

Marketing News

Mark Your Calendars Now for the 2012 AHR Expo, January 23 – 25 in Chicago!

Going to the International Air Conditioning, Heating, Refrigerating Exposition in Chicago in January? Then be sure to say hello to your Fasco team in the Regal Beloit booth #6200 at McCormick Place convention center while you're there!



If you haven't decided about going yet, here's what the event organizers are telling us you can expect – that the 2012 show is shaping up to be the largest AHR Expo ever! There will be more than 2,000 exhibiting companies, including Fasco Motors, from over 30 countries around the globe. They're also expecting over 50,000 attendees – contractors, engineers, facility managers, OEMs and other HVAC&R industry professionals – from all 50 states and over 120 countries!

The annual AHR Expo is the one event where leading manufacturers and suppliers showcase their latest products: from the most energy efficient systems and more sustainable building technology to state-of-the-art automation and controls, software, innovative tools, services and much more. And we're proud to once again be showcasing our latest products, including the industry's largest selection of direct replacement motors, blowers and accessories.

For more information on this exciting industry event, visit www.ahrexpo.com.

Product News

Help Families Keep Heating Costs Under Control with Fasco Stove and Fireplace Replacement Parts!

In today's economy, many people are looking at alternative ways to heat their homes, like fireplaces and wood-burning/pellet-burning stoves. You can help them do just that by trusting Fasco to keep you stocked with the direct replacement products they'll need to keep their equipment running at peak efficiency all through heating season.



B160 Blower System

Whether it's Transflo® blowers and blower wheels for gas or wood-burning fireplaces or combustion air blowers for pellet stoves, Fasco has the direct replacement items you need for alternative sources of home heating. As you may know, Fasco's the leading OEM supplier of blowers and motors for fireplace and stove manufacturers, so it's only natural that we'd also offer one of the widest selections of direct replacement blowers and motors for most major brands.

What's more, stocking Fasco alternative heating replacement products, like our B160 Blower System that enhances heat output from home fireplaces, is a great way to help build your sales this winter. Plus, by keeping these products on hand, you make it easier and faster for the fireplace and wood-burning stove retailers and service providers in your community to get the parts they need as well.

If you need help determining which Fasco replacement products might be best for your customers' needs, we're standing by to help. Get more information on all of our heating season products by contacting your Fasco Sales Representative or by calling our Customer Service Department at 1-800-325-8313.



*B22507
Transflo® Blower*



1-6000 Blower Wheel

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 July Test drawing! Take the Fasco Rewards Test this month, and your name may be listed in the next issue!

- Brian Albertz Jr
- Kirk Bell
- Tawanna Cooper
- Tom Corp
- Jason Cunningham
- David Drew
- Ronnie Flanary
- Jeff Goode
- Bret Graham
- Howard Hinze
- Jary Howley
- Marc Leick
- Catherine Lowe
- John McClellan
- Kathryn Moore
- Janet Parton
- Mike Proffer
- Nick Rico
- Joanne Zednik

PLEASE NOTE:
All gift cards need to be used within 12 months.

Answers to July 2011 Fasco Rewards Test

1. C – 80%
2. C – 6 o'clock
3. D – All of the above
4. B – D1042
5. B – False
6. C – Nashville, Tennessee
7. A – 50%
8. A – True
9. B – D812
10. D – All of the above

Tech Tips

Solid State Speed Control Application Tips

With more and more people using wood burning stoves during heating season, you should be aware of some issues surrounding the speed controls that vary the air output from centrifugal blowers.

On a single speed blower, a speed control wired in series with the hot line will allow the user to control the speed of the blower. Many speed controls will not lower voltage below 60 and will not allow the wheel to slow to 0 RPM. Also, the combination of a blower and a speed control can often result in what is called "harmonic noise" – strange vibrations and/or noises in the customer's unit. Slightly increasing or decreasing the blower speed can sometimes eliminate this problem – but it is often not 100% removable.

Care should also be used in applying solid state speed control devices, as they are often installed in the common line, or in a non-polarized plug setup. So even though the motor may not be turning because the speed control is turned too low for the motor to operate, electricity is still connected to the speed control and a potential shock hazard exists. Finally, do not use light dimmer switches as speed controls for the centrifugal blower. Controls should be approved for use with the motors found in these units.



Year-End Holiday Non-Shipping Dates

Time flies – and this year has proven to be no exception! Before you know it, the holiday season will be upon us, so here's a listing of the dates that Fasco will be closed for the Thanksgiving, Christmas and New Year's holidays. Please mark your calendars as a reminder we will not be shipping on the following days...

Thanksgiving:

Thursday, November 24th
Friday, November 25th

Christmas:

Friday, December 23rd
Monday, December 26th

New Years Day:

Friday, December 30th