

the right news™

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**Wrightsoft
Corporation
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WRIGHTSOFT CELEBRATES 20 YEARS!

Has it really been 20 years already? Two decades ago we saw a way to help HVAC contractors use their computers to save time and be more accurate so that they could run more profitable, more efficient businesses.

Our Drive to Innovate

Our drive to innovate and develop new software for HVAC professionals is as strong today as it was back in 1986. For twenty years, we have focused our inventions on how you've told us you would like to improve your business.

No More Calculation Errors

In 1985, a customer who became a friend invited me to Washington, D.C. to attend a meeting with the ACCA. The board had decided it wanted a computerized version of the new paper manual – Manual J 7th Edition – and was in the process of interviewing various software developers. ACCA picked us because we had a unique idea. We decided to put the Manual J form on the screen and to make it calculate and display the answer whenever you changed an input number. This was pretty advanced stuff in 1986. We struck a deal with ACCA that very day.

It took a whole year to develop Right-J. Our first official customer actually drove all the way from northern California to ACCA's 1986 annual meeting in San Diego to get a copy of the program. The first group of contractors who used Right-J told us it exceeded their expectations. As a customer from Maryland put it, "Right-J makes doing load calculations as fun as it could possibly be."

The Software You Say You Need

We continue to invest in the development of software you tell us you need. Your continuous feedback guides our development.



We figure if the software does what you want, and you like it, we're doing our job. Our inventions along the way, like maximum integration of loads, ducts, takeoffs and Right-Draw have all come about because you told us what you wanted.

The Training You Need

We have tried very hard to put ourselves in your shoes, and to figure out how to help you get the most out of our software. We figure your success is our only goal. We've ended up with four full-time tech support people and two full-time trainers. We train about 1500 HVAC contractor customers each year. We are proud of that.

Expect Great Things

I've met many terrific customers in the HVAC industry over the years who are proud of what they do, and fight to maintain the highest standards of quality. Rest assured, our team here at Wrightsoft cares about your success as much as you do. We appreciate all your support over the years, and only ask that you keep on demanding great things from us!

Warmest regards,



wrightsoft™

THE LEADER IN HVAC
DESIGN AND SALES SOFTWARE

Ask The Help Desk

We are introducing "Ask The Help Desk," a new regular feature we'll be including in future issues of "the Right News." We'd like to invite you to send your questions to askthehelpdesk@wrightsoft.com.

"My state requires REScheck and load calculations for each job. Is there a way for me to import my design from Right-Suite Residential into the REScheck software or some unique way to save an extra step of entering this information multiple times?"

Joe R. • Lexington, KY



Stephen Platka
Technical Support Team Member

The latest version of Right-Suite Residential provides an optional direct link to REScheck™, which means you do not have to leave the program or enter the information twice.

Download the latest version of REScheck™ from www.energycodes.gov. Be sure to save your current project in Right-Suite Residential before continuing. To link the information over to REScheck, click on the File | Code Compliance | REScheck Link. The following screen will appear.

Select the correct code and construction type from the drop down menus as well as the orientation the building is facing and click on the REScheck™ button. The next window that appears will display where REScheck™ is writing the file. After hitting OK, REScheck™ will begin to run and you will be able to instantly view all of the load components in REScheck™ and determine if your design is code compliant within your state.

The "Right-Choice" for Inspectors

For an easy way to accurately meet state code requirements, Bruce Patterson introduced Right-Suite Residential to his jurisdiction

"Our department and many local HVAC contractors all point to Right-Suite Residential by Wrightsoft as being the most intuitive and user-friendly software. More importantly, if the designer uses RSR, we have the utmost confidence that current code requirements are being met, equipment is sized properly, and ductwork is designed correctly. This definitely gives the designer an advantage over the rest."

Bruce Patterson
Certified Mechanical Inspector
Ammon, ID



Easing Energy Code Pain in 42 States

Tom Beaulieu of Bay Area Services in Green Bay, Wisconsin, has been using REScheck™ to do hundreds of reports each year.

"The time I save not having to enter information twice means Right-Suite Residential™ has paid for itself."

Time Is Money

Time is money for HVAC contractors, as we all know. The process of doing heating and cooling load calculations is very complex in the 42 states that now require or request Energy Code compliance.

Wrightsoft now links to Engauge™ in Florida, REScheck™ (the DOE's software) and to REM/Rate™ Home Energy Rating Systems (HERS) analysis.

Enter the Data Once

Wrightsoft's latest version of Right-Suite Residential now links directly to Energy Code software so you don't have to leave the program at all.

A Few Clicks, A Few Seconds

To use the direct link, use Right-Suite™ as you normally would to compute loads or to design the system. A few clicks and a few seconds later all appropriate information is entered automatically in the energy program, on-screen and in front of the designer.

One Hour or Thirty Minutes? Isn't It About Time You Add Right-Draw?

Meet Bob Pietrangelo, the owner of Comfort Solution in Hatboro, PA, who uses Right-Suite Residential to do fast system designs and to make sales presentations.



Comfort Solution does not compete on price alone, therefore Bob and his team wanted a way to provide customers with enough information to make on-the-spot purchasing decisions. Bob knew he needed to do the following:

- Conduct load calculations efficiently for every job.
- Train his staff quickly to create complete system designs with little or no down time.
- Easily educate customers about accurate sizing of HVAC equipment.
- Explain his HVAC proposal in a visual and easy-to-understand format.

Using Right-Draw helped Bob reach his goals. "A 3,000 sq. ft house with 4 bedrooms now takes less than 30 minutes to complete room-by-room load calculations and duct design." Bob further explained, "drawing the rooms to size and dropping in windows and doors will take 10 minutes. Then it takes less than 20 minutes to design the ducts, saving me an hour or more per job."

"Right-Draw is an amazing time-saver. It has allowed me to cut my labor expense by 70%. Now I have more time to meet with customers, produce more estimates, and increase my sales."

No More Calculation Errors

"It's so difficult to get everyone on the same page when they all have such different computer skill levels," continues Bob. "It took a little bit of time, but the drawing tool box in Right-Draw made it easy to train my team how to do load calculations." Automatically, connected calculations are instantly entered into the Manual J worksheet, eliminating errors and producing a professional way to explain HVAC options to customers.

Seeing is Believing

With Right-Suite Residential installed on his laptop, Bob uses Right-Draw specifically to involve the customer. "The graphic interface makes it easy to demonstrate the importance of properly sized HVAC equipment as well as illustrating the inaccuracies of our competitors, who simply use "rules of thumb," said Bob. "Right-Draw allows us to market ourselves as a higher quality company and with the built-in printouts and proposals, we can showcase our professionalism and reinforce our recommendations. Right-Suite Residential, and Right-Draw in particular helps our customers make better decisions and is a valuable tool to our success."

The Right-Draw™ Advantage

Save Time

- Easily draw load calculations from HVAC Shapes, eliminating all data entry.

Eliminate Errors

- Connected calculations from the draw screen instantly fill in the Manual J worksheet.

Play "What If?"

- Make changes to your design and witness the calculations update instantly.

Involve the Customer

- Make HVAC recommendations to the customer with an easy-to-understand graphic interface.

Close the Sale Faster

- Easily generate printouts and proposals for the customer to comfortably make a purchase decision.

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Anniversary Sale

Upgrade to Version 6 at 50% to celebrate our 20th anniversary. That's a savings of up to \$449!

Version 6 contains numerous advantages that help you streamline your design and sales process.

- Easy-to-use wizards
- Time-saving libraries
- Updated ARI/GAMA database
- Optional direct links to REScheck™, Fla-Res™, and Rem/Rate™

Contact our sales department at **800-225-8697** and reference **NS2050** for this great special. Offer valid from **March 17th to April 14th only** and can not be combined with any other offer so call today!

Sales & Information:

(800) 225-8697

Technical Support:

(781) 862-8719

Fax: (781) 861-2058

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the right news™

Wrightsoft Design Contest

Showcase your talent and get the recognition you deserve, all for doing what you do best, HVAC Design! For the first time, Wrightsoft will host a contest to highlight the very best in HVAC design. The winning design will be created using Wrightsoft's Right-Suite Residential (version 6) or Right-Suite Commercial (version 5.8). Can't decide which design to submit? Enter a design for each of the four categories for a better chance to win!

- **Residential under 2,500 sq. ft.**
- **Residential over 2,500 sq. ft.**
- **Commercial under 10,000 sq. ft.**
- **Commercial over 10,000 sq. ft.**

Wrightsoft will select a winner from each of these four categories, as well as a Grand Prize Winner and an Honorable Mention winner, both of whom will demonstrate the best overall use of Right-Suite Residential (version 6) and Right-Suite Commercial (version 5.8).

Prizes:

Winning designs will be posted on the Wrightsoft website, and the winner in each of the four categories listed above will receive an engraved 2GB iPod Nano and a \$50 iTunes gift certificate, a prize valued at \$300! The Grand Prize Winner will win a 60GB video iPod with a \$100 iTunes gift certificate – valued at \$500 – and the Honorable Mention winner will receive a 30GB iPod and a \$50 iTunes gift certificate, a \$400 value.

Requirements: Residential

For the residential submittal, a fully licensed version of Right-Suite Residential at version 6 must be used for all aspects of the design and specifications, which must include Right-J™, Right-Draw™ and Right-D™ or Right-Radiant Plus™ or Right-Loop™.

Commercial

To enter a commercial design, a fully licensed version of Right-Suite Commercial at version 5.8 must be used and must include Right-Comm Load™, Right-Comm Duct™, and Right-Comm Draw™. The use of Right-Comm Proposal™ and Right-Comm 2-Line™ is optional, but either module will enhance the overall presentation of your submittal.

All entries must be postmarked by April 28th.
Winners will be announced on June 1st.

For a complete set of rules and how to enter, please go to **www.wrightsoft.com/designcontest**



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