



WHAT SETS US APART?

When comparing manufacturers of supplemental electric resistance heaters for **air source heat pumps**, what sets Electro Industries apart from the rest of the crowd?

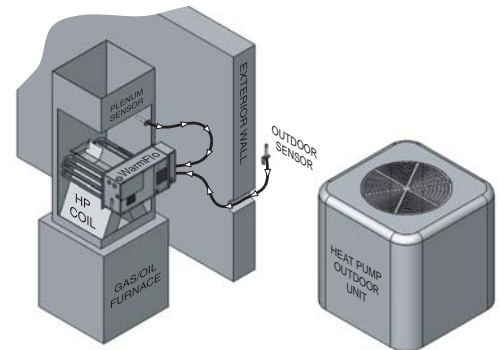
Uncompromised Service and Expertise

- Live and local customer service - our customer service representatives are helpful and knowledgeable.
- Manufactured in the USA - we are proud of the fact that all of our products are fully manufactured right here in the USA.
- 30 years of electrical heating experience - you will see inside that we are continuously striving to improve our electric heating products.

Superior Performance

WarmFlo® technology gives us the extra edge. Below are a few examples of how WarmFlo takes your heat pump (HP) to the next level.

- WarmFlo includes an outdoor sensor which communicates real time data allowing the plenum heater to adjust its target supply temperature based on outdoor temperature (typically called outdoor reset).
- During HP defrost, WarmFlo uses the plenum heater (located above the HP coil) to compensate for cold air instead of the gas furnace (located below the HP coil). Using our electric resistance heater to maintain comfort during defrost eliminates the possibility of your HP going out on high head pressure.



Simply put, WarmFlo is superior to anything on the market today and is designed to drastically improve your HP system performance.

Industry Leading Warranty and Continued Innovation

As a manufacturer we are dedicated to serve your needs by providing and supporting you with the best products available. In this issue we are introducing two exciting new ways which reflect this statement.

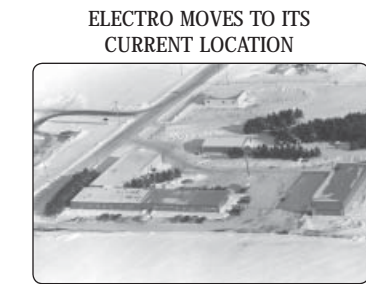
- **Increased Warranty** – our long-standing 15-year heating element and boiler vessel warranty has been extended to a full 20 years. See back page for details.
- **HeatChoice II** – the newly redesigned HeatChoice II plenum heater has incorporated many new features. See insert page for details.

IN THIS ISSUE:

History of Electro	2-3
Updated Warranty Policy	4
Upcoming Training	4
HeatChoice II	Insert Page
Technical Updates	Insert Page

HISTORY OF ELECTRO INDUSTRIES

PROUDLY SERVING OUR CUSTOMERS WITH QUALITY, U.S. MADE PRODUCTS SINCE 1974



ELECTRO MOVES TO ITS CURRENT LOCATION

1974

1977

ELECTROIL DUAL ENERGY FURNACE BEGINS TO SWEEP THE MIDWEST IN POPULARITY



FUEL OIL BOILERS WERE ALSO A PRIME TARGET FOR ELECTRIC CONVERSION. A NEW BOILER DESIGN CONCEPT WAS NEEDED, THUS THE BIRTH OF THE ELECTRO-BOILER™



1980

1984

ELECTRO PRODUCES THE 10,000th PEAK INTERRUPTER



THE DEMAND ALERT PEAK SHAVING DEVICE GIVES COMMERCIAL & INDUSTRIAL FACILITIES REAL TIME MEASUREMENT & MONITORING OF BUILDING LOADS



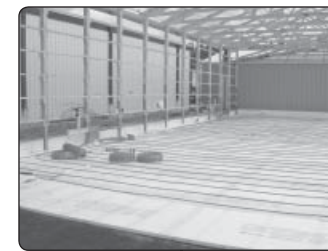
1991

1996

ELECTRO & WRIGHT-HENNEPIN PARTNER TO INTRODUCE A NEW COMPACT BOILER CONCEPT - MINI-BOILER™



RADIANT HEAT BOOM - BOILER SALES DOUBLE 2001/02 SEASON



2000

2003

THE COMPACT COMMERCIAL BOILER WAS INTRODUCED TO MEET THE NEED FOR A SMALLER 480V BOILER



FURTHER DEVELOPING THE WARMFLO BLOODLINE, THE ELECTRO AIR HANDLER INCORPORATES THE COMFORT & EFFICIENCY OF AN ECM MOTOR & WARMFLO



2005

HEATCHOICE II - REDESIGNED HEATCHOICE PROVIDES QUIET OPERATION & ADVANCED SAFETY FEATURES



2006



BILL SEEFELDT & HUGO HILLSTROM DEVELOPING ELECTRO'S FIRST PRODUCT, A GAS-FIRED MAKE-UP AIR HEATER FOR CONFINEMENT BUILDINGS



PRESIDENT CARTER PROCLAIMS ENERGY CRISIS! BITTER WINTER COUPLED WITH HIGH HEATING OIL PRICES SPARKS INTEREST IN ELECTRIC HEAT

1977

1977



PRODUCTION OF THE NEWLY DESIGNED ELECTRO-MATE® BEGINS (PATENTED JUNE 3, 1986)

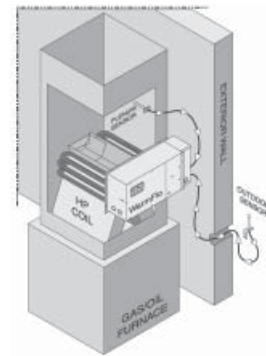
1981



IRAQ INVADES KUWAIT, FUEL PRICES SKYROCKET

1986

1993



WARMFLO® - ELECTRO RE-INVENTS THE ELECTRO-MATE TO MAXIMIZE EFFICIENCY OF AIR SOURCE HEAT PUMPS

1996

2001



ELECTRO INDUSTRIES BECOMES A SECOND GENERATION COMPANY

2004



THE DEVASTATION LEFT IN THE WAKE OF HURRICANE KATRINA CAUSED HEATING FUEL PRICES TO SHOOT UP 12+%

2005



STEMMING FROM THE TREMENDOUS SUCCESS OF WARMFLO TECHNOLOGY USED IN THE ELECTRO-MATE, THE ELECTRO-BOILER WAS REDESIGNED TO ALSO INCLUDE WARMFLO



THE MIDSIZE BOILER WAS INTRODUCED TO FILL IN THE SIZE GAP BETWEEN THE MINI-BOILER & THE TS BOILER

2007

LIMITED PRODUCT WARRANTY

Electro Industries, Inc. is proud to announce that we have made some industry leading changes to our warranties.

Electro-Boiler and Spin Fin Element Warranties Extended to Twenty (20) Years

All Electro-Boiler elements and Electro-Mate elements now include a twenty (20) year warranty. With this increase our warranty doubles the warranty offered by most manufacturers.

Electro-Boiler Vessel Warranty Extended to Twenty (20) Years

All Electro-Boilers now include a twenty (20) year vessel warranty. This increase takes our ASME H Stamp vessel warranty well beyond most boiler manufacturers' warranties on the market today.

As you can see from the above warranties, Electro Industries has full confidence that the products we produce are of the utmost quality and reliability. Our confidence should in turn give you and your customers an increased peace of mind knowing that Electro Industries stands behind their products with one of the best warranties available in the market today.

Along with our warranty changes, we have developed some policies to help enhance our customer service. The changes to both our warranty and policies will go into effect October 1, 2007. For a complete copy of our updated warranty and policies, please contact a member of our staff.

We appreciate your past business and look forward to serving you in the future!

UPCOMING TRAINING

Electro Industries will be offering live Web training seminars every other Friday starting in October. 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!

- Oct 5th When is electric heat the better choice?
- Oct 19th Forced Air Options For Adding Electric Heat I
- Nov 2nd Forced Air Options For Adding Electric Heat II
- Nov 16th Electro-Boiler™ Options For Hydronic Heating Applications
- Nov 30th Electro-Boiler™ Zone Controls
- Dec 14th Simplify Your Heat Pump Installation With Electro Heat Pump Controls
- Dec 28th Electro-Boiler™ Dual Fuel Piping & Wiring

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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NEW PRODUCT ANNOUNCEMENT

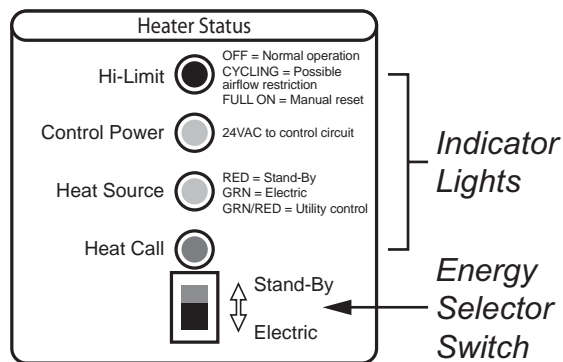
INTRODUCING THE NEW

HeatChoice II™

Electric Dual Heat Furnace Conversion

ENHANCED FEATURES:

- Quiet operation with DC relays
- Variable speed blower connection
- Spin finned rod elements (20-year warranty)
- Advanced safety timers
- Stat Override Timer (SOT) 90/180 minutes
- Additional indicator lights



The **HeatChoice II™** model series continues the concept and features of the original patented and zero-clearance plenum heater. Our experience and history, combined with the latest technological features, make installations applicable to all furnace models. With a flip of a switch you can select your energy heating choice.

FOR MORE INFORMATION CONTACT YOUR NEAREST DISTRIBUTOR



Electro

Providing Comfort Through
Efficient Energy Solutions

TECHNICAL UPDATES

This section contains various introductory comments relating to new product accessories, upgrades, combining various options and accessories for a specific application, etc. Space does not allow for a lengthy description, but with each item there is a reference document which contains more details on the item. As your needs (or curiosity) exist feel free to call and request the referenced document or email your request to sales@electromn.com.

Electro-Boiler Products or Application

Low Water Sensor - Depending upon building engineering specification or local codes, the need for this device may come up. This is easily added to the external supply plumbing, the Electro part has a 3/4" male NPT fitting.

General Information	BD005
Electro Stock Part	EB-LWC
Hookup Drawing Suggestions	BH026

Dual Temp/Zone Controller Arrangement, 4 High Temp Zones and 3 Low Temp Zones - This piping schematic and hookup drawing details this possibility. There are certain cautions relating to the number of high temp zones. Before attempting this type of arrangement, suggest studying the notes associated with this drawing.

Piping Schematic & Hookup Drawing	BH027
Switching Relay	EE-5053

Utility Load Control, Electro Zone Controller With Pumps, Interrupt All Pumps - Normally the zone pumps and zone thermostat are wired ahead of the Electro-Boiler control board action. This is correct and takes care of all requirements for dual heat (standby boiler) transfer and operation. However, during interrupt (without standby boiler) the zone controller involvement will operate the pumps as the slab stats come on or off. An added extra control relay can also keep the pumps off during load control.

Information & Hookup	BH028
Switching Relay	EE-5051

Dual Heat, Electro-Boiler With Water Coil In Gas Furnace Plenum - This combination allows standard Electro-Boiler radiant floor with a gas furnace ducting backup system, but the Electro-Boiler can also provide energy to a forced air water coil for upper level primary heating. This system combination description can apply to either air source heat pump or air conditioning for cooling. All functions are controlled with basic conventional 4-wire thermostat.

Information & Condensed Installation	BC030
Hookup Wiring	BH025
Zone Controller	EB-Z*A-*
Additional Relay	EE-5055

Forced Air Application

Humidifier Hookup Suggestions - In basic heating systems with conventional 4-wire thermostat, humidifiers typically go on and off with the stat W terminal. However, this sometimes gets more complex with heat pumps and other heating product combinations. This document does not cover all cases but can be used as additional information.

Hookup Suggestions	ED006
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WarmFlo Associated With Various Manufacturers' Zone Controllers - This collection of hookup drawings provides Electro Industries' suggestions for the easiest to use zone panels and also has suggested connections for several industry common zone controllers.

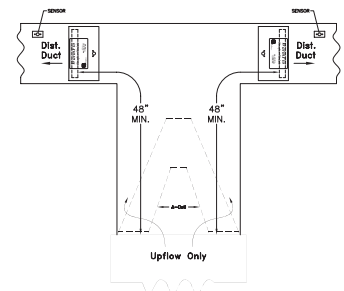
Zone Panel Drawing Relating To WarmFlo Interface Modules	HH337
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Two Furnaces/Two Electro-Mate Units, One Roomstat/One WarmFlo Interface Module - This can relate to Electro-Mate Plenum Heater, basic WarmFlo Duct Heater, heat pump or non-heat pump, etc. A special connecting cable can easily accomplish this arrangement.

Interconnecting Cable & Hookup	HH007
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Heat Pump/WarmFlo

Existing Dual Fuel, Add Two 5 kW Comfort Module Duct Heaters - When limited space in the plenum does not allow room for the use of the Electro-Mate, two WarmFlo Comfort Modules can be inserted into the take-off ducts as an alternative solution. Hookup wiring with an existing fossil fuel kit and 2-stage HP stat is quite easy. However, the temperature sensing set point controlling the WarmFlo stab-in duct heaters is active and will temper the output of the heat pump independent of outdoor temperature. In other words, with each thermostat cycle the WarmFlo units are active.



Information	HC311
Easy Hookup Wiring	HH321