



Is your residential business slower than normal?



Current gas rate courtesy of
<http://tonto.eia.doe.gov/oog/info/gdu/gasdiesel.asp>

LOOK TO COMMERCIAL AND RETROFIT ACCOUNTS TO MAKE UP THE DIFFERENCE

Back again . . .

As I am writing this newsletter I just came back from filling up the car with gas and paid \$3.23/gallon. Hello . . . what happened? Did I miss something that caused a major interruption in worldwide oil/gas? A hurricane? No, it's just the gas/oil roller coaster making another upward swing.



Over the past year, Electro has been making a strong statement that our contractor base should be looking at the **existing home conversion** market. Many of you we have talked to have listened and had great success in supplementing new home construction business by promoting saving money on a **Dual Heat** system - Electro-Mate/Electro-Boiler. Electro continues to develop more sales tools that can help you communicate savings to your customers. Why not take this opportunity to develop this untapped market? Check out our Sales Tools section on page 3.

NORTHERN MINNESOTA CHURCH'S PRAYERS ARE ANSWERED WITH THE ELECTRO-BOILER™

When Bethlehem Lutheran Church in Grand Marais, MN watched fuel oil prices sky rocket, they knew they had to do something to keep their heating costs under control.

They contacted the local electric provider, City of Grand Marais Electric Utility, and discovered they could qualify for a dual fuel rate of \$0.0575 per kWh. At that rate they would have to buy fuel oil for \$1.64 per gallon; the current price was well over \$2 per gallon. Without a doubt electric was the way to go. Church member Chuck Soderholm did his homework and with the help of Grand Marais Electric Utility, Jay LaFavor of Jay's Heating, Goodin Company, and

Electro Industries, figured the best plan would be to install four of the EB-C-54-48, 54 kW, 480-volt boilers. With limited space in their mechanical room, the size of the Electro-Boiler was also a big plus, they fit neatly in an open space on the boiler room wall, and very little work would be needed to make room for the boilers.

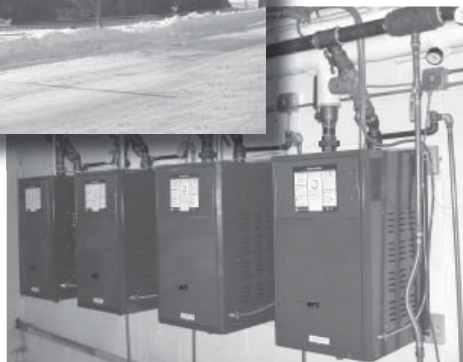
With a total output of 216 kW or 736,000 Btu, the Electro-Boilers would meet their demands even on the coldest Sundays on Minnesota's North Shore of Lake Superior where strong winds prevail and temperatures drop to the extremes.

With the 2006-2007 heating season as a test, Chuck commented, "With the Electro-Boilers and a programmable thermostat, the parishioners experienced uninterrupted comfort, the boilers performed very well."

Bethlehem Lutheran easily saved 30% on their total heating cost, and with unstable fossil fuel prices they can expect this number to improve in years to come.



Photos courtesy of
 Chuck Soderholm,
 Bethlehem Member

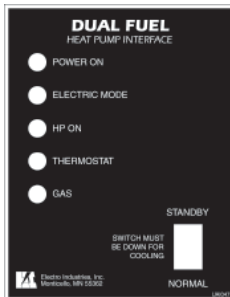


HEAT PUMP CONTROL - WF-DFHP1

Heat pump/gas furnace combination, dual fuel, with one 4-wire thermostat . . . *but how??* WF-DFHP1 - that's how! On the market since May of 2006, the WF-DFHP1 has been installed in many homes with many different manufacturers' heat pumps and furnaces without a hitch. Simplicity and versatility are the name of this game!

Simplicity:

- 4-wire thermostat
- Built-in Load Control that improves cooling cycles over other Load Control options
- Self-contained outdoor thermostat balance point switchover
- Terminal block points for all low voltage wiring
- Furnace G and Y energized for heat pump, de-energized for gas
- Built-in blower purge
- Front panel override switch



Versatility:

- Heat pump defrost forces gas on (option overheat sensor)
- Plenum warm air sensing timeout delay (secondary switchover)
- Safety backup, SOT-S feature
- WF-ANZ5 Analyzer allows set point field changes



Photo courtesy of Crosslake Sheet Metal, Crosslake, MN

TECHNICAL UPDATES

Field Service Bulletins

The following are recent notifications which may be of interest. Copies can be reviewed at www.electromn.com - Online Helps - Field Service Bulletins.

FSB	Product Family	Description
1108 4/16/07	GenConnect	Control Board added brown-out detection
1107 4/16/07	Make-Up Air	Electric Furnace Make-Up Air Program
1106 2/10/07	EB-ZTA, ZEA	Extend 1 hr. priority to 4 hr.
1103 2/15/07	WF-EZ3, EM3, LGR3, DEF	Furnace lockout
1102 12/5/06	WF-DFHP1	Gas defrost make-up heat option plenum sensor
1101 11/27/06	WF-HP2	H/C stat - standby - outage, hang-up
1100 10/23/06	WF-HP2	Defrost "relay race" situation
1099 10/17/06	WF Controllers	WF-LGR4, EZ-Mate, WF-DFHP1, TS Series Boilers- Component, Voltage Reg.
1098 9/19/06	WF Controllers	All Interface Modules, Unit to Unit Cabling, history
1097 5/1/06	All Heating	LMC AUX, Installer Extra Contact, Utility Load Control Receiver

Electro-HELPS

This collection of special documents has become a major part of Electro's Annual Product School notebook. For those who have not attended this January Product School, these documents are all available at www.electromn.com - Online Helps - Electro-HELPS. We strongly encourage you to take a look at this listing, choose a title of interest, click on it and review the document. We are convinced you will find these HELPS documents beneficial and they will make you proficient with Electro products and installations.

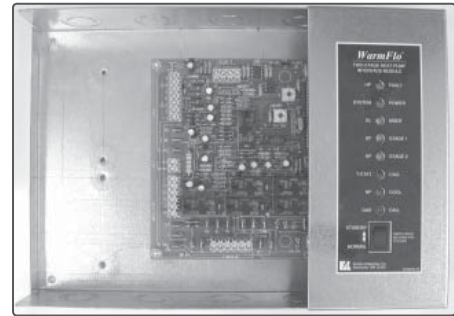
Electro-HELPS XX is a further listing of 70 sales helps or technical documents which only come up on special occasions. These 70 documents are not Web downloadable, but this HELPS document provides the list for you to identify the document number of interest and then simply request via email. You will notice this listing is broken down into - added plug-in devices, additional installation information, product internal troubleshooting, and product combinations requiring integrated control sequence. The last one is usually of interest because it includes methods of integrating more than one product for special application needs.

2-STAGE HEAT PUMP CONTROL - WF-HP2

Adding supplemental heat to a 2-speed/2-stage heat pump got your head spinning? Let Electro Industries put your mind at ease with the WF-HP2 WarmFlo® Interface Module.

A year and a half into the latest 13 SEER requirement means many of you no doubt have seen many 2-speed/2-stage heat pumps being introduced, sold, and installed throughout the industry. We certainly have. Over the past 3 years we have seen the demand for WarmFlo Plenum Heater/WF-HP2 combinations increase and have seen great success. The secret to this success is taking a project that alone can be very confusing (2-stage/2-speed heat pump, supplemental resistance heat, backup furnace, all on a dual heat or off-peak rate) and simplifying it by adding the WarmFlo plenum heater (supplemental resistance heat, and much more!) with an interface module that includes the following features:

- Connects and communicates directly with the WarmFlo Electro-Mate plenum heater
- Setup pin jumpers which allows installer to select the following:
 - 4-wire heat/cool thermostat or heat pump thermostat
 - Heat pump reversing valve logic
 - 1HEAT or 2HEAT mode
- Includes built in Load Control for automatic switchover
- Front panel override switch for end user system select
- Built in variable speed blower (ECM) control
- Communicates current operation status via 8 front panel indicator lights
- WarmFlo compensation during defrost



... and so much more! Contact Electro Industries for more details.

SALES TOOLS

EL006 – Electro-Mate Plenum Heater application chart. This chart contains easy to follow application options for each of the Electro Plenum Heater products. Configure your system correctly and easily by requesting EL006.

BL005 – Electro-Boiler Model Comparison chart. This chart looks at each of the Electro-Boiler models and helps you determine which boiler best fits your requirements. From boiler specifications to application specifics, this chart assures choosing the correct model for your applications.

Electro Industries – Boiler Model Comparison										
Boiler Specifications	EMB-9	EMB-W-9	EB-MS-9	EB-MA-9	EB-MO-9	EB-S-9	EB-WA-9	EB-WO-9	EB-CA-9	EB-CO-9
Supply - up to 150°F	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Supply - up to 180°F	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Electronic Aquastat	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
WarmFlo - Central Logic Response	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Outdoor Sensing, Outdoor Reset	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Zone Control - Central Logic Response	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Zone Control - External Capable	EB-Z1TA	✓	✓	✓	✓	✓	✓	EB-Z1A*	EB-Z1A*	EB-Z1A*
Local Control - External Capable	EB-Z1TA	✓	✓	✓	✓	✓	✓	EB-Z1A*	EB-Z1A*	EB-Z1A*
Direct Heat - Steam/Line/CH	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Control - Modbus/Line/CH	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Control - Modbus/Line/CH	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
120 Volt	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
240 Volt, 1-Phase	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
240 Volt, 3-Phase	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
480 Volt, 3-Phase	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
ASME - U Stamp	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
ASME - U Stamp Vertical	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

Boiler Applications	EMB-9	EMB-W-9	EB-MS-9	EB-MA-9	EB-MO-9	EB-S-9	EB-WA-9	EB-WO-9	EB-CA-9	EB-CO-9
Radiant	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
• One temperature zone	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
• One temperature zone two zones	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
• Radiant two temp Hi/Low	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
• Radiant multiple zone	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
• Radiant with/without hydronic - hot water only, two temp, multi zone	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Hydronic - Hot Water/Coil	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Hydronic - Hot Water/Coil	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Steam Heating	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Steam Heating	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Multiple Boilers - add EB-4-STG5	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

* For high temp, order and field add to EMB-W-185.
* Other model number digits, see price sheet.

Electro CD – The Electro Marketing CD contains many vital product sales tools. This sales tool option continues to become a salesperson’s easiest tool to show product literature, cost savings charts and programs, specifications, application charts, PowerPoint slides, etc.

BL007 - Electro-Boiler Specification Helps. This eight page document is a perfect helps tool for learning the details of each boiler. Examples include: electrical specifications and diagrams, plumbing schematics, dimensions, flow, head loss and clearances.

Coop Marketing Funds – Look at investing in advertising by using some coop funds earned by last year’s product sales. Please contact Jon Smith for further information regarding this great opportunity.



SALES AWARD



Left to right: Jim Ingle, Keith Hill, Steve Kelly, Greg Skagerberg, and Dean Havel.

On May 17, 2007, Electro Industries presented Goodin Company with an award for distinguished sales achievement at the Platinum Level. Electro Industries recognizes Goodin's efforts in their sales and promotion of Electro products, preseason orders for equipment, parts stocking, and overall customer support and training. Accepting the award were Greg Skagerberg/Chairman and CEO, Steve Kelly/President, and Keith Hill/Heating Department Sales Manager. Also in attendance were Jim Ingle and Jake Schaffer from Energy Savings Systems, Electro's Upper Midwest sales representative.

UPCOMING TRAINING

Electro Industries will be offering live Web training seminars every other Friday throughout the summer. Join us as we cover a wide range of topics designed to help our customers better understand the whole range of Electro products. For more information contact Dean at dhavel@electromn.com or visit <http://electromn.raindance.com> and click on "View Scheduled Events" to register. It's fast, it's easy and best of all, it's free!

- June 15th Electro-Boiler™ Advanced
- June 29th WarmFlo® Analyzer
- July 13th Electro Options for Make-Up Air
- July 27th Dual Fuel Control Options
- August 10th EZ-Mate Plenum Heater
- August 24th WarmFlo® Plenum Heater & Air Source Heat Pump Combination
- September 7th Electro WarmFlo® Air Handler

Also, contact Dean to include an Electro representative via live Webinar at your next sales/training meeting or for more information on personalized Webinars for your group.

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