

## Company News

### Getting the job done for our distributors: meet the Fasco Distributor Support Team.

Last month in the *Fasco Rewards Distributor Newsletter*, you met the team of professionals who operate and staff our warehouse in Eldon, Missouri. This month, we'd like you to meet another very important Fasco team based in Eldon — who, day in and day out, are also dedicated to meeting every conceivable need of our distributors: The Fasco Distributor Support Team.



From left to right: Denise Hees, Lisa Bailey, Janet Davidsmeyer and Tannis Roehrig.



From left to right: Donnie Berendzen, Frances Lovelace, Tami Rice and Michele Shand.

Chances are, you may have spoken to some of the professionals who make up our Distributor Support Department before, because they provide a vital link between Fasco and customers like you. And while their responsibilities are many and varied, they have the know-how

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## New Products

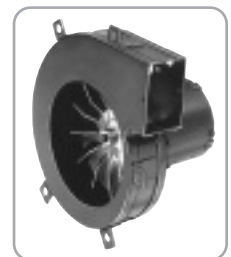
### Get ready for winter with Fasco blowers for fireplaces and wood stoves.

With the already high costs of oil and natural gas — and the possibility of even higher prices in the next few months — fireplaces and stoves are becoming more and more popular as sources of home heat. So when it comes to being ready to serve your customers during the upcoming heating season, Fasco is here with the replacement parts you'll want to have stocked on your shelves.

In addition to our extensive lines of general purpose blowers and OEM direct replacement draft inducers, we also offer a variety of products for fireplaces and wood-burning and pellet stoves. Here are just a few of the Fasco products you'll want to have available for the contractors and servicemen who rely on you every day.

#### Featured products:

- **A082 Blower** — normally used as a combustion air blower for pellet stoves in the hearth industry. This blower uses a self-cleaning radial fan blade due to the ash dust that is pulled into the blower housing.



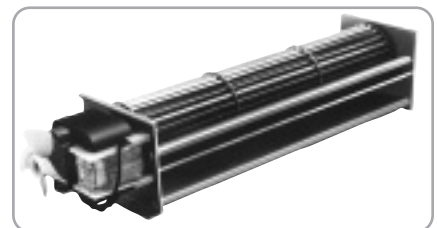
A082 Centrifugal Blower

- **A125 and A212 Centrifugal Blowers** — normally used in the hearth industry in gas or wood-burning fireplace applications where low profile air movers are required.



A125 and A212 Centrifugal Blowers

- **Transflo Blowers** — can be used in a variety of applications. Electronic cooling and hearth products are popular applications for this style of blower due to the low profile design and open face intake. Typical impeller lengths range between 4.5 and 13 inches. Double Transflo Blowers are also available in limited sizes.



B22507 Transflo® Blower

- **Blower Wheels** - Fasco offers a complete line of blower wheels with diameters from 3 to 10 inches.

For more information on our OEM direct replacement draft inducers and general purpose blowers for fireplaces and stoves — plus our complete line of other replacement parts — contact your Fasco Sales Representative or call our Customer Service Department at 1-800-325-8313.



1-6000 Blower Wheel

## Company News... Warehouse Team *(cont.)*

and expertise to get the job done right for you, no matter what the challenge. In fact, when you add it up, they have more than 100 years of combined experience — and commitment — meeting the needs our distributors.

Here are just a few of the day-to-day activities our Distributor Support Department is responsible for...

- Manage inventory
- Take orders for motors, blowers and parts
- Provide customer support, including international customer service and tech support
- Respond to questions received online
- Provide cross-reference information
- Trace shipments
- Stock and distribute Fasco marketing materials (cut sheets, Fasco Facts, etc.) and promotional items (shirts, hats, etc.) used by distributors
- Manage the Fasco Rewards program

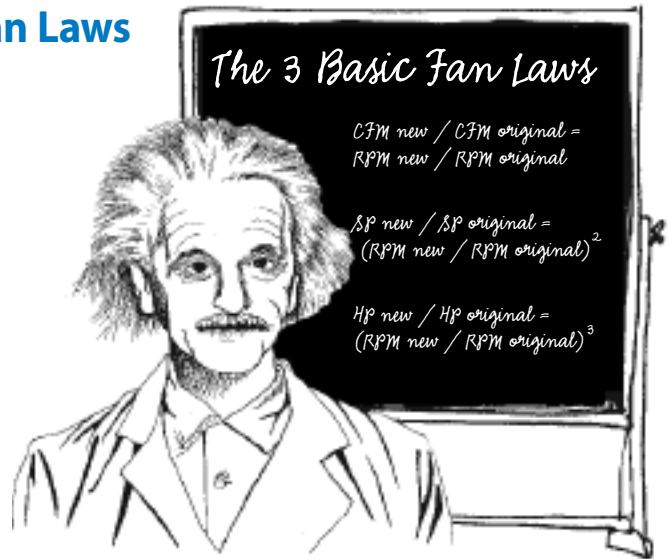
So be sure to say hello to Donnie, Denise, Frances, Lisa and the rest of the gang in Distributor Support the next time you call our Eldon office. Whether you're ordering Fasco motors, blowers, parts, marketing materials or just about anything else, they're standing by, ready to make sure you get all the Fasco products and services you — and your customers — need.

### **Answers to July's Fasco Rewards Test**

1. A – 1/4
2. B – Heat and moisture
3. D – 3, 24
4. A – True
5. A – D882
6. D – 1/8
7. C – 60
8. B – 2.10 – 3.08 Amps
9. A – D184
10. B – Rubber

## Tech Tips

### Basic Fan Laws



Here's a quick lesson on fans, and how they affect an air moving system. Airflow is measured in cubic feet per minute (CFM). As the airflow encounters restrictions, Static Pressure (SP) develops in the equipment. These two values, along with motor HP, define an air moving system. Any change in the fan, pulley, filters, duct length, etc., will change the system. Basic fan laws define how the various changes will affect the characteristics of the system.

### **The 3 Basic Fan Laws**

1. **CFM new / CFM original = RPM new / RPM original**
2. **SP new / SP original = (RPM new / RPM original)<sup>2</sup>**
3. **HP new / HP original = (RPM new / RPM original)<sup>3</sup>**

Example: A customer wants to increase the airflow through his fan system from 5000 CFM to 9000 CFM by increasing the pulley size on the blade assembly. The existing SP is .5" and the original 1/2 HP motor drives the fan pulley at 450 RPM.

1. The new fan speed is determined by the following:  
New RPM = Original RPM x (New CFM / Original CFM)  
= 450(9000/5000)  
= 810 RPM
2. The new static pressure will be:  
New SP = Original SP x (New RPM / Original RPM)<sup>2</sup>  
= .5(810/450)<sup>2</sup>  
= 1.62" water column
3. The new motor HP requirement:  
New HP = Original HP x (New RPM / Original RPM)<sup>3</sup>  
= .5(810/450)<sup>3</sup>  
= 2.9 HP

The new unit will need a 3 HP motor to deliver the additional 80% of airflow. This example not only steps you through the calculations to adjust the output of a given system, it also makes clear how seemingly moderate adjustments can significantly impact the system components.