



ELECTRO INDUSTRIES, INC.
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ELECTRO-LINE

June 2008

Providing Comfort Through Efficient Energy Solutions

Electro Industries & the Environment

We are proud to announce that we recently have become a member of the USGBC, LEED® program in our continuing efforts to help improve our community and reduce our impact on the environment. Some of the steps we have taken to improve our surroundings are:

- 95% of the products we produce contain steel that is recyclable
- 100% of our excess and scrap steel is recycled
- The use of powder coat paint which does not release hazardous fumes into the air
- All cardboard, paper, and aluminum cans are recycled
- Ultra high efficient geo-thermal heating and cooling and hydronic radiant heating systems are used throughout our facilities



Not only do we put a lot of effort into running an environmentally friendly facility, we put a lot of effort in making products that you can feel certain will help meet your customers heating needs and still have a positive environmental impact. Nearly 90% of the tens of thousands Electro products sold since 1980 are still being used today. With 20-year warranties on our heating elements and boiler vessels, you can be

assured you are purchasing a product that will not end up in a landfill after only a few years of use.

Recently, fossil fuel prices are a cause of great concern for homeowners all over the country. Many people are finding it economically devastating heating their homes with old, inefficient fuel oil and propane heating equipment. In some cases 20% of the fuel burned simply escapes through the chimney as carbon based emission. By converting these systems to Electro heating products, along with the use of highly efficient heat pump systems, homeowners in areas with competitive electric rates can regain control of their heating costs, improve the air quality in their home, and reduce their impact on the environment.



To further reduce your carbon footprint, ask your power company about purchasing power generated by wind turbines. Please join our efforts as we work toward making our homes, communities, and the environment a better place to live.

Savings Realized During Critical Peak Usage

With the ever growing need for business owners to be aware of their electric energy consumption, our ETDA (Demand Alert Monitor) allows you to continuously monitor the demand loads of your facility. By closely monitoring your demand levels, you greatly reduce the chances of incurring costly Critical Peak charges from the power company. A few of the key features that this product includes are:



- Networkable for monitoring, recording, and controlling loads remotely
- Large display
- USB cable
- RS232 line driver
- Instantaneous/average readouts

Contact Electro for more details.



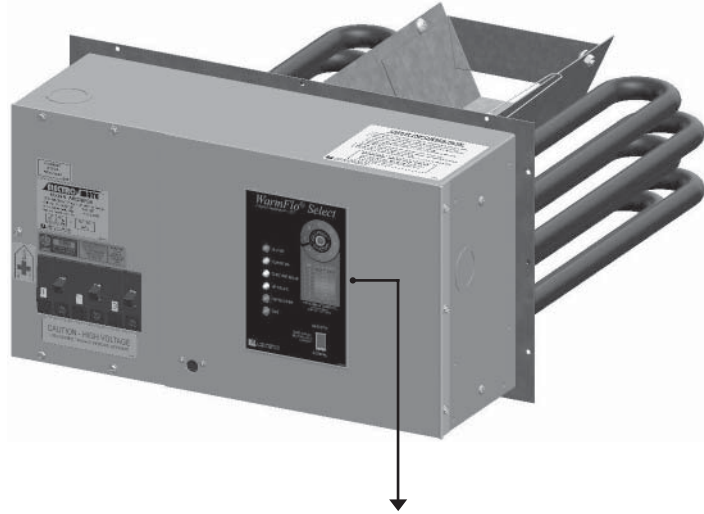
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NEW WarmFlo® Select Plenum Heater

Our new WarmFlo Select plenum heater makes ordering and installing a WarmFlo plenum heater easier than ever. We have integrated the control and interface modules into one discrete system which includes all of the features and flexibility of our current WarmFlo plenum heaters. In other words, you no longer have to worry about which interface module or chip code you need whether you are installing the plenum heater in conjunction with air conditioning, without air conditioning, or with a single stage heat pump.

Features/Updates

- No chip code selection required
- Application selection dial – HP or non-HP
- All-inclusive controls, can be used with either heat pump or air conditioning
- Lower CFM per kW requirement
- Set up for both single and variable speed blowers
- Modulates electric elements to maintain precise output temperature
- Listed and certified to current UL standards
- Made in USA



Standard Equipment

- Spin finned rod elements (20-year warranty)
- Circuit breakers
- Electric utility control (heat and cool)
- Automatic switch to standby during off-peak (heat)
- Variable speed blower connection
- Single conventional 4-wire thermostat control
- Quiet operation with DC relays
- Energy control selector
- Indicator lights
- Standard HVAC thermostat wiring connections

This dial allows you to control the efficiency of the electric heating system. The lower the dial is set, the more the heat pump is used before the plenum heater is added. The higher the dial is set, the sooner the plenum heater is added.

No more chip code changing or interface modules! It no longer matters if you are installing a heat pump or air conditioner, simply order the WarmFlo Select you need and during installation set this dial to the type of system you are installing and that's it, you're done.

Model Number

<u>Upflow</u>	<u>Downflow</u>	<u>kW @ 240VAC</u>	<u>Btu/h</u>	<u>Amps</u>	<u>Circuit Breakers</u>
EM-WU102S*-SL1	EM-WD102S*-SL1	10	34,000	21-21	60
EM-WU153S*-SL1	EM-WD153S*-SL1	15	51,000	21-21-21	60-30
EM-WU204S*-SL1	EM-WD204S*-SL1	20	68,000	21-21-21-21	60-60
EM-WU254S8-SL1	EM-WD254S8-SL1	25	85,000	21-21-32-32	60-60-30

*Model Number last digit: 5 = 15" Wide 8 = 18" Wide

AVAILABLE JULY 1, 2008 THROUGH YOUR LOCAL DISTRIBUTOR

Product Updates

SIMPLIFY WIRING ON ALL HEAT PUMP/GAS FURNACE APPLICATIONS

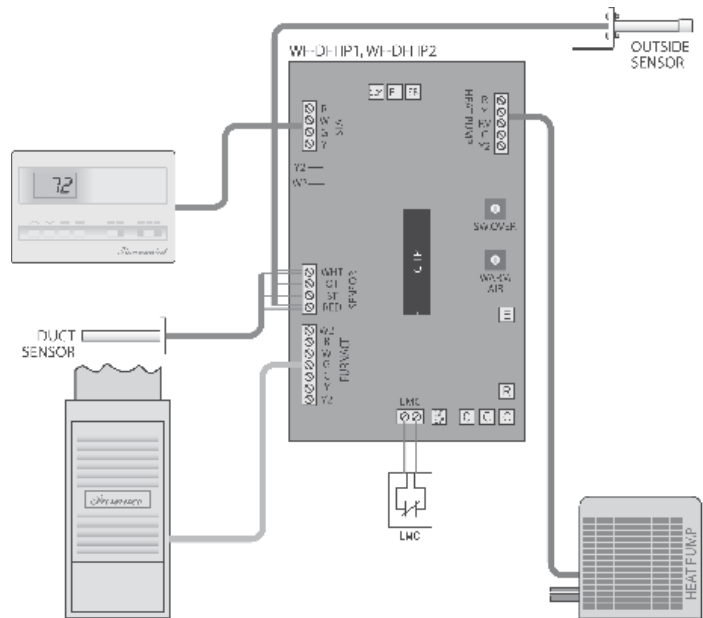
Don't rack your brain when deciding which thermostat will work best in your application - make it simple! Use a standard 4-wire thermostat on any and all heat pump/gas furnace applications with Electro Industries' dual fuel heat pump controllers. Electro Industries' heat pump controllers can also save you time and money on heat pump retrofit applications.

WF-DFHP1 – for single stage heat pumps

- Use with a standard 4-wire 1H/1C thermostat
- Built-in Load Control that improves cooling cycles over other options
- Advanced blower control during cooling
- Switchover timers to ensure comfort
- ODT balance point sensor included
- Defrost forces gas furnace to ensure comfort

WF-DFHP2 – for 2-stage heat pumps

- Use with a standard 4-wire 1H/1C thermostat or standard 6-wire 2H/2C thermostat
- Built-in Load Control that improves cooling cycles over other options
- Advanced blower control during cooling
- Switchover timers to ensure comfort
- ODT balance point sensor included
- Defrost forces gas furnace to ensure comfort
- Variable speed blower motor friendly



AR-142310

Sales Tools

EZ-Mate Display

Looking for a good way to promote your Electro products? We have an Electro-Mate lobby display that can do just that. We have a few options available to choose from. Simply contact your salesperson for more details.



Dealer Finder

We now have a dealer finder search engine on the front page of our Website. If you are not included on this list and would like to be, use our Dealer Sign-Up at www.electromn.com/deal/index.htm or contact us at sales@electromn.com to find out if you qualify.

Webinars

Interested in a customized Webinar on Electro products for your next sales or training meeting? Please contact Dean at dhavel@electromn.com for more information.

Technical Information

Stat Override Timer (SOT)

On our forced air products, options are available to add a timeout function for automatic transferring from electric to **standby**. Electro Industries refers to this as "SOT". With this feature the plenum heater can be undersized and if it is on for a preset period of time the SOT timer automatically switches the system to standby to finish out the thermostat cycle. The next thermostat call the electric will again start the process.

Low Voltage Wiring Separation

When installing one of our products utilizing our WarmFlo temperature sensors and/or load control, it is imperative this low voltage wiring be completely segregated from other high voltage wiring. If any of these low voltage wires are installed parallel to high voltage wiring, inductance from the high voltage wiring can occur and cause the system to operate incorrectly.

NEW MINI-BOILER™

Our new Mini-Boiler has more features and is easier to install and use than ever before. One of the best features of this new unit is it comes to you at a lower price tag, all while maintaining our high quality and reliability that you have come to expect from Electro Industries. Visit www.electromn.com for more information.



AVAILABLE JUNE 15, 2008

WIN MINNESOTA TWINS TICKETS!



Send us your Electro product installation photos and you will be entered in a drawing for 4 lower level tickets to a Twins game. Email your photos to sales@electromn.com no later than June 30, 2008.

UPCOMING TRAINING

Web Training Seminars

Electro Industries will be offering live Web training seminars every other Friday throughout the spring/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 to attend go to <http://www.webdialogs.com/join>, complete the sign-in form (Conference ID 12431) and click Log In (for voice conferencing call 1-888-676-3315). It's fast, it's easy and best of all, it's free!

- June 6** Electro-Boiler™ Suggested Piping Techniques
- June 20** Hydronic Storage Heat Concepts
- July 11** Using Your Electro CD To Sell Electric Heat
- July 25** Understanding WarmFlo® Concept
- Aug. 8** WarmFlo® Analyzer - WF-ANZ7
- Aug. 22** Plenum Heater Troubleshooting Basics

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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