

GREENER WORLD

WFI Global—Heating • Cooling • Hot Water

January/February 2008

FROM THE PRESIDENT SOFTWARE UPDATE FOR GROUND LOOP DESIGN

We have been using GLD (Ground Loop Design) software for several years and have had tremendous luck worldwide. We currently offer the software in 10 different language options and can add any additional language that may be required.

The main new feature in version 5.0 Premier is the new user interface, which allows access to several key input items on a single page. The WFI version has a custom feature which allows sizing of group loops in building pilings. When a customer installs GLD but does not have the security dongle attached (USB connection), GLD runs in demo mode and provides access to the entire program minus a few key design parameters. The demo mode does not stop after a certain number of uses or days.

Lost or misplaced dongles are NOT replaceable. If a dongle doesn't work within the first 30 days, it will be replaced free of charge. After 30 days, there is a \$600US charge for replacement. If the dongle is not returned, the customer must pay full price for the replacement package.

- Upgrade cost from version 2.X to 5.0 is \$1,020US.
- Upgrade cost from version 3.X to 5.0 is \$820US.
- Single user version 5.0 is \$1,820US.
- Networked 3 user version 5.0 is \$4,860US.
- Networked 5 user version 5.0 is \$7,200US.

Please *contact us* if you are interested in the software and/or GLD training.

NEW 50 HERTZ ENVISION PRODUCTS

We are in the process of updating the Envision product line to offer in 50 hertz markets.

This will give us a broad product offering (3 kW–72 kW) in R-410A CE marked water to air products. We will offer the smaller sizes early in the 3rd quarter 2008 and then follow with the larger sizes. The units will feature ECM variable drive blowers, high efficiency scroll compressors and FX platform controls. Look for more info in the next few months.

-TC

SHIPMENTS FROM WFI

WFI Global product is now Incoterm ExWorks for all International shipments. Definition follows:

EX WORKS

Ex means **from**. **Works** means **factory, mill** or **warehouse**, which is the seller's premises. EXW applies to goods available only at the seller's premises. Buyer is responsible for loading the goods on truck or container at the seller's premises, and for the subsequent costs and risks.

In practice, it is not uncommon that the seller loads the goods on truck or container at the seller's premises without charging loading fee.

In the quotation, indicate the named place (seller's premises) after the acronym **EXW**, for example **EXW Kobe** and **EXW Fort Wayne**.

Some manufacturers may use the term **Ex Factory**, which means the same as Ex Works.

CAROLYN'S CORNER

Can you believe 2007 is over and a new year has arrived? WFI has had a tremendous year and we attribute that success to each of you and your staff.

WFI Global has met many milestones over the last 12 months.

We have hosted many of you at our facility in Fort Wayne, Indiana, USA. This has afforded us the privilege to meet you face to face and provide a tour of our facility where you see first-hand how WaterFurnace units are built and the quality processes each unit encounters on the assembly line.

WFI Global has opened up new markets in the Middle East, Central America, as well as the Indian and Atlantic Oceans. In addition, sales have increased in Asia, Europe, South America and Australia, all contributing to a record year.

Tony and I thank you for your business and continued support. We wish you a Happy New Year and continued success in 2008.

NEW, UNUSED, SALE UNITS

Currently there are 2 – EKW12R70SSA units available at a 0.30 Multiplier.

List Price \$7,725 X 0.30 Multiplier = \$2,317.50 Sale Price

These are on a first come, first serve basis.

E-mail a Purchase Order to csbeck@wfiglobal.com.

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DID YOU KNOW?

Geoexchange systems use the Earth's energy storage capability to heat and cool buildings, and to provide hot water. The earth is a huge energy storage device that absorbs 47% of the sun's energy—more than 500 times more energy than mankind needs every year—in the form of clean, renewable energy. Geoexchange systems take this heat during the heating season at an efficiency approaching or exceeding 400%, and return it during the cooling season.

-Geothermal Heat Pump Consortium, Inc.