

EP

Sales, Inc.

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October 2010 Newsletter

As cold weather approaches, EP Sales has exciting news on products and ideas that will offer your customer ways to save money on their heating system installations, improve system efficiency, lower operating costs and stay in front of their customers.



ecobee



“Wet Head” Corner: With today’s depressed residential new construction market, we are seeing more retrofit and remodeling applications for hydronic radiant floor heating systems. These systems often have smaller bTu loads making the heat source selection a real challenge. Our recommendation for these applications is a Thermolec electric boiler. Compact and lightweight, this boiler can fit into tight spaces and doesn't require any venting or gas piping. A typical 3 kW (10,239 btu) through 9 kW (30,717 btu) electric boiler is around 65% of the cost of a typical high efficiency gas boiler. With current natural gas rates and higher in-town electric rates, it would take over seven years of higher operating cost to make up the installed cost savings of the electric boiler. Other important advantages of the electric boiler is it’s low maintenance design and it’s fully modulating operation (near zero output) so it will not short cycle. Need we say more?

Cabin and seasonal home monitoring: Are your dealers looking for new ways to generate revenue? With the new Ecobee WiFi enabled thermostat, a homeowner can monitor and change the setting of their thermostat via their smartphone or laptop computer. The HVAC dealer can have access to the stat (with a homeowners authorization) and receive e-mail alerts if the home reaches a pre-set high or low temperature. The stat can also be programmed to help the dealer stay in touch by sending homeowners reminder e-mails to their stat to schedule “clean & check” appointments. Other stat capabilities include inputs for door/window sensors, flood sensors, lighting sensors or motion sensors. Find out more on page 3 of the newsletter.

Thank you for your business and for taking time to read our newsletter!

EP Sales- News & Notes

Soler & Palau USA
Innovating Solutions



S&P Ventilation Group Finalized Acquisition of RenewAire

Soler & Palau (S&P) has finalized the acquisition of RenewAire LLC and begun to integrate a number of exciting RenewAire products into the S&P line. "S&P intends to be a dominant ventilation product supplier in North America and RenewAire's reputation for reliable and energy efficient indoor air quality products is an important part of our planned growth" said Eugene Scotcher, CEO of S&P's North American Division.

RenewAire products now available through S&P include the V-Series low volume bath fans and the TR series residential ERVs. The TR series ERV is exactly the same as the RenewAire EV series, with the S&P name on it. S&P stocking distributors now have access to these fine products in addition to the extensive offering of inline fans and other air movement products. An added benefit for the S&P distributor is that these RenewAire products can be added to an S&P order to get full freight allowed. Please contact your EP Sales Territory Manager for more information on this new sales opportunity.

V Series Ceiling Fan

NEW
PRODUCT



Ceiling Exhaust Fans V-Series



Performance

- The most energy efficient line of ventilation fans available in North America.
- Aerodynamically engineered to move air with lowest power consumption and sound levels.
- Motors operate with the lowest heat build up for long life even when run continuously - 5 year warranty.
- Low air leakage dampers minimize uncontrolled infiltration.
- The lowest carbon footprint of leading residential ventilation brands.

Construction

- Robust steel housing and duct collar
- Heat-sink motor unit
- Internal electrical wiring box
- Attractive, sturdy grille
- Impedance and thermal fuse electrical protection
- UL List for installation in tub/shower enclosures when connected to a GFCI protected branch circuit.



EP Sales now representing ecobee



EP Sales is happy to announce that we are now the ecobee Representative for Minnesota, North Dakota and South Dakota.

About ecobee

Ecobee smart thermostats are unlike anything on the market today. With products for both residential and light commercial applications, ecobee stats offer an attractive full color touch screen display, are more easily programmed than any other stat and are WiFi enabled. This means you can access your ecobee Smart Thermostat through a personal and secure Web Portal. All aspects of the Smart Thermostat can be managed from anywhere there is an Internet connection. A simple registration process helps you set up your web portal in a matter of minutes. Ecobee's EMS product allows the light commercial user to control an unlimited number of stats from one web portal. Check out all the great features of this new product at www.ecobee.com or contact your EP Sales Territory Manager for a demonstration.

On screen forecast



Free web portal and alerts



Remote access to thermostat from anywhere in the world with internet or smart phone.



Reminders & alerts

- Air filter change
- Humidifier pad change
- UV filter change
- High and/or low temperature alerts
- Excess auxiliary heat run time alert
- Auxiliary heat outdoor temperature alert
- System fail to heat alert
- System fail to cool alert
- Turn off the AC
- Adjust the heat and or cool set temperatures
- Switch the system to occupied or unoccupied mode
- Activate an accessory relay (up to three)

Equipment compatibility

- Gas/Oil/Electric conventional heating (up to three stages)
- Air to air or Ground Source heat pump with Auxiliary heat (up to 4 stages)
- Dual fuel systems
- Electric cooling (up to 2 stages)
- Central humidifier
- Central dehumidifiers
- Heat Recovery Ventilators
- Energy Recovery Ventilator

New Product



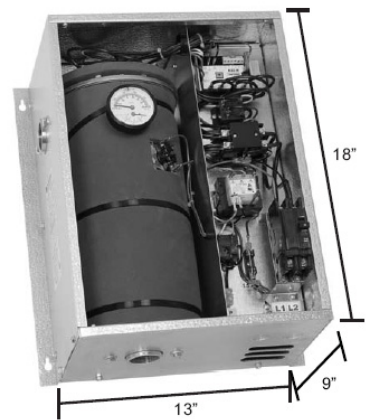
THERMOLEC



Thermolec's new TMB electric boiler is now in stock at EP Sales and ready for delivery. This great new boiler is available in 3, 6, 9 and 11 kW sizes with many of the same great features available in Thermolec's standard FFB boiler!



- Compact and light weight design
- Stainless steel tank
- Up to 190°F supply water temp.
- Fully Modulating
- Outdoor sensor and reset control
- Less expensive than FFB model



Thermolec TMB Boiler Specifications @ 240v 1ph				
	B-3TMB	B-6TMB	B-9TMB	B-11TMB
kW	3	6	9	11
BTU/H	10,236	20,472	30,708	37,532
Total Amps	12.5	25	37.5	45.8
Breaker Amps	1 @ 20A	1 @ 40A	1 @ 50A	1 @ 60A
Unit Weight	21 lbs.	23 lbs.	25 lbs.	27 lbs.



New Product

NEW: Summeraire RD Series Light Commercial Air Exchangers

Now available in three sizes ranging from 350-1100 cfm with the same built in controls and external control options as our residential RD units.



Light Commercial HRV Features:

- PSC direct drive fan motor, 120 VAC
- High efficiency ECM motors available
- Built-in control includes 3 fan speed selections, plus intermittent and standby modes
- Low voltage remote control options
- Automatic recirculation defrost
- Unit rotates for easier duct installation
- MERV 7 washable filters
- Washable polypropylene core with 15 year warranty
- Two year limited warranty on components

SPECIFICATIONS			
DESCRIPTION	SHRV450RD	SHRV600RD	SHRV1100RD
Depth	17 3/8	20 3/8	32 3/8
Length	47 7/8	47 7/8	47 7/8
Height	31	31	31
VAC @ 60 Hz	120	120	120
Amps	5	5.5	6.5
Shipping Weight (lbs)	120	180	230
Air Flow CFM			
.7" (175 Pa)	250	300	600
.6" (150 Pa)	300	350	700
.5" (125 Pa)	350	400	800
.4" (100 Pa)	380	470	900
.3" (75 Pa)	420	500	1000
.2" (50 Pa)	460	600	1100
.1" (25 Pa)	480	620	1150
Duct Connection "A"	8"	10"	8"
Duct Connection "B"	12"	12"	20"



New Products



Salo Manufacturing will soon be releasing additional units to their ever expanding line of fiberglass tubs and showers.

New Units available starting in November:

- 60" Shower w/ end drain in 32" and 34" rough-in depths, available in both 1 piece, 3 piece and above floor rough in styles
- 60" Shower base with end drain for tiled shower
- 48" barrier-free shower will soon be available in a 3-piece remodeler unit for retrofit handicap shower applications.

Literature containing the new units will also be available in November



Solar Powered Attic Fan



Features:

- Most powerful solar attic fan available registering 25 watts and 1550 cfm of power
- Each unit effective enough for 2300sqft of attic space
- Constructed of corrosion resistant metal and powder coated for long life
- Available in three color options

Benefits:

- Removes hot air from attic without using any power
- Reduces air temperature in attic 10-15 degrees above ambient outside temperature.
- Reduces cooling load which in turn will lower electric bills and make a home more comfortable throughout the summer



New Products



Series TR- The Ultimate ERV Total Recovery for All Climates



Standard Features:

- Patented ERV core with high efficiency latent and sensible energy transfer
- Units can be installed in unconditioned spaces
- No condensate pan or drain required
- No balancing required
- Optional low voltage timer controls available
- Integral mounting flange and hangin bracket system
- Fully insulataed cabinet
- Merv-8 filters



10-year industry best core warranty
2-year warranty on balance of unit

10-YEAR
Core Warranty



SPTL- Percentage Timer Control



SPBL- Push Button Control



SFM- Percentage timer
with furnace interlock

Performance and Dimensions

Model	ESP (Inches H ₂ O)	0.1	0.2	0.3	0.4	0.5	0.6	0.7	0.8	0.9	1.0
TR70	Airflow (CFM)	86	73	59	46	-	-	-	-	-	-
	Watts	99	95	90	87	-	-	-	-	-	-
	Temp Eff %	71	74	78	81	-	-	-	-	-	-
	Total Winter %	64	68	71	74	-	-	-	-	-	-
	Total Summary %	49	53	57	60	-	-	-	-	-	-
TR130	Airflow (CFM)	148	141	132	113	94	69	52	-	-	-
	Watts	138	132	125	118	110	98	92	-	-	-
	Temp Eff %	67	68	70	73	76	80	83	-	-	-
	Total Winter %	57	59	60	64	67	72	75	-	-	-
	Total Summary %	41	43	44	48	52	57	60	-	-	-
TR200	Airflow (CFM)	207	192	186	176	168	149	122	-	-	-
	Watts	185	169	165	154	148	138	128	-	-	-
	Temp Eff %	76	77	77	78	79	80	82	-	-	-
	Total Winter %	67	68	68	69	70	72	74	-	-	-
	Total Summary %	52	52	53	56	55	56	59	-	-	-
TR300	Airflow (CFM)	-	-	-	310	300	289	268	249	199	155
	Watts	-	-	-	310	300	287	266	247	224	206
	Temp Eff %	-	-	-	67	68	69	71	72	76	80
	Total Winter %	-	-	-	56	57	58	61	62	67	70
	Total Summary %	-	-	-	37	38	39	42	44	48	51

ecobee webinar schedule



Ecobee offers training seminars for distributors and dealers to remotely sit in on a presentation of the ecobee product. The open format allows for attendees to interact and ask questions throughout the presentation.



Contact your EP Sales representative to get yourself or interested dealers signed up for one of the future webinars.

ecobee Smart Thermostat & Energy Management System

Fri, Oct 8, 2010 12:00 PM - 1:00 PM EDT

Fri, Oct 22, 2010 12:00 PM - 1:00 PM EDT

Fri, Nov 5, 2010 12:00 PM - 1:00 PM EDT

Fri, Nov 19, 2010 12:00 PM - 1:00 PM EST

Fri, Dec 3, 2010 12:00 PM - 1:00 PM EST

ecobee Energy Management System Only

Fri, Oct 29, 2010 12:00 PM - 1:00 PM EDT

Fri, Nov 12, 2010 12:00 PM - 1:00 PM EST

Fri, Nov 26, 2010 12:00 PM - 1:00 PM EST

Fri, Dec 10, 2010 12:00 PM - 1:00 PM EST

Fri, Dec 24, 2010 12:00 PM - 1:00 PM EST

Closeout Specials



THERMOLEC

Closeout Duct Heaters

(1) 14" x 14", 5kw, 208/1, 1 stage, no stat, no disconnect

Net Price = \$150.00

(1) 12" round, 15kw, 208/1, 1 stage, no stat, no disconnect

Net Price = \$250.00

(1) 12" round, 18kw 240/1, 2 stage, no stat, no disconnect

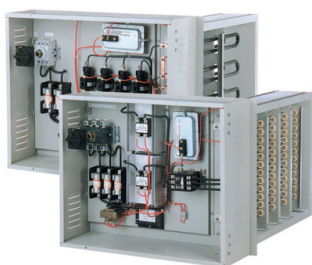
Net Price = \$300.00

(1) 18" x 20", 5.75kw, 240/1, 1 stage, no stat, no disconnect

Net Price = \$150.00

(2) 24 x 12, 2kw, 208/3, 2 stage, no stat, built in disconnect

Net Price = \$250.00 each



Please contact Andy or Joe in the office for more information on closeout items.