



Wondering how you can take advantage of the Stimulus Package to increase comfort/efficiency and increase your Electro Industries equipment sales?

Here are a couple of ways in which you can do this.

First, under the Stimulus Package air source heat pumps have an available tax credit of 30% of cost, up to \$1500. Use this tax credit as a marketing tool to promote your heat pump and WarmFlo Select sales (also see below for more benefits).

Second, under the Stimulus Package geothermal heat pumps have an available tax credit of 30% of cost, with no cap. Use this tax credit as a marketing tool to promote your geothermal heat pump, WarmFlo Select, and/or Electro-Boiler sales.

In addition to the stimulus tax credit, many power companies also offer rebates to heat pump installations. Therefore, it is a very good idea to spend some time researching what your local power companies offer. By combining both the tax credit from the Stimulus Package and available rebates from the power company, your customers can have some very impressive up front savings on the cost of their equipment.

One thing to remember when packaging WarmFlo Select with an air source heat pump is the heat pump run time will be extended, which in turn increases the overall efficiency of the system, saving your customers even more money by reducing operating costs.

Another thing to consider when sizing geothermal systems is the law of diminishing returns. Sizing a geothermal system to match the design load of the house can be very cost prohibitive. Consider sizing the Geo system (including loops) between 80-90% of the required heat load, then use WarmFlo* or Electro-Boiler* to make up the remaining 10-20% needed to meet the remaining heat loss requirements. Typically you will see a substantial initial cost difference with this method versus attempting to size the heat pump to meet 100% of the heat loss requirements.

Keep in mind there are minimum required efficiencies for the heat pump equipment to qualify for these rebates.

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For more information please visit the Energy Star Web site at www.energystar.gov and click on Tax Credits for Energy Efficiency.

Electro has HELPS drawings for combinations (example BC030/BH025, HC108).

* For Geo there are two WarmFlo options:

EM-WU Series (SL1, SL2, SLC, SLT) for larger plenum (15x18)

EM-WE Series with 16x16 starter plenum above Geo blower cabinet

Weather Bin	Heating Hours	Heat Loss Range	Dual Fuel (25° B.P.)		
			HP	Gas	%\$
65° to 26°	4585	1,364 to 28,455	4590 kWh/ \$275	-	16
25° to 0°	1684	23,182 to 34,091	-	554 gal/ \$1108	65
-1° to -25°	345	36,818 to 50,455	-	165 gal/ \$330	19

Total \$1713
 EL - 16%
 Gas - 84%

NOTES:
 1. HP balance point (HPBP) - selected at 25° F
 2. Mpls., -12° design, 8250 D.D.
 3. Building or house size - 60,000 Btu/h
 4. Bryant 650 3-ton, 1200 CFM
 5. LP, 90% annual
 6. EL rate 6.0¢, LP \$2.00

Weather Bin	Heating Hours	Heat Loss Range	Dual Heat WF/EM (0° B.P.)		
			HP	WF	Gas
65° to 26°	4585	1,364 to 28,455	4590 kWh/ \$275	1500 kWh/ \$90	33
25° to 0°	1684	23,182 to 34,091	4054 kWh/ \$243	3390 kWh/ \$203	41
-1° to -25°	345	36,818 to 50,455	-	2058 kWh/ \$123	26

Total \$1098
 EL - 74%
 Gas - 26%

NOTES:
 1. HP balance point (HPBP) - selected at 25° F
 2. Mpls., -12° design, 8250 D.D.
 3. Building or house size - 60,000 Btu/h
 4. Bryant 650 3-ton, 1200 CFM
 5. LP, 90% annual
 6. EL rate 6.0¢, LP \$2.00



Sales Updates

WarmFlo Select

If you haven't heard, our new WarmFlo Select product line is in full swing. Now that our WarmFlo Select plenum heaters are available, we are going to begin the transition of phasing out both the WarmFlo II and standard Electro-Mate plenum heaters. Currently we have stock of both WarmFlo II plenum heaters as well as the standard Electro-Mates. Once this stock has been depleted, all orders for WarmFlo II will be converted to the equivalent WarmFlo Select and any orders for the standard plenum heater will be converted to HeatChoice II.



Product School Success

Over the years our annual product school has continued to increase in popularity. Because of this, we decided to offer two factory product schools this year. The first one was held in January and the second one was held in March. Both events were very well attended and well received by the attendees.

If you are interested in getting either sales or technical training on our products please contact us for more information.



Sales Trailer

This spring Electro is excited to introduce our new sales demonstration trailer. This trailer has been designed



to showcase our main product lines in a fully heated and cooled trailer. This is a great option for use at distributor counter days, contractor training events, power company member meetings, county fairs, etc.



Please contact us if you are interested in booking this

trailer for an upcoming event.

Returns

If you are ordering replacement parts and are intending on sending the old parts back to Electro for warranty credit consideration, the old part must be received within ninety days from the day the replacement part was shipped. If parts are not received within that time frame, credit may not be issued. Every product or part returned must also include a Return Goods Authorization number (RGA#) issued by Electro. We also require all parts or products returned include a completed warranty tag. If parts or products are received without the required information, credit may not be issued. If you have any questions regarding our Return Policy, please feel free to contact us.

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.

Important Pricing Information

Historically Electro Industries has released new price sheets reflecting any changes in our product pricing annually on April 1st. Due to the fact that costs of raw materials used to produce our equipment have remained fairly stable this year, we have elected to pass these savings on to you by keeping our current 2008 pricing on all of our products, until further notice.

This is especially important in the current economic downturn we are in. To be clear, any price sheets dated as listed below are our current pricing. We will not be releasing any price sheets marked 2009 or later until we deem it necessary to increase pricing.

We hope you find this as good news, if you have any questions regarding this decision please contact your sales representative.

BL050	Hydronic Heating Products	April 1, 2008
BL802	Industrial Electric Water Boilers	Revised 10/20/2008
EL704	WarmFlo Select	Revised 12/1/2008
XL004	Distributor Heating Products	April 1, 2008
XL013	Parts	April 1, 2008

Technical Updates

ES-24-BR

The software on our slab sensing thermostat has recently been updated to remove the reliability issues we have been experiencing. If you have an installation that seems to have thermostats failing, send in the thermostat along with the sensor and we will update the software to correct this issue.

WarmFlo Select - SL2 Series

The Speed B feature that allows you to control the Y2 fan speed based upon the supply and outdoor temperatures has been integrated into the WarmFlo Select SL2 series (2-stage heat pumps). This change means that Speed B is available to use on the SL2 Series right out of the box without having to do any special settings to the plenum heater during installation.

EM-SL30-KIT

If you need to add 5 kW to your WarmFlo Select plenum heater, **do not** use model number EM-WU30-KIT. The EM-WU30-KIT is only to be used on WarmFlo II equipment. For WarmFlo Select plenum heaters use model number EM-SL30-KIT.

WarmFlo Select Conversion Kits

We do have conversion kits available for our WarmFlo Select plenum heaters. These kits are for WarmFlo Select plenum heaters that were installed in the wrong application. For example, you have a SL1 that was accidentally installed with a 2-stage heat pump. Instead of pulling out the entire plenum heater and replacing it with the correct one, you can order a conversion kit to convert the SL1 to an SL2. Please note when ordering these kits, we need the exact model number and serial number of the unit installed.

WF-ANZ7

Our WarmFlo Analyzer has been updated to include a feature that allows you to monitor the CFM in your furnace system. This is accomplished by simply entering a few parameters into the meter. From there you will be able to monitor the system airflow in real time.

If you want this feature added to your Analyzer, please send it to us and we will update it for \$19.95. In order to take advantage of this update, you must have part number WF-ANZ5 or newer.

2009 PHOTO CONTEST

WIN A WARMFLO® ANALYZER OR MINNESOTA TWINS TICKETS!

Send us your Electro product installation photos for a chance to win a WarmFlo Analyzer or 4 lower level tickets to a Twins game. Photos will be judged based on photo quality, quality of installation, and creativity.



WF-ANZ7
VALUED AT \$199!

Email your photos to sales@electromn.com no later than July 1, 2009. The winner will be announced in our July newsletter.

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 Jason at jbecker@electromn.com. It's fast, it's easy and best of all, it's free!

- May 1** Electro-Boiler Options for Hydronic Heating
- May 8** Stimulus Package Ideas
- May 15** Zone Controller Basics & Wiring
- May 29** Electro-Boiler Troubleshooting
- June 12** Electro-Boiler Industrial Series
- June 26** WarmFlo Select - SL2 Series
- July 10** Electro Industries' Electric Furnace
- July 24** Air Make-Up Heaters
- August 7** Forced Air Option for Adding Electric Heat

Also, contact Jason 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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