

PRODUCT NEWS

Cooling Season, Heating Season, Every Season – Why It’s Smart to Stock Fasco Accessories All Year Long

When some people in the HVAC industry think of Fasco, they may think of direct and general-purpose replacement motors. Or direct and general-purpose replacement blowers and draft inducers. Or even capacitors and contactors, or fan blades and blower wheels.

But what about all the other miscellaneous items your customers need day in and day out on the job? Fasco has a wide range of useful accessories that can help make their jobs easier when you stock them along with our industry-leading replacement motors and blowers. And you’ll find them all in your *Fasco Catalog #45*, on pages 105–111.

Motor mounting products are a great example. In your Fasco Catalog “Accessories” section you’ll find everything your customers need to mount their motors: Fas Mount Bracket Kits, Band Mounting Kits, Resilient Motor Bases, Mounting Adapter Kits and Parts, Rubber Mounting Rings and more.

Other motor-related accessories you’ll find in this section include End Shield Kits, Staked Tie Rods, Gaskets, Bushings, Water Slingers and Rain Shields – even synthetic lubricating oil.

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*Fas Mount Bracket:
Kit FM50*



*Band Mounting Kits:
KIT315 & KIT317*



*Rubber Mounting
Rings: KIT186*

**MARKETING NEWS**

Fasco at the 2013 EASA Convention

This year, Fasco/Regal-Beloit was one of 200 exhibitors at the 2013 EASA Convention, held June 30 – July 2 in Las Vegas. We’re happy to report that this year’s event was one of the most successful in recent years, with more people attending and companies exhibiting than in 2012, which also boasted significantly higher attendance figures than in prior years. In fact, according to EASA, active member attendance was up about 18% for this 2013 event, which we think is great news for our industry!

To everyone who stopped by booth #715 to say hello, talk with Fasco representatives and see the great Fasco products that were on hand, we’d like to say thanks! If you weren’t able to make it to the show or come by the booth, you can always learn more about our latest Fasco products by visiting us online at www.fasco.com, or by calling your Fasco Representative or our Customer Service Department at 1-800-325-8313. We hope to see you next year at the 2014 EASA Convention in Boston, June 29 – July 1.



MARKETING NEWS

Upcoming eLab Webinars and Training Sessions

With eLab, you can take part in free training and educational programs on ECM motors and ECM-equipped systems. 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, eLab sessions are a really convenient way to learn, since you “attend” the sessions on your own computer.

You can register for any of the 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:

- August 6 & 20
- September 10 & 24
- October 8 & 22



Tradeshows Schedule

Our representatives are hitting the road again, 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 booth and say hello!

HARDI Northeast/Mid-Atlantic Regional Meeting

Atlantic City, New Jersey
September 8 – 10

HVAC Comfortech

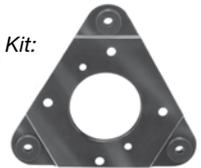
Philadelphia, Pennsylvania
September 18-20

Cooling Season, Heating Season, Every Season (cont.)

Then there are Blower Accessories, like Inlet Screens and Flanges. In addition, you'll also find other helpful products here like Conduit Boxes and Conduit Kits, as well as Capacitor Mounting Kits, Nut Kits, Fan Blade Accessories, Cooling Fan Kits, plus much, much more.

For more details on any of these handy Fasco accessories, just see pages 105-111 in your *Fasco Catalog #45*. Or contact your Fasco Sales Representative, or call our Customer Service Department at 1-800-325-8313.

End Shield Kit:
KIT225



Conduit Box:
KIT144



Capacitor Mounting
Kit: KIT6001



MARKETING NEWS

Get an eLab Training DVD FREE for a Limited Time!

For the last several months, we've been telling you about the free training opportunities and educational programs available online through eLab. Now you can learn even more about ECM motors and service procedures anytime with the training DVD, "From E to Z." And best of all, for a limited time, it's yours absolutely FREE!

In the DVD, Genteq Master Trainer Christopher Mohalley examines different types of ECM motors, discusses technical tips and guidelines, and also demonstrates proper field service procedures. Video segments include a hands-on overview of the ECM Service Guide, details about standard ECM X13 Motors, plus information on Evergreen Motors, variable speed motors and more.

Other training DVDs available through eLab are available for purchase for \$9.95, but for a limited time (and while quantities last), "From E to Z" is yours at no charge. Just visit www.thedealertools.com for more details.

