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Thermo Pride

July 2005

Volume 6 Issue 2

Introducing a New American Classic!

Thermo Pride furnaces have been American classics for over half a century. Now, we're offering a new take on a classic — the **Thermo Pride OH6 Low-Profile Highboy Oil Furnace**. Introduced in June, it's got all the great features of a Thermo Pride oil furnace — in a smaller package! (Whoever said “good things come in small packages” was absolutely right!)

At **45 inches high**, the OH6 is a full **11 inches shorter than a typical highboy oil furnace**. But it certainly doesn't carry a “low profile” in the literal sense! This compact marvel is quality crafted with American pride and ingenuity to include:

- AFUE up to 87.9%
- 13-Gauge Copper Coated Octatherm™ Heat Exchanger
- Easy Access Clean Outs
- Variable Firing Rates
- ECM Motor Option
- Beckett or Riello Burner Available
- Direct Vent Kit Available
- Rounded Corners
- Transferable Lifetime Warranty



The OH6 is **perfect for such challenging installations as low-ceiling basements**, and also provides more room for the taller A-coils that are now popular.

You asked for it — now you've got it! Thermo Pride spent over two years designing the OH6 furnace according to contractors' requests. Units went through a 30,000-cycle test in the lab — that's three times the industry standard. The OH6 then spent an entire heating season in field trials, to ensure quality, durability and 100% customer satisfaction.

Here's Your Chance to Win Another American Classic!

With every OH6 furnace you purchase from Thermo Pride between now and August 31, you will be entered for a chance to **win another American classic** — **a BRAND NEW 2005 HARLEY-DAVIDSON XL883 CUSTOM MOTORCYCLE!**

Contact your local Thermo Pride representative now to learn more about the NEW OH6 low-profile highboy oil furnace.

Direct to dealer sales only. No purchase necessary — visit www.thermopride.com to enter.



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Our high level of quality and customer satisfaction is a direct reflection of our dedicated and hard-working engineers. We couldn't be more proud of them, so we will introduce just a few in this issue's Employee Spotlight.



MEET THE EXPERT ENGINEERS



More than just a Project Development Engineer, our own **Mike Sharkozy** is also a Certified Six Sigma Black Belt, making sure we keep our competitive edge with high quality products and services. He lives in North Judson with his wife, Laura, and three children — Michael (15), Beth Ann (13) and Erin (9) — and in his spare time enjoys yard work, cooking, golfing, coaching the kids in sports and “searching for a winning lottery number.” He says that after almost ten years with the company he left “to find himself” — lucky for us he found his way back close to home at Thermo Pride!



Now approaching “lifetime employee” status, **Everett E. James** started working with us part time while attending college back in 1972. Now the Director of Engineering (Site Manager), he went on to earn his MBA at Indiana Wesleyan University; professional accreditations with ASHRAE, ACCA and GAMA; and even found time to be a Junior Achievement Consultant in High School Economics. He finds it hard to believe that he and his wife, Marsha, have been married for 31 years and have five grown children, but they still enjoy riding their motorcycles together when they're not babysitting grandchildren Gillian, age 4 and Drew, age 2!



As Product Development Engineer, **Richard Barrows** has been working hard to build quality and dependability into our air conditioning line of products and furnace and blower control equipment since 2001. He has a BSEE from Valparaiso University. In his spare time, Rich enjoys spending time with his family — his wife, Debra and children Rebekah (23), Aimee (19), Kathleen (17), Carissa (11) and Jonathan (9), and is also active in his local church.



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Thermo Pride's Ea\$y Pride Financing Program is Back ... Now with 6 months same as cash financing!

Summer is a great time to encourage your customers to think ahead about upgrading to a new, energy-efficient Thermo Pride furnace. (They can think even more ahead and replace their old air conditioners, too!) The great thing is, **your customers won't have to worry about paying for their comfort equipment for half a year!**

That's because you can now offer homeowners **6 months same as cash financing** through the Thermo Pride Ea\$y Pride Financing Program.

All it takes is your customer mentioning **promotion code #6MOSAC** when they call to apply for financing (see phone number to the right). Everything else works exactly the same as the standard financing program. The 6 months same as cash financing program does require you to pay a fee that is currently 2.5% (with the rates subject to change) — the only fee you are required to pay. If the homeowner chooses standard financing, there is no cost to you, the dealer, whatsoever. Please know that it is your choice whether or not to offer the 6 months same as cash financing. If you would like to offer 6 months same as cash financing, please call Thermo Pride at **(717) 239-7648**. You will be sent a fee authorization form, which you can return to us to activate your eligibility to offer this program.

Standard Financing

Like the 6 months same as cash program, the standard Ea\$y Pride financing offers your customers an easy way to finance new Thermo Pride heating and cooling equipment ... and offers you **the opportunity to up-sell your clients and further build your bottom line.**

Ask your local Thermo Pride sales representative for more information on enrolling.

7 simple steps is all it takes:

1. Sign up for the program with your Thermo Pride sales representative.
2. Advise customers that Thermo Pride's homeowner financing program is available and give them EnerBank's number **1-866-341-3200** to call for approval.
3. Homeowner places call and is approved in less than 10 minutes.
4. EnerBank informs you if, and for how much, the homeowner is approved.
5. You fax a copy of finalized job quote to EnerBank.
6. A 2-party check is mailed to homeowner (made out to homeowner and your company).
7. The homeowner signs off on the check and gives it to you when the job is completed.

ENGINEERS AT THERMO PRIDE!



Larry Lemke is a Laboratory Technician intent on making sure that Thermo Pride products adhere to the strictest of quality standards — and, if not, he'll help to design or redesign them until they do! He attended Ivy Tech State College, and Ball State and Valparaiso Universities before becoming part of the Thermo Pride family in 1986. When he's not in the lab, Larry enjoys the great outdoors fishing and golfing and serves his community as an active member of the American Legion.



Joe Leszek is a relative newcomer to Thermo Pride, joining the team as Laboratory Technician in August 2004. When he isn't hard at work with product design and testing, he likes to ride his motorcycle and spend time with his 8-year-old son, Keaton, and wife, Stacy, at their home in North Judson. Joe is also active in the North Judson Fire Department and American Legion Post 92 and (in his spare time!) coaches Pop Warner Football and Little League Baseball.



Donnie Zimmerman will be celebrating 20 years with Thermo Pride this July, having joined us before earning his Associates Degree in HVAC from Ivy Tech State College in 1987. As an Engineering Associate, Donnie spends his day designing and testing new products and lately can't wait to get home to spend time with his infant son, Drew, and wife Christy. Congratulations, Donnie and Christy!



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Gerald "Jerry" Rausch started with Thermo Pride in 1994 and his daily schedule as Senior Manufacturing Engineer includes developing methods and techniques to build a quality product, preparing cost estimates, and working with new product development teams. A Purdue University alumnus, Jerry earned his Masters Degree in Project Management from the Keller Graduate School while working full time back in 2000. You may be surprised to learn that Jerry tinkers as a blacksmith in his spare time, is active in the National Muzzle Loading Rifle Association, serves on the Pulaski Public Library Board and even operates a small blueberry farm! He and his wife, Jane, have four grown children and call Winamac home.



Thanks again for your dedicated loyalty ... and keep up the great work!

Announcing Thermo Pride's NEW, Redesigned Air Handler

*Featuring reliability, comfort, durability,
quiet operation and high efficiency.*

A good thing just got better! We proudly announce the redesign of our Air Handler — now taking advantage of a GE ECM blower motor. The **ECM motor provides infinite blower speeds** to increase the air handler's efficiency and provide consistent air flow, for a more comfortable home.

Both models — the AH2 and AH4 — include a **high SEER evaporator coil** that provides either 2-3 or 3-5 tons of cooling (depending on the model) while eliminating unwanted indoor humidity. When matched with Thermo Pride's **outdoor condenser unit**, it makes for an extremely efficient, quiet, reliable and complete comfort system. **Hydronic coils** are also available as an option. The hydronic coil easily slides into the cabinet and provides up to 120,000 BTUs of heating. Both the air conditioning coil and hydronic coil are covered by Thermo Pride's **10-year Peace of Mind Warranty**.

Why the AH2 and AH4 will make you exclaim, "AH-HA!"

- Complete comfort for **central or zoned heating, cooling or both**.
- **Optional hydronic coil** attached to a boiler or hot water heater creates a very comfortable temperature rise approaching 70°.
- Can supply **warmer air than most furnaces**, with a fraction of the space, investment and cost of operation.
- Allows customers to **convert from electric to oil or gas heat**.
- Can be positioned in either a **horizontal or upflow position**.
- **Accessories** include **air conditioning, power humidifier, electronic air cleaner and media air filter**, and **UV Aire** air purifying system.
- Built tough, with **interlocking steel casing and foil-faced insulation**, for quiet operation, reduced heat loss, and improved efficiency.

**Your total comfort solution —
Available direct from Thermo Pride starting August 1, 2005.**



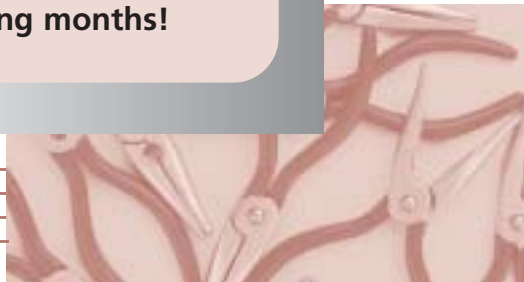
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FREE This Fall!

Last year, Thermo Pride gave away almost 800 tools — and we'll be doing it again this fall. So dealers, keep a lookout for more information in the coming months!



tech tip

Where's That Combustion Chamber in Relation to the Air Tube?

When installing a burner on a Thermo Pride furnace, be sure to check the insertion depth of the air tube — this is true on both new and existing installations.

On new installations, shipping and handling may cause the combustion chamber to either slide front or back. Reposition the chamber so the air tube is back 1/4 of an inch from the outside of the chamber. Do not allow the air tube to touch or protrude into the combustion chamber; this will cause the air tube to overheat and warp.

The OL2, OH2 and OC2 have positioning clips that hold the chamber in the correct positions. Be sure the combustion chamber is pulled back against these clips.

Anytime you pull a burner, be sure to check the position of the combustion chamber in relation to the air tube.