.



460-Volt Condenser Fan Motors

(continued on page 2)

MARKETING NEWS

Upcoming eLab Webinars and Training Sessions

If you haven't yet checked out the free training and educational programs on ECM motors and ECM-equipped systems offered through eLab, now's a great time to do so. That's because our upcoming sessions will feature a variety of ECM-related topics, which can offer invaluable experience direct from the manufacturer for anyone who works in the HVAC industry. Plus they're a really convenient way to learn, since you "attend" the sessions on your own computer.

You can register for any of the upcoming free eLab webinar sessions by visiting thedealertools.com/training and signing up today. Future eLab sessions will be offered throughout the mornings and afternoons on the following dates:

- April 9 & 23
- May 7 & 28
- June 11 & 25



Tradeshow Schedule

Our representatives are hitting the road again during the next couple of months, attending a number of industry events across the country. They'll be showcasing some of Fasco's best-selling direct replacement motors, blowers and accessories, so if you're attending any of the shows listed below, be sure to stop by the Fasco/Regal Beloit booths and say hello!

HARDI Southeastern Regional Meeting

Tampa, Florida
April 14-16

National Restaurant Show

Chicago, Illinois
May 18-21

PRODUCT NEWS (continued)

High-efficiency Evergreen Motors make for a truly "green" choice when it comes to keeping things cool!

Here's a great option for your customers who'd like to give homeowners a more environmentally-friendly option when the time comes to replace the motor in their air conditioning systems: **Genteq's Evergreen AH** Electronically Commutated Motor (ECM). The Evergreen AH is up to 80% efficient, and saves energy and money every time the air conditioning kicks on, thanks to its proven ECM technology. Plus it integrates with HVAC controls and operations, and features 4 speeds for cooling/heating. For more details, see page 171 of your Fasco catalog.

For your customers' commercial cooling needs, there's no better choice than **Genteq's Evergreen CM** – the world's first universal ECM motor for aftermarket light commercial heating and cooling applications. In fact, the Evergreen CM provides an instant way to upgrade the efficiency of most light commercial heating and cooling equipment. That's because, like Evergreen ECM motors for residential use, this motor is highly efficient, using up to 50% fewer watts than a standard indoor PSC (Permanent Split Capacitor) motor. More details are in the Fasco catalog on page 183.

Finally, don't forget to check your accessory inventory needs for the coming summer months. You'll want to keep a ready supply of Fasco accessories on hand like **contactors** (definite purpose and reversing, pages 96-98 in your Fasco catalog), **fan blades** (two, three, four and five blade models are in your catalog on pages 99-102) and **fan blade accessories** (catalog page 105).

So start getting ready for the coming summer months today! For more information about any of these great cooling season products available from Fasco, contact your Fasco Sales Representative or our Customer Service Department at 1-800-325-8313.



*Evergreen AH Motor
1/2 HP or 1 HP*



*Evergreen CM Motor
1/3, 1/2 & 3/4 HP*