

**AHR Expo 2012 –  
One for the record books!**



It's official: The 2012 International Air Conditioning, Heating, Refrigerating Exposition held January 23-25 in Chicago, Illinois, was the largest AHR Expo ever held! That's because it broke records in every single category:

- **Record Visitor Attendance!**  
Nearly 40,000 contractors, engineers, distributors, facility managers, manufacturers, reps and other HVACR Professionals.
- **Record Total Attendance!**  
Over 58,000 visitors and exhibitor personnel – including your team from Fasco Motors.
- **Record Exhibit Space!**  
428,000+ net square feet of booth space on the exhibit floor.

For those of you who visited us at our booth, thanks for coming by to say hello. But if you missed this year's show, we hope to see you next year at the 2013 AHR Expo, January 28-30 in Dallas, Texas. And remember, you can always learn all about Fasco's latest products just by contacting your Fasco Representative for more details.

**New Product News**

**Introducing the W11 Bradford White Direct Replacement Water Heater Draft Inducer**

Fasco is proud to introduce a new addition to our line of OEM direct replacement water heater draft inducers: the W11.

Like the other direct replacement models Fasco offers in this line, the W11 is a 3.3" diameter draft inducer which in this case, is specifically designed to replace OEM draft inducers in Bradford White water heaters. And like every draft inducer we make, it's also thermally protected, UL recognized and CSA certified.



For technical specifications on the new W11 direct replacement water heater draft inducer, see below. For answers to any additional questions you may have, contact your Fasco Sales Representative or our Customer Service Department at 1-800-325-8313.

**Model W11 Specifications**

Manufacturer Part #	7021-12654	Amps	3.1
Fasco OEM Part #	265-45584-00	Rotation	CW
Diameter	3.3"	Speeds	1
HP	1/12	Hz	50/60
Volts	120	Bearings	Ball
RPM	3000	Type	SP

*Available in Stock*

**Don't forget about our other Bradford White Water Heater Draft Inducers**

With the introduction of our new W11 Direct Replacement Water Heater Draft Inducer, this is the perfect time to remind you about our additional Bradford White direct replacements: the W3, W5 and W6. For complete specifications, see page 67 of the Fasco Catalog #45. Or for more details, call your Fasco Representative or our Customer Service Department at 1-800-325-8313.



W3



W5



W6

## Congratulations to the Latest Gift Card Recipients in the New Fasco Rewards Program

Congratulations to the following Fasco Rewards Program participants who will receive \$100, \$75 or \$50 gift cards from our November test drawing! Take the Fasco Rewards Test this month, and your name may be listed in the next issue!

- Craig Bagdon
- Steve Bliss
- Gerald Dargel
- Jim Dunn
- Rhonda Evans
- Greg Hairell
- Greg Johnson
- Vicki Johnson
- Ryan Lewis
- Kristy Lorang
- Catherine Lowe
- Leeann Matroni
- Brian O'Halloran
- Doug Reed
- Nick Rico
- Jeff Robinson
- Tom Schmidt
- Andy Schroeder
- Jim Schroeder
- Betty Willis
- Lenny Wrubleski

### PLEASE NOTE:

**All gift cards need to be used within 12 months.**

## Answers to November 2011 Fasco Rewards Test

1. B – 10% - 30%
2. B – False
3. A – D382
4. B – Temperature
5. D – All of the above
6. C – 2000 CFM
7. D – D1178
8. C – 14,000
9. D – Retrofit in existing units
10. A – True

## New Product News *(continued)*

### Fasco Introduces New D768 General Replacement Blower Motor

Fasco is pleased to introduce the new D768 general replacement direct drive blower motor. This 5.6" diameter, open air over motor features a Permanent Split Capacitor (PSC) design requiring a 30uF/370v capacitor (not included), as well as shielded ball bearings and reversible rotation. It's also thermally protected, UL recognized and CSA certified.



**D768**

For technical specifications on the new D768 direct drive blower motor, see below. For answers to any additional questions you may have, contact your Fasco Sales Representative or our Customer Service Department at 1-800-325-8313.

#### Model D768 Specifications

HP	1	Speeds	3
Volts	227	Hz	60
RPM	1075	Bearings	Ball
Amps	4.4	Type	PSC
Rotation	Rev	Shaft Size	1/2" x 6"

*Available in Stock*

## Motor Replacement Tips

When you have a customer who doesn't know what replacement motor is needed, and doesn't bring in the motor being replaced, you can use the list of questions below to gather the information needed to select the right replacement for the job.

Remember: it's always best to have the defective motor available for first-hand visual inspection and measurement. You can't identify an unknown motor without proper information. And you should also always check to see if it's an original motor, or a previous replacement motor, that you're replacing.

1. What is the application?
2. How is it mounted?
3. What type of motor is it?
4. What ventilation does it have?
5. How many speeds does it have?
6. What is the direction or rotation?
7. What is the horsepower, RPM and voltage?
8. What is the shaft length and diameter?
9. Does the motor have any special features?
10. What is the motor diameter?
11. What type of bearings does it have?
12. What is the OEM part number on the motor?

If your customer can get you these answers, you should be able to find the right Fasco replacement motor.

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