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RADIANT & HYDRONICS

E - N E W S

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Radiant & Hydronics e-News week ending March 17, 2006

Spring Into Action

The warmer seasons are upon us, and it's the perfect time of year for a little housekeeping.

We'll soon be spring cleaning our e-newsletter subscribers' lists, and you'll need to [opt-in](#) to keep receiving this twice-monthly update of radiant and hydronic-focused news and events. Fill out the form [here](#) ... it only takes a moment.



To be sure **Radiant & Hydronics e-News** gets delivered to your inbox, add our domain name "radiantandhydronics@enews.bnppmedia.com" to your safe senders list or address book.

Industry News

Danfoss Sells ZCP Business

[Danfoss Inc.](#) sold its Zone Control Panels (ZCPs) business to a private investment group represented by **Robert Bean**. ZCPs are manufactured in Calgary, Alberta, Canada. The new company, ZCP Manufacturing Inc., will be led by **Dale Heath**, director of operations. Most of the former Danfoss team will be the key operations personnel of the new company. ZCP Manufacturing will take on service and support for existing ZCP products and continue to incorporate Danfoss components inside. There are approximately 8,000 ZCPs installed in Canada and the United States.

Engineering: Is The U.S. Really Falling?

Is America losing its competitive edge in engineering? Top Silicon Valley executives, U.S. think-tanks, industry associations, and university deans have all pointed out dropping enrollment in American science and tech programs and warn of a brewing problem. And in a November 2005 survey of 4,000 U.S. engineers, 64% said outsourcing makes them worry about the profession's future, while less than 10% feel sure America will maintain its leadership in technology. [Click here for the full story at PMEngineer.com.](#)

The Continued Search For Energy Savings

A breakthrough, micro-sized combined heat and power system could offer homeowners big energy savings. [Climate Energy LLC](#) and the Braintree Electric Light Department recently unveiled the first installation at the home of **Bernard Malin** of Braintree, Mass. The appliance generates electricity from the energy

LINX Search:



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Calendar Of Events

March 23-25
[CMX/CIPHEX](#)
Toronto, Ontario

March 23, 24
[Lochinvar KNIGHT Heating Boilers Product School](#)
Lebanon, TN

March 28-29
[I=B=R School](#)
Minneapolis

March 30
[ASPE/PMCA Trade Show](#)
Depew, NY

March 30-31
[I=B=R School](#)
Eau Claire, WI

April 4
[Dead Men Steam Night School](#)
Holyoke, MA

already used to heat a home. Climate Energy's Micro-CHP Systems are being installed by KeySpan Home Energy Services. For the average user, about 50% of electricity needs can be generated, providing significant reduction in annual electric costs.

Green Design Solutions 2006, May 2-4

Brought to you by the publishers of [Environmental Design + Construction](#) magazine, **Green Design Solutions 2006** is an educational conference for the green-minded pro, as well as designers, architects, facility managers, educators and consultants. This year's conference focuses on mixed-use projects, construction, schools, finance and more. Industry leaders will present seminars, case studies and lectures that may offer AIA continuing education credits. Register now through March 31 at the link below for the early-registration discount rate of only \$395. www.GreenDesignSolutions.com

California May Start Solar Incentive Plan

[Reeves Journal](#) recently reported that the [California Public Utilities Commission](#) was poised to finalize a \$3.2 billion incentive program to encourage residents and businesses to install solar panels and generate their own power. If approved, a typical home installing solar panels this year could get a \$7,000 rebate. The program includes \$350 million to encourage builders to include solar panels in new residential construction.

Sign Up For A 'Trophy' Giveaway

[IVAR](#) will introduce its new Trophy Systems at [CMX-Ciphex 2006](#) in Toronto, March 23-25. Hydronic heating contractors will be able to save time on design and installation with the custom-built system, which are shipped direct for each job within days. IVAR will award one lucky individual with a Trophy System on March 30 following CMX-Ciphex 2006 - e-mail info@ivar-na.com for details.



Company News

April 5
[Dead Men Steam Night School](#)
Peabody, MA

April 6
[Dead Men Steam Night School](#)
Randolph, MA

April 6
[MEC Seminar](#)
Manchester, NH

April 7
[MEC Seminar](#)
Providence, RI

April 8-11
[GAMA 71st Annual Meeting](#)
Phoenix

April 10-12
[Total Facilities Management Show](#)
Chicago

April 19
[Radiant Basics Course](#)
Queens, NY

April 20
[MEC Seminar](#)
Edison, NJ

April 20
[Viessmann Academy 'Taking Control'](#)
Warwick, RI

April 20-21
[Lochinvar's Copper-Fin II Product School](#)
Lebanon, TN

April 21
[MEC Seminar](#)
Syracuse, NY

April 21-23
[Kitchen & Bath Industry Show](#)
Chicago

April 24-25
[I=B=R School](#)
Salt Lake City

April 27-28
[I=B=R School](#)

Get Geared Up

[Burnham](#) has kicked off a 2006 spring promotion that allows contractors to earn \$25 and \$35 gift cards to its Burnham Collection of apparel, golf items, coolers, tools, work stools and more when they purchase residential boilers during April and May. Go to www.burnham.com/collection to review the full offering, or call your local Burnham distributor/sales representative for more information.

New Engineering Manager for HeatLink USA

[Brett Guarrero](#) has been named Engineering Manager of [HeatLink USA LLC](#). He has over 15 years experience in project planning and leadership development, working for utilities, technology companies and alternative energy.

New Yorker Boiler Names New Regional Sales Manager

[Ann Swartzbaugh](#) was recently promoted to the Regional Sales Manager for [New Yorker Boiler](#). Her new responsibilities are focused on supporting the hydronics market in the Central and Western USA territories and Canada.

Burnham Hydronics Strengthens Sales Support

[Tim Weichert](#) joined the [Burnham Hydronics](#) sales team in an effort to help support and grow its customers in the Wisconsin area. Weichert has over 20 years of HVAC/R industry experience as a service technician, service manager, installation manager and division manager for a large residential HVAC contractor.

Mestek Sponsors U.S. Women's Open Championship

The Distributor Products Group of [Mestek Inc.](#), Westfield, Mass., will sponsor the [2006 U.S. Women's Open Championship](#) for the second time. The 2006 tournament will be held June 26-July 2 at Newport Country Club in Newport, R.I. It boasts a field of 156 professionals and amateurs, including many of the world's leading women golf professionals.



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Oilheat News

NEFI To Host Two-Day Seminar On Hedging

[The New England Fuel Institute](#) Education Foundation and the [Massachusetts Oilheat Council](#) will host a two-day seminar April 20-21 in Waltham, Mass., to help heating oil distributors better grasp today's product hedging environment and improve their understanding of futures, options and other market tools.

[Keith Swanson](#), senior energy market analyst for Country Hedging, in Minneapolis will lead the seminar. He has 28 years of experience in trading and analyzing commodity markets and designing and implementing hedging strategies.

Topics to be covered:

- How to use basis information to improve margins;
- Understanding the difference between futures and OTC swap hedges and how to capitalize on those differences;

Denver

May 1-2
[RadFest West](#)
Tacoma, WA

May 2-4
[Green Design Solutions Conference: Education For A Green Today](#)
Atlanta

May 8-9
[I=B=R School](#)
Seattle

May 11-12
[I=B=R School](#)
Spokane, WA

May 12
[Viessmann Academy 'Say Hello to Solar'](#)
Warwick, RI

May 14-18
[NAOHSM Convention & Trade Show](#)
Hartford, CT

May 23
[MEC Seminar](#)
Seattle

May 25
[MEC Seminar](#)
Anchorage, Alaska

June 1
[Viessmann Academy 'Taking Control'](#)
Warwick, RI

June 12-13
[Innovative Thinking: Hiring-Training-Retention](#)
Lake Lanier Island, GA

July 28
[Viessmann Academy 'Say Hello to Solar'](#)
Warwick, RI

- The DPR and its use in managing fuel marketing and market place risks;
- How to guarantee a long-term purchase price to your customers including maximum price purchase programs;
- How to read market spreads for marketing and hedging opportunities;
- Understanding Exchange for Physical Transactions (EFPs);
- Options, puts and calls, American and Asian settlements;
- Unpriced and basis-only contracts.

NEFI members will pay \$349 per participant. For nonmembers, the fee is \$410. To register or for more information, call NEFI at 617/924-1000 or visit the Web site at www.nefi.com to register online.

RADIANT FLOORING GUIDE 2006 EDITION



The 2006 Radiant Flooring Guide

The **2006 Radiant Flooring Guide** is the only annual publication that provides detailed articles on how to match various floor covering and subflooring materials with radiant heating systems. This important resource guide from the **Radiant Panel Association** is jam-packed with photographs, illustrations, charts and tables, and provides the insight and knowledge to create both a beautiful and comfortable floor. Includes an updated directory of radiant floor product

manufacturers. Order your copy for \$15.00 today through the [Radiant Panel Association](http://www.radiantpanel.org) or by contacting **Candace Roulo** at 248/244-1275, rouloc@bnpmmedia.com.



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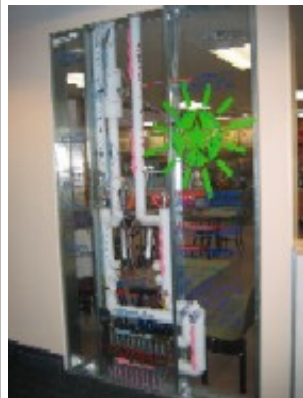
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Wal-Mart Sees Savings In 'Green'

An experimental Colorado branch of Wal-Mart features radiant heating, snowmelt powered by used cooking oil, and other energy-saving operations. It is also designed to educate its consumers. "The environment is begging for the Wal-Mart business model," says company Chief Executive **Lee Scott**.

[Read the Complete Article @ PMmag.com](#)



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Did You Know . . .

Of the 107 million households in the United States, approximately 8.1 million use **heating oil** as their main heating fuel. Most of the heating oil use occurs during October through March.

From EIA Brochure "Residential Heating Oil Prices: What Consumers Should Know"

http://www.eia.doe.gov/pub/oil_gas/petroleum/analysis_publications/heating_brochure/heatbro.htm

Product Showcase



Grundfos CR Series Pumps

Grundfos CR series pumps cover a performance range unmatched by any other pump manufacturer in its field. Superior engineering makes these pumps suitable for a variety of applications - from drinking water to high viscosity liquids. Our unique hydraulic design and the patented production techniques allow the CR to offer the highest efficiency of any multi-stage centrifugal pumps in the world.



Innovative Thinking 2006

Hiring | Training | Retention
Plumbing Industry Strategies Conference

Effective Business Solutions to Maximize Your Productivity

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PM **PM**ENGINEER **SUPPLY HOUSE TIMES**

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[Canadian Hydronics Council](#)
[Plastic Pipe & Fittings Association](#)
[American Society of Plumbing Engineers](#)
[GAMA](#)
[US Dept. of Energy](#)
[ISH North America](#)
[HeatingHelp.com](#)
[HydronicPros.com](#)



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Radiant & Hydronics e-News is a twice-monthly newsletter compiled by the editorial staff of *PM*, *Supply House Times* and *PMEngineer* magazines.

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