

# the right-news™



Wrightsoft Corporation  
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## MANUAL J EIGHT RELEASED



original Right-J, which computerized Manual J Seventh Edition, Wrightsoft has been working with ACCA for these last few years to program the new Manual into Right-J8. So, at the same time as the new Manual J Eighth Edition is being published by ACCA, Wrightsoft is shipping a Right-Suite Residential J8, and no longer offering the older Right-Suite Residential, based on Manual J Seventh Edition, to new customers.

Wrightsoft is proud to announce the arrival of Right-Suite Residential J8™ using ACCA's newly released Manual J Eighth Edition. It's been 16 years since the last edition of Manual J was released. Since 1986, there have been many changes in building materials, and common construction practices have improved. ACCA has been working on Manual J Eighth Edition for several years, and this month, the new edition is being published. It's filled with better calculations, and greatly expanded construction coverage.

Manual J Eighth Edition is 560 pages long, and most of those pages are numeric tables for looking up construction characteristics. Just as with the

Right-Suite Residential J8 is being released in two levels - the *Basic Edition™* and the *Professional Edition™*. *Basic Edition* is intended as an easy way for students to do the simple cases in the Manual J Eighth Edition, instead of having to do them by hand. *Professional Edition* is what all Wrightsoft customers now have. Customers currently using Right-Suite Residential with Right-Draw will find it an easy transition to using Right-Suite Residential J8, since the focus is on designing the building while the load is automatically generated. When existing customers purchase RSR J8, you will automatically receive Professional Edition J8.

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## ADDING DATABASE PARTS TO RIGHT-SUITE RESIDENTIAL'S RIGHT-QUOTE™ FOR CUSTOMIZED PARTS TAKE-OFF'S

If you've wished that you could get inside Right-Suite Residential's Right-Quote database and load your own parts, or add new parts from your own database, you'll be interested in this article, the full text of which appears on the Wrightsoft website under [www.wrightsoft.com](http://www.wrightsoft.com), where you can download the article by clicking on the "News" button. Because the how-to's in this article deal with manipulations of your Right-Suite parts database using Right-Quote's database editor or by using Microsoft Access or Excel, a word of caution is in order: if

you're not familiar with database manipulations, you might be better off to have us (or your local computer consultant) do it for you. It's not an expensive process, and the results can have a big payoff. The word of caution is mentioned because by using database software tools like Microsoft Access, you can alter entire databases at the touch of a button. On the other hand, using Right-Quote's database editor, you can easily manually add in custom parts from your own custom database. (Continued on page 2)

**wrightsoft™**

THE LEADER IN HVAC  
DESIGN AND SALES SOFTWARE

Wrightsoft offers a wide range of trainings as well as a 30-day money back guarantee and free unlimited technical support!

## WRIGHTSOFT AT THE SHOWS

Since our last newsletter, Wrightsoft has been busy either demonstrating its software at tradeshow or in some cases providing supporting tradeshow materials for Wrightsoft partners such as distributors.

### SHOWS INCLUDE:

- December 2001, *NHRAW*



\* *NHRAW* Trade Show Las Vegas NV 12/01:  
Demonstration of Right-Catalog and Order

- January 2002, *AHR EXPO 2002*
- February 2002, *ACCA 2002 Annual Conference*
- February 2002 *Building Solutions*
- March 2002, *CMX (Canadian Mechanicals Exposition)*
- April 2002: John Korn and Andy Osbourne of the Republic Companies of Davenport Iowa, a large area distributor, hosted a Wrightsoft demonstration booth at their contractor expo.
- May 2002: The National Association of Oil Heating Service Managers trade show in Hartford, CT, courtesy of MCN Distributors, Long Island, NY.

For more information on our previous and future trade shows please visit [www.wrightsoft.com](http://www.wrightsoft.com).

## "RIGHT-TRAINING TEACHES THE RIGHT TRICKS"



Don Schmollinger, owner of Standard Heating and Cooling, Chicago, IL, has attended two Right-Suite Residential training sessions in the past year because he felt that it helped him gain the edge he needed in order to get ahead in his business by learning how to use RSR to its fullest capacity. Don notes "Right-Suite training has helped me learn how to use Right-Suite software more efficiently. The trainings are reasonably priced and are certainly worth the investment in terms of payback within our business." He attended his first training in March of 2002 in Arizona. After learning how much the training improved his ability to use Right-Suite, he decided to attend one more training in Lansing, MI with two of his employees.

Standard Heating and Cooling has been in the residential contracting business since 1972. On average, the company does about 15 Right-Suite duct designs per week and performs a Right-Suite load calculation on every job. After purchasing Right-Draw, Right-J, Right-D and Right-\$ a year ago, Don and the rest of his employees are using the software for all load and duct calculations. "Right-Suite Residential insures that we are sizing equipment correctly. It does a tremendous job by giving us and the customer the comfort of doing it the right way the first time," said Don.

Don wonders how any contractor can operate without the use of automated HVAC software. "The ease of Right-Suite makes our work much faster, easier and enjoyable ." Don felt that any company without Right-Suite is doing a disservice to their customers because they are not providing the best results.

## Customized Parts Take-off

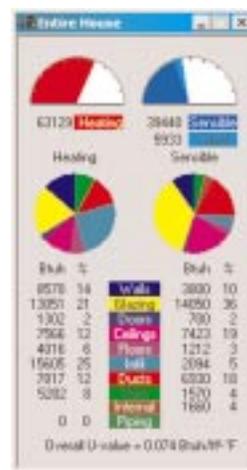
*continued from page 1*

The Right-Quote database article explains how the Right-Quote database is organized, and then shows you how to add your own parts (called "items"), by either of two methods: manually, using Right-Quote's database editor or with software by using Microsoft Access or Excel. Finally, the article explains how to "map" (or match) your newly added parts to Right-Quote's internal "generic" parts. These generic parts are shipped with every copy of Right-Quote. By mapping your parts to Right-Quote's generic parts, when you undertake something like a duct design, instead of a generic duct part appearing, your actual duct part, with your name or the manufacturer's name that you use, will appear in your equipment parts list when you print it out.

(Continued at [www.wrightsoft.com](http://www.wrightsoft.com) click on "News")

## Manual J Eight

*continued from page 1*



RSR J8, includes major improvements in zoning calculations, glazing materials (allows NFRC factors), radiant barriers, below-grade insulation, duct losses and more. Our website has an article with

more detail and with more information about ordering. You can order your J8 *Professional* or *Basic Edition* there. Also, see the special offer for current version 5.5 customers.

(Continued at [www.wrightsoft.com](http://www.wrightsoft.com) click on "News")

\* You can order Manual J Eight at [www.acca.org](http://www.acca.org).

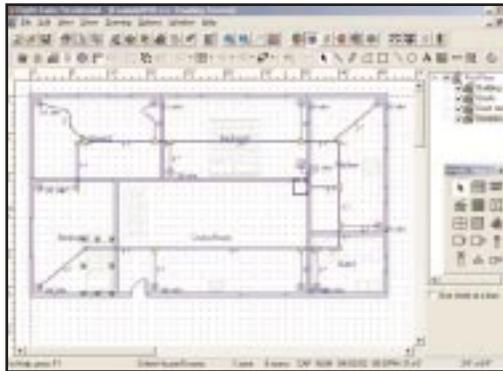
## NEW RIGHT-SUITE RESIDENTIAL HIGH VELOCITY DUCT MODULE RELEASED

One of the fastest growing segments of the HVAC market are high-velocity duct systems (also called mini-ducts). These systems use small diameter (i.e., 2") flex duct coupled with high pressure plenums and a limited number of equipment choices to yield reliable designs, *if the right design rules are used*. The registers in these systems are high velocity ports, which mix with room air in a jet, usually from the ceiling.

Typical designs vary the number of registers in each room, according to the load in each room. Since branch runs are all the same size, calculations are concerned with getting the right number and placement of registers. Plenum size is important, and delivered air calculations have to reflect the length of each run. Although these systems can be designed by hand, to do them right is time consuming, and hence Wrightsoft's new HV Duct™ design module.

Unico Corporation and Wrightsoft teamed up to work through the calculation details and important design rules to observe. Wrightsoft's standard HV Duct module comes with a complete Unico parts and equipment catalog in the Right-Quote database. When both HV Duct and Right-Quote are present, Unico system designers will automatically get a complete parts list for the system. System design is more automatic than any previous

Wrightsoft design module. HV Duct knows where to place registers within a room and can design whole trunk systems. Designers can choose from a list of trunk system designs. Types like Horseshoe, Dogleg, and Perimeter are automatically generated when chosen. As usual in Wrightsoft products, designers can modify the system or building, and see the resulting changes instantly. Equipment in Right-Suite Residential can



now use either a traditional low-velocity duct system or a HV Duct system. In large residences, where both system types can be present, this will be a welcome flexibility.

RSR v5.8 customers can purchase the HV Duct module at a special introductory price. See Wrightsoft's website for more information on special offers.

## Bill's Thoughts About Software

### "Everybody Needs Acrobat"

I recently realized that a great solution to emailing letters to a list of people is to use Adobe Acrobat 5.0, and I don't mean the free Acrobat Reader. Adobe's clever idea of giving away its product has finally succeeded. After years of getting used to using ".pdf" files from web sites, I realized that sending documents around by using Acrobat is really very useful. With a street price of about \$220, it's a real value.

The last piece in the puzzle was Adobe's automatic installation of little red and white Acrobat buttons in Microsoft Word and Excel. If you build a document in either Word or Excel and you want to send an electronic copy to someone (a customer, for example), you can forget about what kind of word processor or even what kind of computer they have, if you just 'pdf' it. And now all you have to do is to click on the little pdf button on the Word tool bar, and after a few seconds, you have a document that can't be easily changed, and even those Mac guys can read. One less problem to deal with!

Bill

## WRIGHTSOFT TRAINING PROGRAM EXPANDS

The number of Wrightsoft customers trained on both Right-Suite Residential™ (RSR) and Right-Suite Commercial™ (RSC) software is increasing dramatically. In the past 18 months, we estimate over 800 customers in the United States, Canada and Mexico have attended our two-day RSR and our one-day RSC trainings. Marco Mello has led the charge on developing Wrightsoft's training programs into a full-time service and is receiving outstanding ratings from training attendees. He notes, "Our customers have been requesting training for quite some time and it is great to be finally offering a full schedule and range of solutions for their needs." Customers interested in the training schedule can visit the Wrightsoft website. To request a training in your area or at your company, please send email to [training@wrightsoft.com](mailto:training@wrightsoft.com). For more information on training types visit [www.wrightsoft.com](http://www.wrightsoft.com) and click on "Training."

### Upcoming Training Dates

- **June 3-4: Boston, MA**  
(RESIDENTIAL SUITE)
- **June 6-7: Waco, TX**  
(RESIDENTIAL SUITE)
- **June 12-13: Boston, MA**  
(RESIDENTIAL SUITE)
- **June 18-19: Orlando, FL**  
(RESIDENTIAL SUITE)

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Sales & Information:  
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## RIGHT-SUITE COMMERCIAL:

To learn more about

"Estimating Commercial

Retrofit Projects: How Software

Can Help," please visit

[www.wrightsoft.com](http://www.wrightsoft.com) for the

full story, and click on "News".

## WRIGHTSOFT TECHNICAL SUPPORT GOES HIGH TECH

We've recently upgraded our technical support services to include a custom database system that tracks each technical support call as it comes in to Wrightsoft. Customers new and old calling in to Wrightsoft's technical support line (781) 862-8719, should be prepared to give their company name and allow time for technical support to cross reference your company name and create a record within this new system. Bill Begin, head of Wrightsoft technical support, notes "Our new database allows us to make sure that customers are followed throughout the cycle of tech support. Our goal has always been that no customer would fall through the cracks, but now by tracking each call within a database we can understand where each customer stands in terms of having their questions answered...Many of our customers are on the move during the day, so it's great to be able to log their specific issue into the Technical Support database and then resolve their questions...a lot of times we talk by phone, fax and email, since everyone seems to be on the run and very busy. The tech database allows us to check to make sure a customer's issues are closed and complete. That's our goal."

## RIGHT-SUITE RESIDENTIAL CANADA™ v5.8 RELEASED

Reflecting many of the enhancements that have been made to v5.5 and the new v5.8 of Right-Suite Residential in the U.S., a newly enhanced v5.8 Canadian version of Right-Suite Residential Canada was released in May 2002. The new version of RSR Canada includes improvements in duct design, floor plan drawing and overall usability which add together to make HVAC design and proposal process faster and more professional looking than ever before. A newly upgraded manual is also included with the RSR Canadian upgrade, along with a new CD. Full details are available by linking to the Wrightsoft website at [www.wrightsoft.com](http://www.wrightsoft.com) and clicking on the Canadian flag at the top of the screen.



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