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November 2003  
Volume 4 Issue 2

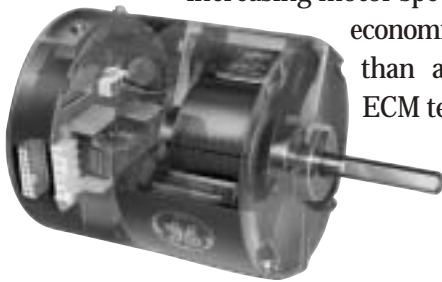
## Premiering the Premiere Oil Furnace: Dependable Craftsmanship,

Exceptional comfort ... increased efficiency ... quieter operation ... plus the handcrafted quality and proven warranty of a traditional Thermo Pride furnace — that's the **Premiere Oil Furnace**.

Using ECM (electronically commutated motor) technology, the variable-speed blower motor **automatically adjusts its speed for varying heating and cooling modes**. And that means maximum comfort.

The Premiere Oil Furnace features a quieter start-up, greater efficiency, and more comfortable operation due to infinite fan motor speeds, delivering comfortable airflow in both the heating and cooling modes. Automatically compensating for restricted ducts or a dirty air filter by increasing motor speed, the Premiere is also

economical. Using less electricity than a conventional blower, ECM technology means lower energy bills for your customers.



ECM Blower Motor

**Also look for our Premiere Gas Furnace and Premiere A/C!**

For additional features and full specs, please contact your Thermo Pride salesperson today.

In this issue ...

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- 1-Best Buy Rating
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## Thermo Pride Receives the "Best Buy" Rating from *Consumers Digest Magazine*.

Now when you specify Thermo Pride, your customers can buy with even more confidence. That's because *Consumers Digest Magazine* has just named Thermo Pride oil-fired furnaces a "Best Buy" in its October 2003 issue.

We at Thermo Pride have worked hard to achieve our status as a manufacturer of quality products. Our furnaces are built with pride in the USA for quiet, long-lasting performance and smooth, trouble-free operation.



P.O. Box 217  
North Judson, IN 46366  
[www.thermopride.com](http://www.thermopride.com)  
574-896-2133

## Announcing New A/C Coil Cabinets: an Integrated Unit

Thermo Pride is excited to introduce our new **Air Conditioning Coils and Cabinets**, combined into one convenient unit.

Benefits for dealers include:

- ▶ **Compatibility with our oil and gas furnaces** — sized to fit!
- ▶ **Easy installation and service**
- ▶ **Anit-microbe drain pan**

To benefit consumers, our new evaporator coils come in a wide range of sizes (two to five ton), with energy ratings from 10 to 14 SEER. **In addition, Thermo Pride will now offer a low M-Evaporator Coil that is only 15 inches high — making coil installations easy in situations where the standard evaporator coil won't fit.** The M Style Evaporator Coil is perfect when ductwork is tight or the ceiling is low. This coil is rated up to 3-1/2 tons.

All Thermo Pride evaporator coils come with a heavy-duty low water retention drain pan with an anti-microbial additive. And all come with a full five-year warranty.



 **tech tip**

from Tim Wolf, Thermo Pride  
Technical Advisor

Use the 15" high M-Evaporator Coil in situations where standard coils won't fit.



North Judson, IN Plant



Denton, NC Plant

## ISO 9001:2000

### North Judson and Denton Plants Certified

Thermo Products is proud to announce that our plant in North Judson, IN has been certified to the new ISO (International Organization for Standardization) 9001:2000 standard. This successful audit provides for TUV-Rheinlander Certification of our Quality Management System.

Specific congratulations go out to our Quality Manager, Kirby Trent, and North Judson Plant Manager, Allen Kuehl, whose extensive work resulted in this certification. However, it is everyone within the organization that has made this certification possible. "There is evidence that the Quality objectives are in place and that the Quality policy and ISO practices are well established," commented Neil McCormack, TUV Lead Auditor.

Our Denton, NC plant completed the 9001:2000 certification last year and underwent their initial surveillance audit in September.



## Co-op News

We strive to do our best to assist dealers in promoting Thermo Pride products. One way we hope to accomplish this is by issuing co-op credit.

Each time you purchase from Thermo Pride you earn co-op credit, to be used for advertising in your local area. You may advertise through newspapers, radio, television, yellow pages advertisements, trade show participation, Thermo Pride signs and other promotional items. (For your convenience, we even offer pre-produced ad slicks, radio scripts and “cut sheets” of our logo and product photos for yellow pages ads.)

Thermo Pride will credit up to 50% (unless otherwise specified) of the cost of qualified items. Co-op credit is accrued up to a total of 2% of your annual purchases. Purchases made this year count towards your co-op credit for the following year.



To receive the full co-op reimbursement, Thermo Pride competitors' names and/or products may not appear in the advertisement. Burnham products (boilers, etc.) and non-competing products are acceptable.

Claims must be submitted to and received by the Co-op Department before November 30th of the current co-op year and Thermo Pride reserves the right to reject any claims we feel do not meet the established co-op guidelines.

For complete, up-to-date information on our co-op program, contact:

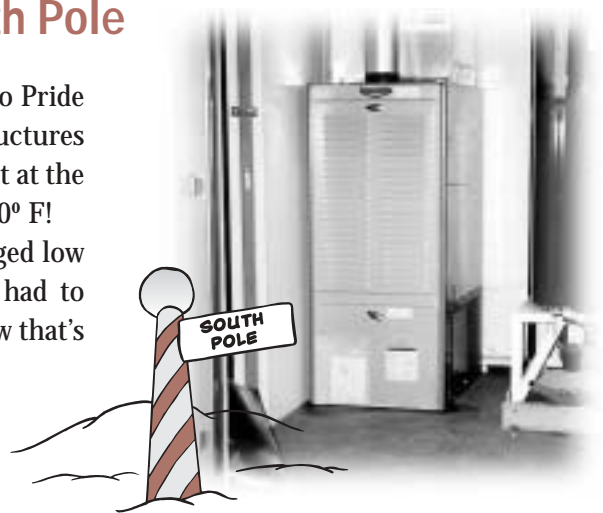
**Linda Zellers at 800-348-5130 or check the guidelines and claim form in the online store**

## Thermo Pride Oil Furnaces Heat up the South Pole

Nothing beats the Thermo Pride Oil Fired Furnace! In fact, Thermo Pride furnaces are so tough they've been selected to heat 10 mobile structures belonging to the National Science Foundation IceCube telescope project at the South Pole where “summer” temperatures hover between  $-30^{\circ}$  and  $-50^{\circ}$  F!

The furnace components have been modified to withstand the rugged low start-up temperatures, but that's only half the battle. The furnaces had to withstand the trip via truck, sea and air from the USA to Antarctica! Now that's tough!

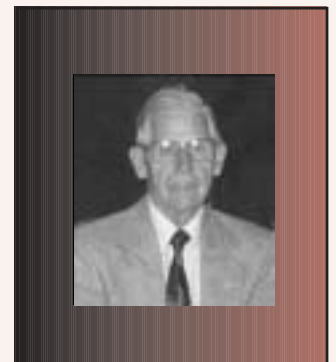
The image shows a Thermo Pride furnace installed on a mobile drilling platform bound for the South Pole.



## In Memoriam: John Cunningham 1911-2003

Thermo Pride founder John Cunningham passed away on September 21, 2003 at age 92, after a long and productive life. John founded the company in 1946 in North Judson, Indiana. In June 1969, he handed control of the company over to his son, Jack Cunningham. In August 1969, John moved to Maine, where he continued to represent Thermo Pride in New England, while developing all the Thermo Pride territories in New England and Long Island. John frequently traveled his territories working as a team with his wife Marjorie until she passed away in 1994. John retired from Thermo Pride in 1998.

We at Thermo Pride mourn the loss of this charismatic leader who devoted his life to the company and served as a role model for so many of us. He will be sorely missed.





P.O. Box 217, North Judson, IN 46366

[www.thermopride.com](http://www.thermopride.com)  
574-896-2133

Check out the Virtual  
Plant Tour online at  
[www.thermopride.com!](http://www.thermopride.com)

## Selling up to Thermo Pride

**Clean. Quiet. Efficient. Economical.** These are what consumers want from their comfort equipment. But they also want products that are **built better and last longer**. And that's what they'll get when you sell them up to Thermo Pride.

While our competitors may focus on mass production and low cost, Thermo Pride, for over 50 years, has concentrated on high quality — handcrafting products that last and providing the reliable service *and* comfort people trust.

### Cases in Point:

- ▶ Thermo Pride has a standard 70°F temperature rise — the difference in temperature from the point where it enters the furnace to the point where it exits. This is an air temperature up to 30°F warmer than the competition. In short, it means a superior comfort level.
- ▶ Thermo Pride furnace cabinets are painted inside and out with a baked enamel finish after they are formed. This ensures long life and a quality appearance. It's just one example of the way Thermo Pride products are built with top-of-the-line materials and components for strength and durability ... and designed to create a pleasing "look."
- ▶ Thermo Pride's "Peace of Mind" Warranty — available for all products — helps eliminate the risk of having to repeat a substantial investment. Should a customer sell his/her home, this warranty will be transferred automatically to the new homeowners.
- ▶ With efficiencies up to 15.3 SEER, the Premiere air conditioning unit is well above the prescribed guidelines of the ENERGY STAR® program. All across the board, efficient Thermo Pride products offer greater energy savings, for a faster payback on one's investment.



At Thermo Pride, we don't flick a switch on the assembly line and stamp out low-cost equipment. We put our hometown pride and superior craftsmanship into every product we build. "Selling up" to Thermo Pride means meeting the same high standards we do every day.