

# the right-news™

Wrightsoft Corporation  
Fall 2001

## TABLE OF CONTENTS

Automated Duct Takeoff Released	1
Right-Training	1
Hardware Notes	2
Right-Suite Makes the Sale	2
Upcoming Trade Shows	2
Major Releases for RSR	3
This Old House	4

## FREE AUTOMATED DUCT TAKEOFF UPGRADE RELEASED FOR RIGHT-SUITE RESIDENTIAL

When you draw a floor plan and then see a duct system in Right-Draw, do you wish you could get a list of the duct parts automatically? If you have been waiting for that list to appear in Right-Quote, you're all set now. If you already have version

components, using your Quote database library of costs, and produce a Bill of Materials for any system shown in Right-Draw. To set up for automated quotes, you will need to check over our sample list of duct fittings and ducts, and add your

Section	Price	Cost
Equipment	3984.36	3187.50
Duct Components	840.65	672.53
Labor	2071.88	1657.50
Overall total	6896.90	5517.52

5 of Right-Suite Residential and you have a licensed Right-Quote, all you have to do is go to [www.wrightsoft.com](http://www.wrightsoft.com), and download the latest service pack. All your duct systems can now have a list of duct parts, with costs calculated, based on your own library of duct part costs. This free upgrade is a special bonus for our loyal customers.

own prices, discounts and margins. You can do this by adding a new source in the Quote database. Once that's done, every duct system you draw will automatically have a cost calculated parts list and Right-Quote can print the list out as a Bill of Materials, a Parts Pull List, or a Quote showing final sale pricing.

Right-Quote Plus is set up to automatically take off the list of duct

The upgrade is on the website, and you can download it now.

## RIGHT-TRAINING™ FOR THE RIGHT SKILLS

In the business world today, technology is a fast moving target. In order to be competitive we need to learn new products thoroughly and quickly. The shorter the learning curve the more time you have to run your business. Wrightsoft believes that the end consumer is more educated than ever and our customers, with our software, can take advantage of the market awareness.

incorporated a more in depth agenda to meet all customer comfort needs. Our attendees will gain the confidence and knowledge it takes to be an efficient designer with profitable sales.

Wrightsoft has put together a 2-day training program that teaches you how to design and sell HVAC systems with the latest technology. We have analyzed our past training and

Right-Training, using fifteen state-of-the-art laptop computers, can be held anywhere in the continental United States and Canada. "We have the ability to show up anywhere with everything required to hold a complete class," says Wrightsoft's Director of Sales, Marco Mello.

(continued on pg. 2)

**wrightsoft™**

(continued from Right-Training from pg. 1)



Right-Training instructs the student through an automated design process. Right-Draw combines the load calculation and duct design from the drawn floor plan. Placing registers and designing duct systems is as easy as ever. Once the design is done, we then use the automated takeoff parts list to generate custom proposals and operating cost reports. Once designers have understood how to use Right-Draw, it's easy to take them the rest of the way into load calculations, duct designs and sales presentations.

An added benefit of Right-Training is that it gives HVAC contractors the knowledge to stay competitive. You just don't know how powerful this software is until you see it in action. This seminar will bring anyone up to a professional level when giving sales presentations, separating you from your competition, regardless of how small your company is.

\*Call Marco at 800-225-8697, ext. 115 for more info.

## RIGHT-SUITE MAKES THE SALE

Contractors are forever looking for ways to increase profits and stay ahead of the game. Using HVAC system design software, such as Right-Suite, can eliminate the tedium of manual load and duct calculations. One successful contractor doing just that is Dack Carlson. Dack is the Vice President of Sales for Carlson's Heating and Air Conditioning in Kelso, WA. In 1985 the company purchased Wrightsoft software to help sell HVAC systems. Dack told us "Since we started using Right-Suite, not only has it given our company the competitive edge, it has made us more productive and profitable."



Dack Carlson at work.

Dack recalled a job that he was bidding on, along with two other competitors. The job was a 3,500 square foot house with no ductwork. Knowing that the other two competitors did not own Right-Suite, Dack went ahead and calculated the duct layouts in a snap using Right-D. Having all the data to support his quote, Carlson's Heating got the job.

Dack added, "Right-Suite improves efficiency, accuracy and give us more visuals to show our clients. It sets us apart from the guessers."

## BILL'S THOUGHTS ABOUT HARDWARE

### Network Switch

If you have a cable or DSL Internet connection and a group of PC's and you're wishing they were all Internet connected, you might consider hooking them into a Linksys Ethernet/DSL Router. Several of us here have used their 4 port model BEFSR41 (about \$105) with good results. Linksys now also has 8 port and wireless versions. We have found these to be easy to set up and very reliable. You end up with a Windows network where all of your PC's are connected to the Internet. Compared to a dialup on one PC, it's a wonderful improvement.

### Printers

Recently, while connecting up a new printer, I realized that Hewlett Packard has become our company standard for printers, scanners, and CD-RW drives. No matter which other brand we've tried, we've ended up with problems. But with HP, we have always had good tech support, and excellent reliability. Our color laser jet has become a real workhorse. I know this sounds like a plug, but it's just a testimonial.

### Upcoming Training Dates

- **November 30, Boston, MA**  
(COMMERCIAL SUITE)
- **December 6-7, Boston, MA**  
(RESIDENTIAL SUITE)
- **December 10-11, Orlando, FL**  
(RESIDENTIAL SUITE)

### Upcoming Trade Shows

Wrightsoft will be at these upcoming trade shows:

**NHRAW**  
Las Vegas, Nevada  
December 2<sup>nd</sup>-5<sup>th</sup>, 2001

**AHR Expo**  
Atlantic City, NJ  
January 14<sup>th</sup>-16<sup>th</sup>, 2002

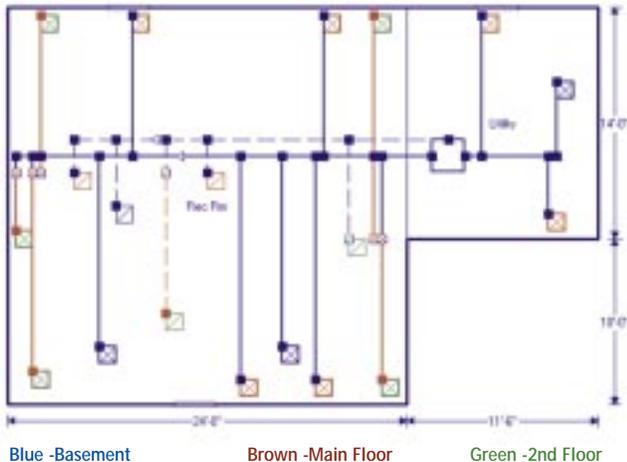
**ACCA's 34th Annual Conference**  
Kissimmee, FL  
February 27<sup>th</sup> - March 2<sup>nd</sup>, 2002

**CMX 2002**  
Canadian Mechanicals Expo  
Toronto, Canada  
March 21<sup>st</sup>-23<sup>rd</sup>, 2002

## MAJOR RELEASE FOR RIGHT-SUITE RESIDENTIAL SHIPPING IN DECEMBER 2001

As a result of your requests, we are releasing version 5.5 of Right-Suite Residential and Right-Suite Commercial. This upgrade has important improvements in several areas:

- **MULTI-COLOR DUCTS FOR MULTI-FLOOR DUCT SYSTEMS -**



It's now easy to see several floors of ducts stacked on top of each other, and to be able to follow ducts to risers and then up or down to other floors. Ducts are the same color as the floor they're on. So blue ducts are in the basement, brown ducts on the first floor, green on the second, etc. Risers can be dragged to their correct interior wall location.

- **AUTO SAVE** - Right-Suite continually saves the files you are working on every ten minutes. If you lose power or your computer crashes, you can recover your work when Right-Suite restarts.
- **NEW DUCT LAYOUT OPTION** - This new feature automatically places all trunks on one level, and automatically inserts risers to registers on other floors. You only need to position the registers and the risers. It also includes a new duct type for stud wall risers and returns. Now you can get it right with a single air handler for three levels.
- **RIGHT-DRAW CATALOG** - This catalog features scaled architectural objects, for more realistic drawings. Objects range from living room items to kitchen and bathroom items. You can stretch as needed, but objects stay the right size as you zoom in and out.
- **ROUND, RECTANGULAR AND STRIP REGISTERS FOR RIGHT-DRAW** - These registers can be oriented and sized to scale and are appealing to the eye.
- **FLEX DUCTS** - Now you can have curved flex ducts which look different from straight runs.
- **ROOMS WITH NO REGISTERS** - Right-Draw allows floor plans to look more like actual floor plans. When combined with two line walls, interior doors and scaled objects like stoves, bathtubs, counters, you can produce very appealing drawings for homeowners and builders to admire.
- **MANY OTHER IMPROVEMENTS AS REQUESTED BY YOU.**

We will send out a postcard in December to let you know when Version 5.5 is ready to ship, and our website will have more details. You will be able to order from the website. The upgrade is priced at \$149. This is the first for-pay upgrade to Right-Suite Residential since Right-Draw was released two years ago.



*Bill Begin is the Technical Support Manager for Wrightsoft Corporation. He has been with the company for over 2 years. Begin also teaches our Right-Training classes once a month and is highly regarded among attendees of the class for his knowledge of the software and the HVAC field.*

*At Wrightsoft, Bill's main concern is making sure our customers feel comfortable using our software.*

*Bill Begin is a former high-school soccer coach and he enjoys kayaking and snow boarding. He can be reached, via email, at [bbegin@wrightsoft.com](mailto:bbegin@wrightsoft.com) or via phone, (781)862-8719, ext. 124.*

**For More Info on  
New Residential Releases...  
Call the Sales Department at  
1-800-225-8697**

**See All Our New Commercial and Residential Programs  
at the 2002 AHR Exposition,  
in Atlantic City, NJ -- January 14th & 16th -- Booth # 5324**

**Fax:** (781)861-2058

**Sales & Information:**  
(800)225-8697

**Technical Support:**  
(781)862-8719,  
ext. 124

**Order Fulfillment:**  
(781)862-8719,  
ext. 116

**Website:**  
[www.wrightsoft.com](http://www.wrightsoft.com)

**Email:**  
[sales@wrightsoft.com](mailto:sales@wrightsoft.com)  
[support@wrightsoft.com](mailto:support@wrightsoft.com)

*See All Our New  
Commercial and  
Residential Programs  
at the 2002 AHR  
Exposition, in Atlantic  
City, NJ -- January 14th  
& 16th -- Booth # 5324*

## ***THIS OLD HOUSE GETS HELP FROM RIGHT-SUITE RESIDENTIAL™***

This Old House is currently focusing on a remarkable 7,500 square foot, shingle-style home, circa 1883, in Manchester-by-the-Sea, MA. David and Janet McCue, who bought the house in 1999, decided to bring back its 'barn house' charm.

Bill Wright from Wrightsoft Corporation and Rich Trethewey from This Old House used Right-Suite Residential to compute the heat loss for the house and project the heating and cooling costs with various insulation and window designs. Rich hopes, "To raise the consciousness of the American people," about reducing energy consumption by spending more money up front.

Bill and Rich used Right-Draw, Right-J, and Right-\$ to compare two extreme cases. The first case used low-end construction, meeting code but using low efficiency equipment and poor infiltration control. The second case used advanced insulation, glass and HVAC equipment, all off-the-shelf components.

Rich had Bill calculate the total heating expenses for both cases over a 30-year span. The calculations overwhelmingly supported Rich's pay-more-up-front argument. The low-end construction, with the inefficient heating plant, standard insulation and double-pane windows, operating cost for 30 years would be around \$220,000. With expanded-foam insulation, low-e windows and super high efficiency heating equipment, the operating cost would be around \$75,000.

This show just aired Saturday, November 17th.



**wrightsoft™**

394 Lowell Street  
Lexington, MA 02420

