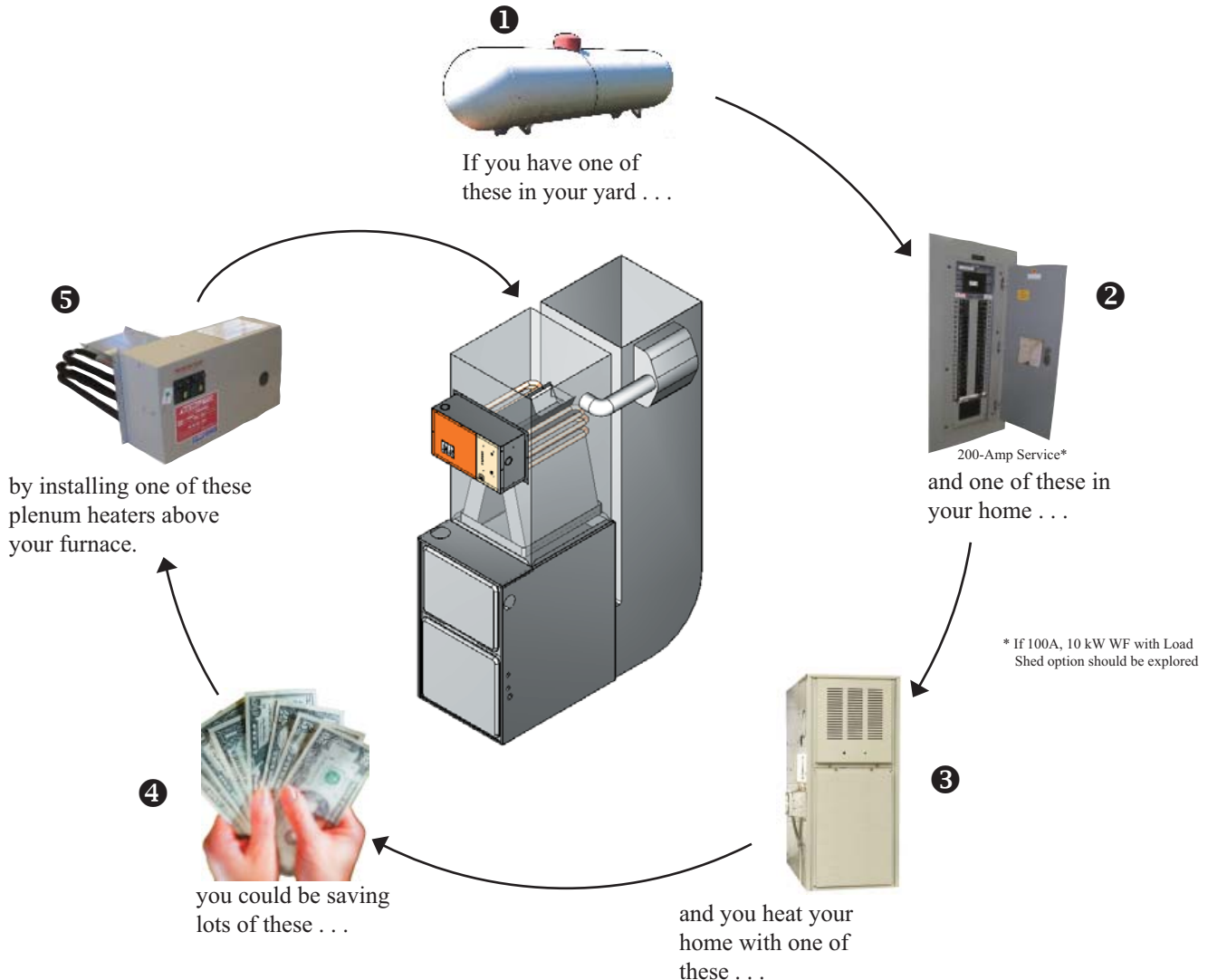




Ready for Winter?



Now is the time to promote the Electro-Mate plenum heater to your customers!
 Contact Electro for promotion programs, ad slicks, and options.



Over the past few years, LP and Natural Gas prices have skyrocketed. Do your customers know the options and cost savings available to them? This Energy Comparison Chart shows the cost savings available based on the off-peak rate available in your area. The Electro-Mate is the only patented, fully-automatic, electric plenum heater system making off-peak electric conversion easy.

WHEN IS ELECTRIC HEAT COMPETITIVE?

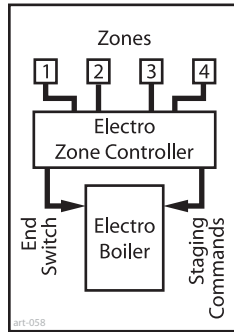
Off-Peak Rate (Cents/kWh)	LP, Std (\$/Gal)	LP, 90+ (\$/Gal)	Fuel Oil (\$/Gal)	Nat Gas, 90+ (\$/Therm)
3.0	0.48	0.73	0.70	0.79
3.5	0.56	0.85	0.81	0.92
4.0	0.64	0.97	0.91	1.05
4.5	0.72	1.09	1.11	1.19
6.0	0.97	1.40	1.47	1.49

The kWh rate relates to one gallon, liquid fuel, at appropriate furnace type.

Hydronics or Boiler Zone Controller

We realize we keep on stressing the built-in staging benefit of Electro Industries' zone controller and the unique two temperature function whenever there is a communication opportunity. Perhaps this message is getting old, but almost daily we hear the comment "I wasn't aware of that".

We also have a special PowerPoint presentation and a spiral binder brochure with lots of details and installation information on this unique zone controller product. Request as needed.



Boiler Submittal Data Sheet

Engineers, distributors and contractors: Specification Data Sheets are now available for our entire Electro-Boiler line. These provide complete technical data for your next proposal, submittal or bid that includes an Electro boiler.



Mini-Boiler	BL305
TS Staging Boiler	BL506
TS Modulating Boiler	BL507
TS Large Boiler	BL508

Class 2, 24-Volt Low Voltage Suppression

There is a lot of time, energy, and resources spent on whole-house suppressors, extension cord suppressors, computer equipment and accessories suppression modules, telephone line plug-in suppressors, television cable suppressors, etc. What about the 24-volt transformer and the 24-volt system? Electro Industries now has a suppressor module which can be wired between the HVAC 24-volt transformer and the various control circuit boards. This also relates to installation between the furnace R and C transformer source and the WarmFlo controller.

Price is only \$59 list, order part WF-SUP.

Radiant Design

Electro Industries now offers complete heat loss calculations and **tubing layouts** to better help you, and the end user, create your hydronic radiant heating system. Whether it is boiler sizing, number of zones, placement of manifolds, feet of tubing, etc, it's all there. All layouts come with an Electro Industries quote which includes everything from the boiler up to (not including) the manifold, saving you yet another step. So the next time you're designing a hydronic radiant heating system, send us your blueprints and let us do the work. Contact Jason at 763.295.4138 or jbecke@electromn.com.

Electro Product Training - Live Web Conferences

At Electro we understand your time is money, and finding a balance between time for product training and the importance of getting the job done right the first time with well-trained people is very difficult.



To make the decision easier, we now offer Web based training seminars. By logging in to a designated Web site and dialing in for a conference call, you can participate in a live training session at Electro, right from your workplace. Contact Dean at 763.295.4138 for more information.

Upcoming seminars:



- Aug. 30, 2005** Boiler Zone Control Options & Strategies
- Sept. 13, 2005** Understanding Your WarmFlo Handheld Analyzer & Chip Codes

New WarmFlo® Air Handler

Is there a need for an improved, top of the line, electric furnace or hydronics water coil air handler? We think so and we have launched a development effort to introduce a WarmFlo with **variable speed ECM** blower motor electric furnace. The ECM variable speed blower motor is now the most popular feature in new gas furnaces, think of how efficient and effective this can be when combined with WarmFlo.

We also think there is a definite need for a good water coil air handler source and providing this equipped with the ECM variable speed blower motor will allow the Electro unit to have additional comfort and annual operating economy features.

Call with your comments and suggestions on how this can be marketed.

January 1, 2005 SEER 13 Equipment

We are concerned that most manufacturers have not introduced their primary air conditioning and/or heat pump products that will comply with the SEER 13 deadline. Our concern is that as they do this we will be seeing larger and larger A-coils with the possibility of various uniquely designed refrigerant coils. These may or may not have an effect on the Electro-Mate installation process. We encourage your assistance and feedback when you find and detect a plenum refrigerant coil which may provide airflow and unique installation requirements with our Electro-Mate plenum heater.

Product Circuit Breaker Change

2004 was the year we researched and tested all available circuit breakers. The reason for this investigation was to improve circuit breaker component reliability and improve the load side wire connection termination. We have decided to begin a phase-over to Square D QUOQ Series circuit breakers. This series is the only component available which provides the load side termination we desire and comes with the Square D reputation and quality. The unfortunate situation is that these are not physically interchangeable with the previously used GE style.

The first product group is the TS Series boiler. Effective manufacturing date 2-1-05 and CSA serial number 2277 all TS boiler units now contain the new Square D breakers. Replacement part number:

- 30-amp = 5650
- 45-amp = 5651
- 60-amp = 5652



The exact date for the Electro-Mate products has not been determined, this will be part of other Electro-Mate changes and updates.

Electro Industries will continue to stock and provide replacement parts for the GE breakers and for the previous Square D breakers.

There will not be a conversion kit from GE to Square D.

Updated and Expanded WarmFlo® Analyzer

The last newsletter contained information on this updated expansion for the boiler products. We are quite pleased with the response and the number of units returned for the update conversion.

This new WF-ANZ5 has a selector switch which adds the **TS Boiler** troubleshooting and setup functions.

WarmFlo® Analyzer Software, USB Cable

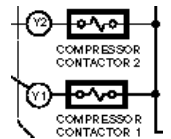
We have a new cable to accompany the WarmFlo Analyzer PC software for connection to a laptop USB port. This is simply used in place of the 9-pin serial cable previously available with the software package.

When ordering the new USB cable, request part number ET-PCUSB-WF.

2-Speed Air Conditioning 2-Speed Heat Pumps

All WarmFlo and Electro-Mate controllers have the capability to handle the newer 2-speed compressor equipment. In most cases this is not standard and additional relays or additional controller is required. Make sure you are working with our technical people prior to purchasing and installing 2-speed equipment. In summary you should be aware of:

- Electro-Mate DFC type - drawing EH001, p2, Rev 7-20-05
- HeatChoice - EI203 p12, 07-25-05 update
- WF-EM3 - add relay EE-5051, use drawing HH323, Rev 12-10-04



- 2-speed heat pump - must use interface controller WF-HP2

Stat Override Timer

Also in the middle of January's long cold spell there were a lot of requests for default delay timer to **automatically go to standby** or gas furnace. All Electro Industries' control products either have a built-in programmable timer or an external "box" which can be added to provide this automatic switchover.

In order to keep up with your customer's needs, we would encourage you to become familiar with our SOT option accessories. Email or call with your request relating to the equipment series you commonly install.

Latest Software Version Summary

WarmFlo II, new sensor	Version 2.35	05-10-05
WarmFlo II, older sensor	Version 2.27	05-10-05
Make-Up Air	Version 1.32	12-13-04
HeatChoice	Version 1.10	02-04-05
TS Series Boiler, EB-S and EB-C	Version 5.33	04-13-05
TS Series Boiler, EB-WO and EB-WA	Version 6.22	04-13-05



FALL OPEN HOUSE & PRODUCT SCHOOL

FACTORY OPEN HOUSE

September 28th

1pm to 3pm

Sales Tools & Product Application Review*

3pm to 7pm

Pig Roast & Full Products Display

No charge, continuous serving of roast and open house

- Products Display
- Technical Visits
- Factory Tour
- Arrange for order pick-up
- Giveaways

ABBREVIATED FALL PRODUCT SCHOOL

September 29th

8:30pm to 2:30pm

Optional Fall Product School, \$35 with limited handouts

Two concurrent technical sessions*:

A - Hydronics heating, electric boilers, basic installation, troubleshooting/make-up air products and hookup

B - Forced air equipment, ducting/airflow, Electro-Mate installation, WarmFlo concepts and troubleshooting

*RSVP to Jason Becker to secure a seat in either A or B and/or Product Review Session

Prepayment Required

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Electro Industries – Boiler Model Comparison

Boiler Specifications	EMB-9	EMB-W-9	EB-S-**	EB-WA-**	EB-WO-**	EB-CA-**	EB-CO-**
Supply – up to 150° F	✓	✓	✓	✓	✓	✓	✓
Supply – up to 185° F		✓+	✓	✓	✓	✓	✓
Electronic Aquastat		✓	✓	✓	✓	✓	✓
WarmFlo – Critical Temp. Response		✓		✓	✓	✓	✓
Outdoor Sensing, Outdoor Reset					✓		✓
Zone Control Built-In Option			✓	✓	✓		
Zone Control External Capable	EB-5415A	EB-5415A	EB-Z**-*	EB-Z**-*	EB-Z**-*	EB-ZEA-*	EB-ZEA-*
Load Control Built-In	✓	✓	✓	✓	✓	✓	✓
Duel Heat – Standby Gas/Oil			Option	✓	✓	✓	✓
Circuit Breakers Built-In			✓	✓	✓	✓	✓
120-Volt	✓						
240-Volt, Single Phase	✓	✓	✓	✓	✓	✓	✓
208-Volt, 3-Phase					✓	✓	✓
240-Volt, 3-Phase					✓	✓	✓
480-Volt, 3-Phase						✓	✓
CSA/UL Listed	✓	✓	✓	✓	✓	✓	✓
ASME, H Stamp Vessel	✓	✓	✓	✓	✓	✓	✓

Boiler Applications	EMB-9	EMB-W-9	EB-S-**	EB-WA-**	EB-WO-**	EB-CA-**	EB-CO-**
Radiant							
• One temp/equal zones two or less	✓	✓	✓	✓	✓	✓	✓
• One temp/more than two zones-one small		✓		✓	✓	✓ w/EB-ZEA-*	✓ w/EB-ZEA-*
• Radiant two temp Hi/Low		✓ Mix Valve	✓ w/EB-Z**-*	✓ w/EB-Z**-*	✓ w/EB-Z**-*	✓ w/EB-ZEA-*	✓ w/EB-ZEA-*
• Radiant multiple zone		✓	✓ w/EB-Z**-*	✓ w/EB-Z**-*	✓ w/EB-Z**-*	✓ w/EB-ZEA-*	✓ w/EB-ZEA-*
• Radiant whole-house hydronic – hot water coil, two temp, multi-zones		✓		✓ w/EB-Z**-*	✓ w/EB-Z**-*	✓ w/EB-ZEA-*	✓ w/EB-ZEA-*
Baseboard				✓		✓	
Hydronic – Hot Water Coil		✓		✓	✓	✓	✓
Indirect Water Heater				✓	✓	✓	✓
Snow Melting			✓	✓	✓	✓	✓
Multiple Boilers – add EB-C-STG5			✓	✓	✓	✓	✓

+ For high temp, order and field add kit EMB-W-185.

* Other model number digits, see price sheet.