

**PRODUCT NEWS**

# After this Winter, Who Isn't Ready to Start Thinking About Warmer Weather?! Get Ready for Cooling Season Now, With Help from Fasco!

Winter 2013-14 is officially over – and it's sure to be one for the record books in many parts of the US and Canada. And while spring has yet to warm things up everywhere, one thing is certain: the temperatures will get warmer, and hopefully soon!

That means summertime and cooling season will be here before we know it. And even if we can't totally predict what weather those months will bring (if most of the last two years' worth of long-range forecasts are any indication), like the Scouts, it's always better to "Be Prepared"! That's where Fasco comes in, of course, with proven,

popular products that you'll want to start stocking in the weeks ahead.

## **Genteq® Evergreen EM: The New Standard in ECM Replacement Motors**

When we introduced the Evergreen EM last year, we knew it would become a popular item, because it was designed to replace standard OEM X13 ECMs in residential and light commercial HVAC systems. The Evergreen EM is preprogrammed at the factory to provide the same comfort, same lower utility bills and same air quality as standard OEM X13 ECM motors – making it that much easier for



*The Evergreen EM is available in 1/3, 1/2, 3/4 and 1 HP 115V models.*

*(Click photo to learn more.)*

your customers to use on the job. No wonder it's become such a big success!

The Evergreen EM is available in 1/3, 1/2, 3/4 and 1 HP 115V models, and features Genteq's

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**PRODUCT NEWS**

# For the Ultimate in Convenience, It Pays to Remind Your Customers About the Life-Line™ Capacitor Kit.



*The Life-Line Capacitor Kit is available in two models: LCKG, with Genteq® Capacitors and LCKP, with PROLINE™ Capacitors.*

*(Click photo to learn more.)*

When it comes to helping your customers stay on top of their capacitor needs during the busy spring and summer months ahead, nothing's more convenient than selling them on the Life-Line Capacitor Kit.

This handy, all-in-one replacement kit was designed to keep single and dual run capacitors at your customers' fingertips whenever they need them. In fact, the Life-Line

Capacitor Kit not only meets many single capacitor ratings, it also covers 48 of the most common dual ratings in both 370VAC and 440VAC applications. In all, this amazing kit covers 85% of the ratings your customers need out on the job today! How's THAT for convenience?

In short, the Life-Line Capacitor Kit can save your customers time and money because it gives them

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## MARKETING NEWS

### Look for May's Schedule of Training Sessions Next Month

We're currently developing our schedule of upcoming training sessions, which we plan to begin in May – so be sure to look in next month's issue of your newsletter or online at [thedealertools.com](http://thedealertools.com) for more details.

These courses, led by Certified Master Trainer Christopher Mohalley, cover all aspects of ECM motors, and are a great way for technicians and your distributorship staff to build competence and confidence when they work with ECM motors. What's more, NATE-certified technicians will receive 1 hour credit per each class hour toward recertification in all of their current forced-air disciplines. So stay tuned for more information next month.

## Tradeshaw Schedule

Our representatives will be hitting the road again soon, attending a number of industry events across the country where they'll be showcasing some of our best-selling direct replacement motors, blowers and accessories.

So if you're attending either of the shows listed below, be sure to stop by the Regal Beloit booth and say hello!

### EASA (Electrical Apparatus Service Association) Convention

Boston, Massachusetts  
June 29-July 1

### Comfortech

Nashville, Tennessee  
September 9-11

## PRODUCT NEWS

### Cooling Season (continued)

Rotation Sensing Technology, which automatically senses motor direction. That makes installation easier, and also reduces the number of SKUs you'll need to stock. Plus, with five pre-programmed discrete speeds, it's capable of variable-speed operation using a retrofit ECM PWM controller.

### More Great Products You'll Want to Keep On Hand During Cooling Season.

Fasco has a wide range of replacement motors that are perfect for your summer stocking needs, including a full assortment of 5.0" diameter Fan Coil Air-Conditioning and Heating Unit Motors. Our open-ventilated, PSC models like the **D258**, **D277** and **D354** have proven to be especially popular choices. The **D258** is a 2-speed motor with 1/5-1/10 HP, 208-230 Volts, 1550 RPM and 2.8-1.3 Amps. The 3-speed **D277** features 1/10-1/12-1/20 HP, 277-Volts,



The D258, D277 and D354 5.0" Fan Coil Air-Conditioning Motor.

1050 RPM and .7-.5-.4 Amps. And the 3-speed **D354** is 1/6-1/10-1/20 HP, 115 Volts, 1050 RPM, 2.8-1.8-1 Amps. For complete details on these 5.0" Fan Coil Air-Conditioning Motors and more, see page 35 of your *Fasco Stock Replacement Products Catalog #45*.

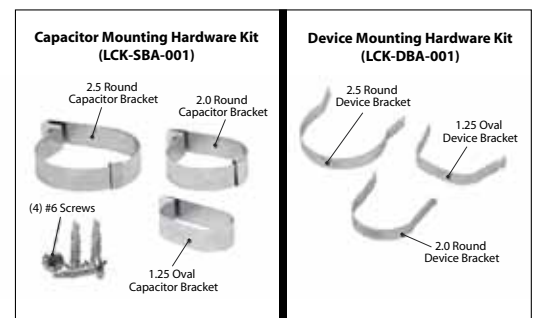
As always, we're here to help you determine the best Fasco and other Regal products that will meet your customers' demands throughout the summer months ahead. If you have any questions about these, or other great cooling season products, don't hesitate to contact your Fasco Sales Representative or our Customer Service Department at 1-800-325-8313.

## Life-Line™ Capacitor Kit (continued)

everything they need to select, wire and mount replacement capacitors – all in one organized, handy, heavy-duty kit.

### The Life-Line Capacitor Kit Includes...

- 6 PROLINE™ or Genteq® Motor Run Capacitors
- 2 Life-Line UL listed "Spider" Devices
- 1 Capacitor Mounting Hardware Kit
- 1 Device Mounting Hardware Kit
- 1 Heavy Duty Carrying Case



The Life-Line Capacitor Kit also comes with capacitor mounting hardware and self-tapping screws.