

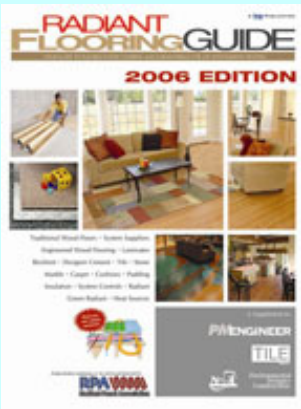
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**Radiant & Hydronics e-News week ending June 2, 2006**



### Check Out the Improved Digital Edition of the 2006 Radiant Flooring Guide

Our IT department has significantly improved the downloading time of the digital version of our [2006 Radiant Flooring Guide](#) pages. This digital form of our annual publication is very user friendly, and gives you the ability to click-through products and advertiser links in the magazine, and take you directly to the manufacturer Web sites.

The **RFG** is the only annual publication that provides detailed articles on how to match various floor covering and subflooring materials with radiant heating systems. Jam-packed with photographs, illustrations, charts and tables, it provides the insight and knowledge to create both a beautiful and comfortable floor.

Click on the magazine's cover image above, or follow the link below to view the **RFG** online.  
<http://www.bnpmmedia.com/digitalmagazine/index.html?pub=RFG&iss=2006>  
(You'll need the [Flash 8](#) player installed in order to view the digital magazine.)

You can still purchase hardcopy versions of the **RFG** through the [Radiant Panel Association's](#) Web site:  
<http://www.radiantpanelassociation.org/i4a/pages/index.cfm?pageid=246>

Also in this issue of **Radiant & Hydronics e-News** ...

- Copper prices continue to soar
- WILO updates its training dates, and adds Chicago to its training locations
- Viega expands
- New products galore! Including plug-and-play boilers and smart controls.

#### Industry News

LINX Search:

#### Sponsored by:

viega-na.com

#### Calendar Of Events

- June 9  
[WILO Pump Schools Heating Pump Basics, VFD Systems](#)  
Calgary, Alberta
- June 12  
[Dead Men Steam Night School](#)  
Hillside, IL
- June 12-13  
[Innovative Thinking: Hiring-Training-Retention](#)  
Lake Lanier Island, GA
- June 13  
[Dead Men Steam Night School](#)  
Milwaukee, WI
- June 16  
[WILO Pump Schools Groundwater System Basics, Pumps, Applications](#)  
Calgary, Alberta

### **Copper Continues to Climb**

Copper passed a record \$7,000 per ton on the London Metal Exchange recently, making an attractive argument for the increased use of sustainable plastic pipes, says [Plastic Pipes](#), a joint venture of The European Plastics Raw Material Producers Association, PlasticsEurope and the European Plastic Pipes and Fittings Association. [Read more ...](#)

### **Industry Supports Comprehensive Immigration Reform**

Several industry organizations have come out in favor of comprehensive immigration reform, which, as of press time, is still being tackled by the Senate ([S.2611](#)). The bill is described as a compromise that combines tougher border patrol and established law enforcement with a humane treatment of illegal immigrants. [Read more ...](#)

### **Construction Materials Prices Outpace PPI**

The producer price index (PPI) for construction materials and components climbed 0.5% for the month of May and 6.3% over 12 months. Increases for new construction included 7.8% for multi-unit residential, 7.2% for nonresidential buildings, and 6.9% for single-unit residential. Materials with the steepest increases over 12 months included copper and brass mill shapes, 53%; diesel fuel, 31%; gypsum products, 24%; plastic construction products, 18%; concrete products, 11%; and aluminum mill shapes, 10%.

### **Heating Edge Joins Canadian Hydronics Council**

As of May 31, the [Canadian Hydronics Council](#), a council within the [Canadian Institute of Plumbing and Heating](#), will continue the Heating Edge brand begun by the now dissolved Hydronics Marketing Group. This move sees a consolidation of industry organizations. *The Great Lakes Hydronics Conference* will continue to operate independent from the Heating Edge brand, with leadership from industry members and volunteers.

### **BLS Issues Median Wages Report**

Last week, the [Bureau of Labor Statistics](#) issued a report on occupational employment and median wages as of May 2005, including roughly 50 construction occupations. (Half of the workers in a category receive more than the median, half less.) Plumbers, pipefitters and steamfitters ranked as the fifth largest construction occupation (421,000, \$20.27). Read the complete report [here](#). [www.bls.gov/news.release/pdf/ocwage.pdf](http://www.bls.gov/news.release/pdf/ocwage.pdf)

### **SBA Approves \$9 Billion For Hurricane Rebuilding Effort**

With processing completed on more than 96 percent of rebuilding loan applications, the [Small Business Administration](#) has approved more than \$9 billion in financing to the small businesses, homeowners and renters in the Gulf Coast region who were victims of Hurricanes Katrina, Rita and Wilma. In contrast, \$4 billion in loans were made in the year after the Northridge, Calif., earthquake, the agency's previous record disaster response. [Read more ...](#)

### **R&H Box Score**

June 21

[Viiega Training Program: Climate Panel](#)  
Bedford, MA

June 23

[Viiega Training Program: How to Sell Radiant](#)  
Bedford, MA

June 27

[Lochinvar KNIGHT Heat Boilers Product School](#)  
Lebanon, TN

July 20

[Viiega 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 25

[Viiega Training Program: How To Sell Radiant](#)  
Bedford, MA

July 27

[Viessmann Academy Understanding Condensing Boilers](#)  
Warwick, RI

July 28

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

Aug. 1

[Viiega Training Program: Radiant Wizard](#)  
Bedford, MA

Aug. 3-4

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

Aug. 7-9

[Grandy & Associates Basic Business Boot Camp](#)  
Owensboro, KY

## High-Velocity Installations To Increase Over Next Five Years

High-velocity system air handlers can satisfy cooling capabilities between 18,000 Btuh and 60,000 Btuh, and remove nearly 30 percent more moisture in the cooling mode than traditional systems. Lower humidity levels allows for comfort with the thermostat set at a higher temperature, which means lower energy bills.

Who installs these systems? In an exclusive study conducted in April, [Plumbing & Mechanical](#) asked 1,500 of its subscribers to evaluate their installation practices of high-velocity air-conditioning systems, as well as the market in general. Some findings: most of these systems are retrofit installations (60%); 30% were new residential single-family construction; 4% were installed in new multi-residential construction; about 6% were installed in commercial/industrial buildings.

While 43% of respondents expect an increase in high-velocity installs this year, almost two-thirds (64%) see an increase in installation of these systems over the next five years.

A complete copy of PM's "Installation: High Velocity Air-Conditioning Study" - including more information on product and brand decisions - can be purchased for \$95. To order, contact **Cory Maxwell** at 248/244-6415, [maxwellc@bnpmmedia.com](mailto:maxwellc@bnpmmedia.com).

**What was your company's  
total dollar volume of  
HV air-conditioning  
installations in 2005?**

**\$10,000 or less — 30%**

**\$10,001 - \$30,000 — 28%**

**\$30,001 - \$50,000 — 26%**

**More than \$50,000 — 16%**

## Company News

Aug. 8

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

Aug. 10

[Viessmann Academy Understanding  
Condensing Boilers](#)  
Warwick, RI

Aug. 10

[Viega Training Program: Radiant Wizard](#)  
Bedford, MA

Aug. 11

[Viessmann Academy Practical Service/  
Maintenance: Vitodens 200](#)  
Warwick, RI

Aug. 21-22

[Viessmann Academy Commercial Hydronic  
Technology](#)  
Warwick, RI

Aug. 24-25

[Lochinvar Power-Fin Product School](#)  
Lebanon, TN

Sept. 7

[Viessmann Academy Practical Service/  
Maintenance: Vitorond & Vitola](#)  
Warwick, RI

Sept. 12

[Viega Training Program: Radiant Wizard](#)  
Bedford, MA

Sept 14

[WILO Pump Schools Heating Basics,  
Product Updages](#)  
Calgary, Alberta

Sept. 14-15

[Lochinvar Copper-Fin II Product School](#)  
Lebanon, TN

Sept. 15

[WILO Pump Schools Heating Advanced](#)  
Calgary, Alberta

Sept. 19

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

### **Viega Plans \$85 Million Expansion, Relocation**

[Viega North America Inc.](#) announced May 22 that it will invest \$85 million in a three-year expansion plan to move the company's headquarters from Bedford, Mass., to Wichita, Kan., as well as increase the extruding capabilities of its McPherson, Kan., plant. The announcement comes seven months after Viega purchased [Vanguard Piping Systems](#) (McPherson) and injection molding unit [Midtec Inc.](#)

The company told [Plastics News](#) that the first phase of the plan will be completed by October 2007 for a 450,000-sq.-ft. manufacturing complex and logistical center. It will accommodate 30 extrusion lines and 30 injection molding machines. Viega will then build its new 75,000-sq.-ft. headquarters in Wichita. By 2010, the firm expects to more than double its sales in North America, *Plastics News* reports. In the long run, the company's North American expansion will include a West Coast logistical center and warehouse, along with a training and seminar center for the Midwest and additional locations in the Northeast.

### **Roth Finishes First Phase Of NY Production Facility**

On May 23, [Roth Industries](#) celebrated the first phase of building for its new production facility in Watertown, N.Y. Total investment will be about \$8 million. The new facility will first produce Roth's double-wall oil storage tanks, but later will produce PEXc tubing for radiant applications.

### **Hodes Co. Opens North East Distribution Location**

Kansas City-based [Hodes Co.](#) recently announced the opening of its new North East Regional Distribution (N.E.R.D.) Center in the greater Philadelphia metropolitan area. The new location will increase the company's capacity to ship customer orders across the country same-day - private label or not.

### **New And Improved Danfoss Web Site**

[Danfoss Flomatic Corp.](#) has launched an improved company Web site, [www.flomatic.com](http://www.flomatic.com), which contains comprehensive system and product information in an easy-to-navigate layout.

### **Recent Appointments**

- [Rheem Mfg. Co.](#) has announced that **Ian Stewart Farwell** has come out of retirement to accept the position of President and Chief Executive Officer of the company. A 30-year veteran with Rheem, Farwell served as executive vice president and COO before retiring last summer. He replaces **Scott Martin**, who recently left Rheem to pursue other opportunities.
- [Hacker Industries Inc.](#) announced the addition of **James Longo** as technical service manager to its team of underlayment specialists.
- [Uponor North America](#) recently announced a few appointments in sales and marketing: **Jane Doyon** was named senior manager of customer loyalty, a newly created function at Uponor. She will oversee technical services, customer service, customer relations and training; **Jackie Sharrock** is Western U.S. Sales manager; **Jason O'Neill** is regional sales manager for the Rocky Mountain Region, previously held by Sharrock; **Steve Lockridge** is now plumbing business manager, providing overall direction for that system in North America; and **Jon Orton** joins as marketing programs manager.

Sept. 19-21

[Grandy & Associates Basic Business Boot Camp](#)

Orlando, FL

Sept. 20

[Viega Training Program: Radiant Piping](#)

Bedford, MA

Sept. 21

[WILO Pump Schools Heating Basics, Product Updates](#)

Chicago, IL

Sept. 21-24

[NAOHSM's Oilheat Retreat](#)

Lancaster, PA

Sept. 22

[WILO Pump Schools Heating Advanced](#)

Chicago, IL

Sept. 26

[Viega Training Program: Controls](#)

Bedford, MA

Sept. 28-30

[ISH North America](#)

Chicago

Oct. 16-17

[Viessmann Academy Commercial Hydronic Technology](#)

Warwick, RI

Oct. 19

[WILO Pump Schools Heating Pump Basics, VFD Systems](#)

Calgary, Alberta

Oct. 20

[WILO Pump Schools Heating Hot Stove Session](#)

Calgary, Alberta

Oct. 20

[Viessmann Academy Practical Service/Maintenance: Vitodens 200](#)

Warwick, RI

Oct. 25-26

[Viega Training Program: Controls/Radiant Piping](#)

Bedford, MA



[Taco](#) President **John Hazen White, Jr.** is congratulated by RI Governor **Don Carcieri** after breaking ground for the new addition to the Taco plant in Cranston, R.I. Looking on (at right) is Cranston Mayor **Steven Laffey**. Taco's expansion plans call for the construction of a 64,900-sq.-ft. addition to its existing plant, which will serve as a warehouse for shipping and distribution of Taco products.

Oct. 26  
[WILO Pump Schools Heating Pump Basics, VFD Systems](#)

Chicago, IL

Oct. 27  
[WILO Pump Schools Heating Hot Stove Session](#)

Chicago, IL

Oct. 31  
[Viiega Training Program: Snowmelt](#)  
Bedford, MA

## Online Now



### "Smart" Heating

Internet-based technology helps take the guesswork out of your work.

**Jim Todd** wrote recently about "Increasing Customer Confidence" when you install their oil heat equipment with smart controls: Imagine how you could differentiate yourself from your competitors - a heating system that self diagnoses and can call for help when needed!

[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](http://www.taco-hvac.com)

## Did You Know . . .

### Protect Against Price Increases

When copper price quotes older than 24 hours are no longer valid, how can you avoid getting burned by rapid changes in material prices? The PHCC Educational Foundation offers pricing tips, such as:

- Give the owner the option of purchasing all the job materials at today's prices. To receive this benefit, they must pay all purchase costs up front, plus pay the real costs for storage and extra materials handling that will be incurred.

Learn more ways to protect yourself from price increases by visiting the link below.

<http://www.foundation.phccweb.org/SiteSearch/fact.cfm?ID=414>

Source: Tips provided by the PHCC Educational Foundation, John Zink Director of Education and Programs

## New Products



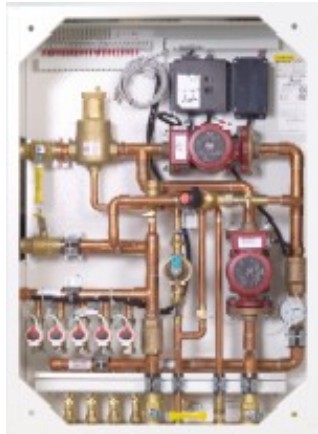
**Condensing Boiler Technology:** [Eco Term](#) is a wall-hung dual function condensing boiler with 97% efficiency, producing up to 132,000 Btus. It completely integrates all necessary components for Radiant Heating applications as well as the production of domestic hot water needs. The unit features two built-in stainless-steel Grundfos pumps for two separate loops, and a Krom Schroder control board and gas control valve - no three-way valve is needed. See it at ISH North America this year in Chicago.  
[www.elitetankless.com](http://www.elitetankless.com)

**Smart Controls:** [HydroTherm](#) now offers MOD-SMART, a modulating lead/lag controller to maximize the performance and efficiency of multiple condensing boilers with maximum flexibility, also equipped with reserve/return piping systems and primary/secondary piping systems. The MOD-SMART offers advanced monitoring and control by modulating the entire system at the lowest possible firing rate that will satisfy the overall plant-heating load.

[www.hydrotherm.com](http://www.hydrotherm.com)



**Plug and Play:** Announcing the CMB (condensing modulating boiler panel) series preassembled near boiler piping module by [ZCP Manufacturing Inc.](#) Capable of delivering up to 100 MBH when used in conjunction with a condensing modulating boiler. It bridges the gap between the heat source and the heat emitter, interfacing with system operating controls that are integral to high efficiency boilers.  
[www.zcpinc.com](http://www.zcpinc.com)



## Industry Links

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

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



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2401 W. Big Beaver Road, Ste. 700  
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U.S.A.

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Contact:

[Katie Rotella](#), senior editor *PM*

or

[Jim Olszynski](#), editorial director

1050 IL Rte. 83, suite 200  
Bensenville, IL 60106  
630/377-5909

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