



**Year End Holiday
Non-Shipping Dates**

As quickly as this year is passing by, the end of 2009 will be here before you know it. That's why we'd like to remind you that Fasco will be closed for the Thanksgiving, Christmas and New Year's holidays, and will not be shipping on the following days...

Thanksgiving

Thursday, November 26th

Friday, November 27th

Christmas

Friday, December 25th

New Years Day

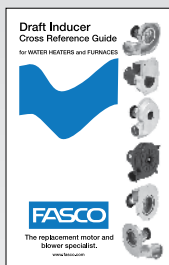
Friday, January 1st

Please make a note of these dates, and take them into consideration when placing your orders throughout the end of the year.

**Fasco Draft Inducer
Cross Reference
Guide Available
Online**

In last month's issue of the *Fasco Rewards Distributor Newsletter*, we offered you free printed copies of our *Draft Inducer Cross Reference Guide* for your counter staff, available by calling your Fasco Sales Rep or our Customer Service Department at 800-325-8313.

However, if you'd prefer to download copies of this handy reference that lists our complete line of direct replacement furnace and water heater draft inducers,



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Product News

**Beat this Winter's Chills with
Fasco Fireplace and Stove
Replacement Parts!**

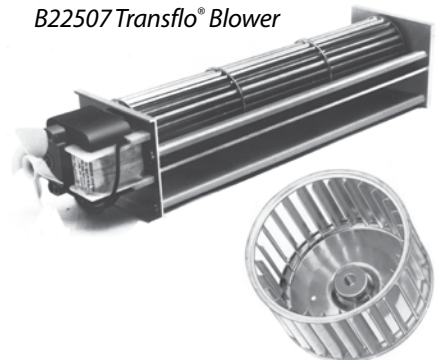
Crude oil prices are on the rise again...natural gas prices are expected to follow suit...and utility companies around the country have proposed rate increases in the works. What are families to do if they want to keep their home heating costs under control? Take advantage of alternative heating resources like fireplaces and wood-burning/pellet-burning stoves — and trust Fasco to have the direct replacement products they need to keep their equipment running at peak efficiency!

From combustion air blowers for pellet stoves to centrifugal and Transflo® blowers and blower wheels for gas or wood-burning fireplace applications, Fasco has every direct replacement item you need for alternative sources of home heating. In fact, Fasco's the leading OEM supplier of blowers and motors for fireplace and stove manufacturers, so it's natural that we'd also offer one of the widest selections of direct replacement blowers and motors for most major brands.

When you keep Fasco replacement blowers 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. Plus, stocking Fasco's new B160 Blower System that enhances heat output from home fireplaces is another great way to build your sales this winter.

Confused about which Fasco products to stock? You can get more information on any of our heating season products simply by contacting your Fasco Sales Representative, or by calling our Customer Service Department at 1-800-325-8313.

B22507 Transflo® Blower



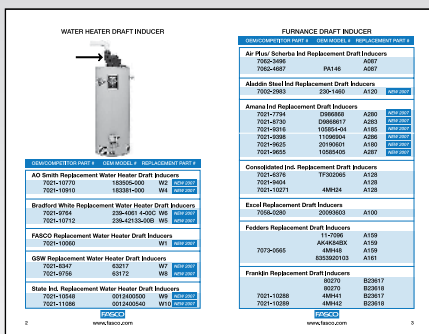
1-6000 Blower Wheel



B160 Blower System

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just visit fasco.com. Click on “Distributor Services” in the menu at top, then click on the highlighted *Draft Inducer Cross Reference Guide* (NEW) to download your copy. (Note: this selection will not be listed in the drop down menu that appears by mousing over “Distributor Services.” You must click on the words “Distributor Services” to open a new window that lists this reference as an option.)



Fasco's Draft Inducer Cross Reference Guide lists Fasco replacements for more than 20 major OEMs – virtually every major appliance brand

Fasco Heats Up Design Process With Gas Furnace Lab

As the marketplace continues to demand shorter development lead times, Fasco has responded by adding a fully operational Gas Furnace Lab to the Technical Center in its Cassville, Missouri, facility. The lab allows Fasco to accelerate the design process by bringing the customer's product in-house for full testing, analysis and design.

“For example, if we are developing a furnace blower, we will have the manufacturer send in the furnace,” explains Bob Garrison, product engineering manager. “We will install a blower and create simulated performance characteristics to meet the customer's specifications. We can then adjust the performance characteristics to instantaneously match the design criteria.”



Recently, a customer had been working on a motor-blower combination for nearly three months. The furnace was shipped to the Cassville test facility, and the lead engineer also flew to the tech center. Within a few hours, Fasco developed the most cost-effective and efficient motor/blower design to meet the application.

With a multi-million dollar tech center already in place, the new gas lab expands Fasco's capabilities. “It allows us to provide even more efficient service to our customers,” Garrison notes. “We can further reduce the design process by testing and finalizing the motor/blower in-house rather than imposing on our customers' time and resources to complete the design.”

Located within the Tech Center, the application testing facility houses equipment to design Fasco products, or blowers for any gas-operated appliances. Besides furnaces, the product spectrum ranges from water heaters to small gas space heaters, fireplace inserts and commercial ovens.

The new application testing facility equipment includes:

- Calorimeter to determine the heating BTU content of the gas and hence develop more efficient designs
- In-line gas meters to analyze the input rate of gas in cubic feet
- CO/CO₂ analyzer to measure carbon monoxide and carbon dioxide to ensure safety and evaluate efficiency
- Chart recorders to provide precise temperature readings of motors, bearings and other appliance components
- Sophisticated pressure measurement equipment for gas, vacuum and other pressure monitoring
- Sound attenuation equipment to test and develop the quietest, overall design that meets the customer's performance characteristics, and also to compare the design to competitive products

Answers to September's Fasco Rewards Test

1. D — All of the above
2. A — True
3. C — A264
4. A — Fireplaces
5. D — All of the above
6. B — Orlando, Florida
7. A — D1144
8. A — True
9. B — A rain shield
10. D — All of the above