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RADIANT & HYDRONICS E - NEWS

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Radiant & Hydronics e-News week ending April 28, 2006

Kitchen & Bath Show 2006

Offering Total Luxury

The 2006 Kitchen & Bath Industry Show was full of products catering to the desire for comfort and luxury of today's homeowners. **Radiant & Hydronics e-News** reported from the show and saw multiple radiant (both electric and hydronic) manufacturers, but also observed traditional K&B dealers entering the comfort market by providing warm floors, seats, steam packages and the like.



A few of our observations are below where we highlight new products seen at the show, but most notable was [Jacuzzi](#), who wants to provide the "total luxury experience" in the bath, and that includes warm bathroom floors. The hydronic portion included products from [Zurn](#), but the company's electric radiant product will be marketed under the Jacuzzi name.

Also in this edition of Radiant & Hydronics e-News:

- Consumer spending remains high
- Continued results from PM's Radiant Market Survey
- Updated training opportunities in Calendar of Events

LINX Search:



viega-na.com

Industry News

Consumers Remain Confident

Even with gasoline prices climbing in April, consumer confidence is at its highest level in four years, according to [The Conference Board](#), a private New York-based research group. The group reported its consumer confidence index rose to 109.6, up from a revised 107.5 in March. April's reading was the highest since the index touched 110.3 in May 2002. The analysts were expecting a reading of 106.4. But the group warns that if fuel prices continue their upsweep, it could dampen consumer spending, which accounts for two-thirds of all U.S. economic activity.

President Calls For Aggressive Investment In Alternative Fuels

On Tuesday, **President Bush** addressed a summit hosted by the [Renewable](#)

[Fuels Association](#) in Washington, D.C., and called for an investment in alternative fuels. "We owe it to the American people to be aggressive in the use of technology so we can diversify away from the hydrocarbon society," Bush said. His strategy to fight rising fuel costs includes promoting fuel efficiency, expanding domestic production, and looking toward alternative sources, such as corn-based ethanol and [biodiesel](#).

In semi-related news, Microsoft mogul [Bill Gates](#) now holds a 25.5 percent stake in corn-based fuel maker [Pacific Ethanol Inc.](#), according to a Securities and Exchange Commission filing. His Cascade Investment firm acquired 5.25 million shares convertible preferred stock on April 13 for \$16 per share, the filing said. Those shares are convertible to 10.5 million shares of common stock.

IAPMO Educational Seminars Offer CEUs

Next week are [IAPMO's](#) 2006 Plumbing and Mechanical Technical Committee Meetings in Phoenix, Arizona. Educational seminars will be offered, free for IAPMO Members (value \$295), for continuing education credits: 2006 UPC Update May 3, 8 a.m.-5 p.m.; 2006 UMC Update May 4, 8 a.m.-5 p.m. Sign up by calling 800-85-IAPMO.

Click here to participate in our survey and register for a chance to win \$1,000 or FREE GAS.

Company News



Lochinvar Hosts Live Webcast For Knight Heating Boiler

[Lochinvar Corp.](#) will host a webcast on [HVACTV.com](#) May 2 for its Knight Heating Boiler with [Ike Gatlin](#), boiler product manager, and [Mike Lahti](#), vice president of sales. The webcast will give viewers an opportunity to get an up-close view of the new product, and have their questions answered live during the session. The webcast will be aired Tuesday, May 2 at 11:30 a.m. - 12:30 p.m. Central time, and again at 2 p.m. - 3 p.m. Central time. In order to gain access, viewers must visit [www.hvactv.com](#).

Calendar Of Events

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

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

May 3-5
[Lochinvar Boiler Application School](#)
Lebanon, TN

May 4
[Viega Training Program: Basic Radiant](#)
Bedford, MA

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 18-19
[Lochinvar Power-Fin Water Heaters and Boilers Product School](#)
Lebanon, TN

May 22
[Dead Men Steam Night School](#)
Cleveland

May 23
[Viega Training Program: Combi-Flex](#)
Bedford, MA

May 23
[MEC Seminar](#)
Seattle

May 23
[Dead Men Steam Night School](#)
Detroit

In other news, because of increased interest to its Knight Heating Boiler, Lochinvar has added two Knight Heating Boiler product school classes to its 2006 training calendar, one on June 27 and another on July 25. For additional training dates, visit www.lochinvar.com.

2006 HCT Heads Back To Vegas

[Uponor](#) will hold its Wirsbo 2006 Home Comfort Team convention this week at the MGM Grand Hotel in Las Vegas. This year's speakers include **Ellen Rohr**, **Robert Bean**, **Garry Upton** and Dr. **Tony Alessandra**. The event will include afternoon round table discussions, presentations on bonus strategies, marketing and consumer choice research, and customer strategies, as well as Friday evening entertainment. We'll have more pictures and reporting from 2006 HCT in our next edition of **Radiant & Hydronics e-News**.

Victaulic Offers Solutions To Professionals With New Site

[Victaulic](#), manufacturer of mechanical pipe joining systems, announced the launch of a new micro Web site, www.compressedschedule.com, which offers expert information and solutions for engineers, EPCs, contractors, owners, facility managers and other professionals dealing with compressed schedule projects. It features articles and tips for maximizing jobsite efficiencies. Future plans for the site include an "Ask the Experts" column, chat boards for professionals, and discussion groups.

WILO Announces Pump Schools Dates

Pump manufacturer [WILO North America](#) offers its Pump Schools at its corporate headquarters in Calgary, Alberta. The facility includes a 1,600 sq. ft. training laboratory for hands-on application of the company's products. Training dates can be found in our Calendar Of Events bar on the right-hand side of this newsletter. Courses include: heating (basic and advanced), variable speed pumping, groundwater pump systems, centrifugal pump basics, as well as WILO product training. For more information on set curriculum dates, or to schedule a more convenient location, contact **Steve Thompson**, vice president of training services.

LuxPro Thermostats Feature New Warranty

[Lux Products Corp.](#) now offers a new, three-year limited warranty on its entire line of LuxPro® thermostats, the company's professional line of residential and commercial temperature controls. For more information, visit www.luxproproducts.com or call 800-628-4309, press #2 and ask for a LuxPro expert.

R&H Box Score

Increase Use of Non-Boiler Heat Sources

In a recent [PM magazine](#) survey of hydronic and radiant contractors, 78% of respondents believe there will be an increase use of non-boiler heat sources in the future for radiant installations. Almost half believe the move toward nontraditional heat sources will increase in the next two to five years.

These days, though, 87% still rely on boilers as their heat source; 9% use water heaters; 3% include geothermal in their installations; and 1% mention "other," which includes solar.

Of the radiant jobs you have handled, what percent of the following have you used as the heat source?

May 23-24
[I=B=R Schools](#)
Minneapolis

May 24
[Dead Men Steam Night School](#)
Grand Rapids, MI

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

May 25
[Viega Training Program: Heavy Metals](#)
Bedford, MA

May 25
[WILO Pump Schools Heating Basics, Product Updates](#)
Calgary, Alberta

May 25-26
[I=B=R Schools](#)
Eau Claire, WI

May 26
[WILO Pump Schools Groundwater System Basics, Pumps, Applications](#)
Calgary Alberta

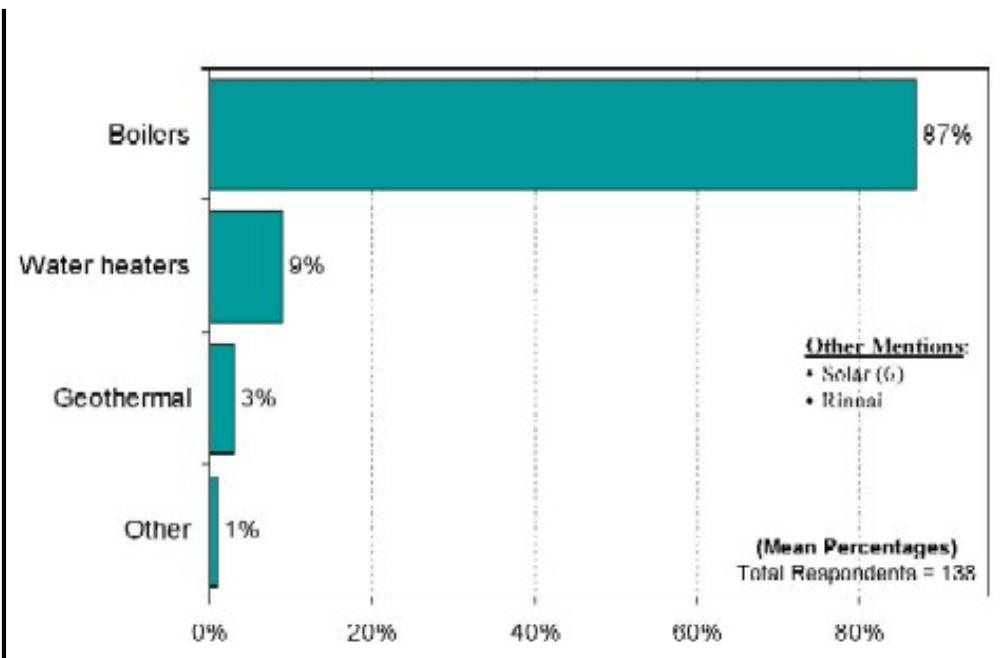
June 1
[Viessmann Academy 'Taking Control'](#)
Warwick, RI

June 9
[WILO Pump Schools Heating Pump Basics, VFD Systems](#)
Calgary, Alberta

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

June 16
[WILO Pump Schools Groundwater System Basics, Pumps, Applications](#)
Calgary, Alberta

June 23
[Viega Training Program: How to Sell Radiant](#)
Bedford, MA



June 27
[Lochinvar KNIGHT Heat Boilers Product School](#)

Lebanon, TN

July 20
[Viega Training Program: Combi-Flex](#)

Bedford, MA

July 20-21
[Lochinvar Copper-Fin Water Heaters and Boilers Product School](#)

Lebanon, TN

July 25
[Lochinvar KNIGHT Heat Boilers Product School](#)

Lebanon, TN

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

Warwick, RI

Aug. 3-4
[Lochinvar Intelli-Fin and Power-Fin Water Heaters and Boilers Product School](#)

Lebanon, TN

Online Now



Oil Heat Cares

Projects At A Glance

[Oil Heat Cares](#) has turned on heat and hot water for a number of needy families and people since the program got its start two years ago. But a busted boiler would have stayed busted if not for members of [National Association of Oil Heat Service Managers'](#) chapters identifying needs right in their backyards.

We've highlighted a few of the oilheat industry's do-gooders and their projects in our recent Oil Heat Cares supplement to [Plumbing & Mechanical](#).

[Read the complete article @ PMmag.com](#)



The leaders in advanced hydronic systems that are easy to design, easy to install, and easy to live with.

www.taco-hvac.com

Did You Know . . .

The radiator was invented by American, **William Baldwin**. His process of making radiators of cast iron brought central heating into the homes of most Americans by the start of the 20th century.

<http://inventors.about.com/library/inventors/blhome.htm>

Seen At K/BIS 2006



Self-Adhesive Electric Floor Warming: [Danfoss Inc.'s](http://www.DanfossLX.com) electric heating division was showcasing its Danfoss LX floor heating system, a roll-out mat made of fiberglass material and features self-adhesive strips. LX thermostats have dual voltage capabilities (120V or 240V) and four-event, seven-day programming. www.DanfossLX.com.

On Demand Hot Water: [Uponor](http://www.wirsbo.com) was at the show unifying its brand identity, and introducing itself to K&B professionals. The company's D'Mand hot water delivery system was highlighted. D'Mand pumps deliver hot water in seconds. Homeowners activate the system with a push button or motion sensor located by each fixture. www.wirsbo.com.



TVs In The Bath: While [Myson's](http://www.myson.com) AquaVision™ was a popular attraction at the show with its 17" flatscreen TV, the company informed us that over 45% of their business remains in the electric sector. Many of the company's top-selling offers are now available in electric models, to better reach markets and customers where hydronic may not be a solution. www.myson.com

Industry Links

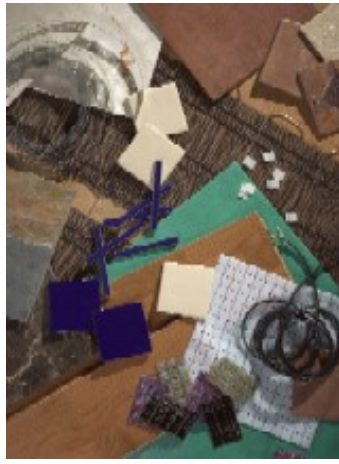
- [Radiant Panel Association](#)
- [National Association Of Oil Heat Service Managers](#)
- [Canadian Hydronics Council](#)
- [Plastic Pipe & Fittings Association](#)
- [American Society of Plumbing Engineers](#)
- [GAMA](#)
- [US Dept. of Energy](#)
- [ISH North America](#)
- [HeatingHelp.com](#)
- [HydronicPros.com](#)



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Customer Friendly Electric Radiant:

EASYHEAT® introduces its new convenient dual conductor cable. The company's Warm Tiles division was completely redesigned when its cable and mat systems were outfitted with one cold lead only. This is the one and only cold lead that is attached to the electrical box. By eliminating the need for snaking the second lead around the room, Warm Tiles becomes more customer friendly, and fits more configurations and difficult-to-heat rooms. www.warmtiles.com



<http://bnpmmedia.hosting.exacttarget.com/sub.asp?mid=20203>



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www.innovativethinkingconf.com



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BNP Media

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