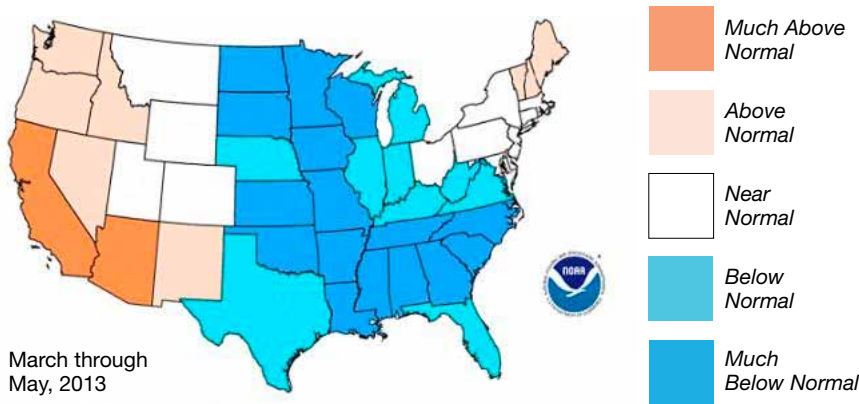


If Spring Put the Chill On Your Business, Get Ready: Summer – and Your Sales – Could Be Heating Up Soon!

Spring 2013 – Coolest Average Temps Since 1996

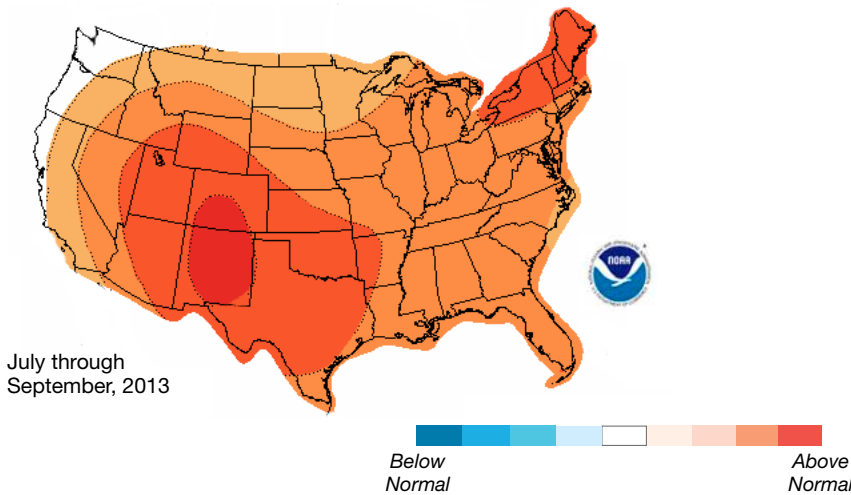


Mother Nature seems intent on setting records lately. After the warmest spring ever last year in 2012 – followed by the third hottest summer in US history – Spring 2013 will go down in the record books as the coolest since 1996! But while many may have enjoyed the cooler temperatures across much of the country, those of us in the HVAC industry may not have enjoyed the slow down in business that often happens as a result.

If slow springtime sales got you down this year, take heart: it looks like Summer 2013 will soon be heating up all across America! And that can mean increased sales for you, especially when you keep a wide range of popular, reliable, high-quality Fasco cooling season products stocked throughout the summer.

For the last several months, we've been suggesting some great Fasco products for you to keep on-hand in your *Fasco Rewards Distributor Newsletter*, but here's a brief reminder below. For more information on these products, check the April and June issues of the newsletter. Or contact your Fasco Sales Representative or our Customer Service Department at 1-800-325-8313.

Summer 2013 – Above Average Temps Forecasted



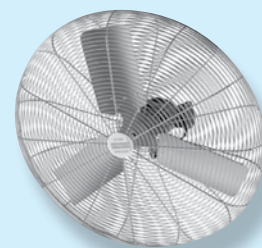
Fasco Summertime Stock Ups



Evergreen AH ECM Motors
1/2 HP and 1 HP



Evergreen CM ECM Motors
1/3, 1/2 HP and 3/4 HP



Fasco ECM Air Circulator Fan Heads
24" and 30" sizes

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:

- July 9 & 23
- August 6 & 20
- September 10 & 24



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!

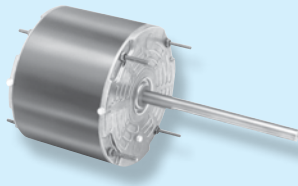
HARDI Northeast/Mid-Atlantic Regional Meeting

Atlantic City, New Jersey
September 8 – 10

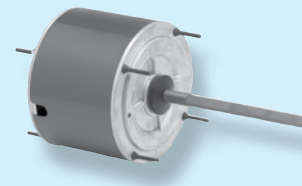
HVAC Comfortech

Philadelphia, Pennsylvania
September 18-20

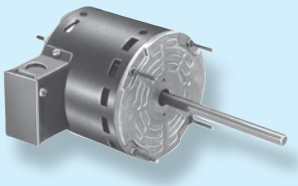
Fasco Summertime Stock Ups (cont.)



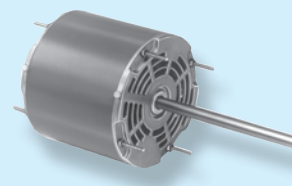
Ball Bearing Condenser Fan Motors
D7909, D7908, D7907



Sleeve Bearing Condenser Fan Motors
D909, D908, D907



825 RPM Condenser Fan Motors
5.6" Diameter, 1/8 to 1/2 HP



460-Volt Condenser Fan Motors
1/4 to 1 HP

PRODUCT NEWS

Get Better Performance in Higher Temperatures with Heat Shield™ Motors

Here's another great way Fasco can help your customers face the heat of summer feeling good about the replacement motors they choose – Heat Shield Motors from GE Commercial Motors by Regal Beloit.

Designed for high heat applications in ambient temperatures up to 70°C, Heat Shield Motors come in 1/8 to 3/4 HP, 1625, 1075 and 825 RPM, single-and two-speed models. They also offer other great advantages including...

- Cooler, more efficient operation than competitive motors
- Improved reversing plug
- Increased lead length of 48"
- Improved shaft water thrower
- Rheem mounting holes with mounting hardware included
- Quick Connects on capacitor leads
- And more



You'll find more information about Heat Shield Motors on pages 142-144 of *Fasco Catalog #45*. And remember, five new 1625 RPM Heat Shield models – the 3C004, 3C005, 3C006, 3C007 and 3C008 – were introduced after that catalog was published. You'll find more information about them in the August 2012 issue of the newsletter, or by calling your Fasco Sales Representative or our Customer Service Department at 1-800-325-8313.