

PRODUCT NEWS

What Can You Do About the Coming Winter Weather? Be Prepared, with Fasco Heating Season Products!

If July's issue of your *Fasco Rewards Distributor Newsletter* – with its hotter than average summer forecast from the National Weather Service – shows us anything, it's how difficult it can be to make accurate long-range weather predictions.

Perhaps it's better to take a cue from Mark Twain, who once famously said "Everyone talks about the weather, but no one does anything about it." But there IS something you can do about the fall and winter weather to come – prepare now by making sure you're fully stocked with dependable, best-selling heating season products from Fasco.

When it comes to Replacement Draft Inducers, No One Compares to Fasco

Even though the weather's always changeable, one thing you can rely on season after season is the dependability of Fasco Replacement Draft Inducers. Fasco still leads the industry in direct replacement draft inducers. We're also still a leader in the OEM draft inducer market, too. Fasco has direct replacement models for every major brand like York, Rheem, Trane, ICP, Goodman, Lennox, Nordyne and many more, plus general replacement models right for almost any other need. In fact, keeping Fasco draft inducers on hand in the coming months, like the A196 shown here, can help guarantee that your customers will find exactly the replacement models they need for any job Old Man Winter may throw their way.



A196



B22507

Trust Fasco for Replacement Parts for Alternative Heating Products

As a leading OEM supplier of blowers, motors and other components for fireplaces and wood-burning stoves, Fasco has the direct replacements your customers will need this fall and winter. Our extensive line includes our popular Transflo® blowers, with models like our B22507 shown here.

Fasco Unit Heater Motors: Another Sure Way to Meet Your Customers' Needs

In addition to Fasco draft inducers and alternative heating products, you'll also want to stock up on Fasco unit heater motors to meet all your customers' commercial and industrial unit heater needs,

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MARKETING NEWS

Save the Date...

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AHR EXPO® JAN 21-23 2014 NEW YORK

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:

- September 10 & 24
- October 8 & 22
- November 5 & 19



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!

RSES Annual Conference

Pittsburgh, Pennsylvania
October 23-26

IHACI HVAC/R/SM Product & Trade Show

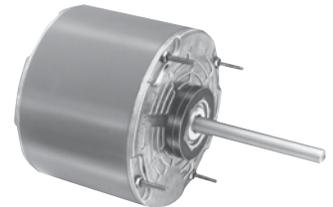
Pasadena, California
November 13

USGBC (Green Build)

Philadelphia, Pennsylvania
November 20-22

Be Prepared... (cont.)

like the D733 at right. Fasco unit heater motors are available in 5.0" and 5.6" diameters, with single-speed to five-speed models covering horsepower from 1/80 HP to 3/4 HP.



D733

So do something now about the colder weather headed our way in just a few short weeks – stock up on Fasco replacement draft inducers and unit heater motors. For more information about the wide variety of models available, see your *Fasco Catalog #45*, or contact your Fasco Sales Representative or our Customer Service Department at 1-800-325-8313.

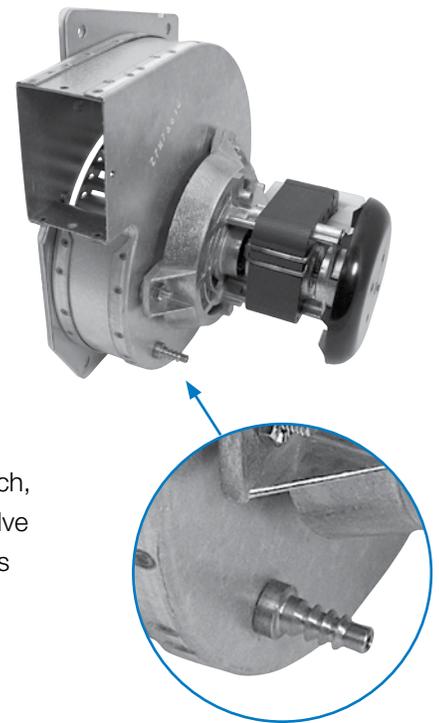
TECH TIPS

Static Taps and Safe Furnace Operation

With heating season approaching, here's an important reminder about how static taps (or pressure ports) effect safe furnace operation.

All induced draft blowers have a signaling device to tell the furnace that the induced draft blower is operating correctly. One common type is a static tap, which often is found on the blower housing.

Static taps provide a pressure signal via a rubber hose to a pressure switch on the furnace. The setting on the pressure switch is based on the pressure signal provided by the static tap. When the static tap develops the required pressure to the pressure switch, the pressure switch signals the gas valve to turn on in the furnace. When there is pressure loss from the static tap, the gas valve will shut off the gas supply to the furnace.



A loss of pressure could indicate that the blower is failing and needs to be replaced, but there are also many other possible causes. These include a clogged pressure hose, leaks in the system, a clogged discharge vent and more.

For a furnace to operate safely, it's critical that the static tap always provides the correct pressure. That's why it's extremely important to replace an induced draft blower with a direct replacement made for that particular furnace. If a direct replacement isn't used, an incorrect static tap may allow the furnace to operate in an unsafe mode.