

the right news™



**Wrightsoft Corporation
Summer 2007**

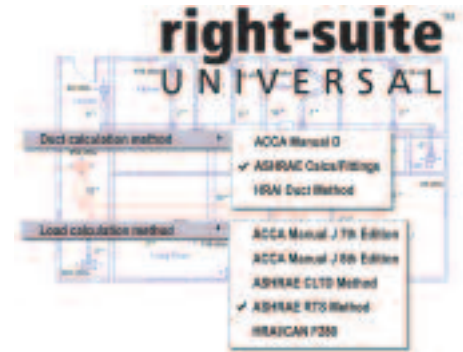
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RIGHT-SUITE UNIVERSAL NOW AVAILABLE

Award-Winning Program Advances HVAC Software Industry

The revolutionary Right-Suite™ Universal combines the functions of previously separate residential and commercial products into a single software package, with many additional improvements in usability, function, and accuracy. You can now use just one program for all of your load calculation, design, sales and proposal needs.



By combining ASHRAE, ACCA, and HRAI technologies into a single design and estimating product, designers can now apply the most appropriate load, duct, radiant and geothermal design methods to any building. RSU uses a single drag-and-drop building description tool with real-time switching between the following load and duct design methods, each sold separately, depending upon your project requirements:

LOAD CALCULATION:

- **Right-J™:** ACCA Manual J 7th or 8th Ed.
- **Right-F280™:** HRAI F280 (Canada)
- **Right-CommLoad™:** ASHRAE 24-hour CLTD and Radiant Time Series (RTS)

DUCT DESIGN AND SIZING:

- **Right-D®:** ACCA Manual D
- **Right-Duct™:** HRAI duct design (Canada)
- **Right-CommDuct™:** ASHRAE duct method (using ASHRAE duct database)

WRIGHTSOFT WINS FOURTH DEALER DESIGN AWARD

DD 2007
DEALER DESIGN AWARDS
theNEWS | SILVER

Wrightsoft was recognized for excellence in product design for the fourth time in the annual Dealer Design Awards Program sponsored by The Air Conditioning Heating & Refrigeration News magazine for Right-Suite Universal.

Another judge commented that RSU "is a great package and will help the contractor who wants to help themselves."

"The Dealer Design Award is unique because it is judged and awarded by HVAC contractors," said Chris Edgren, Vice President of Sales and Marketing, Wrightsoft. "Having the end users of our product recognize its benefits is a true honor."

An independent panel of 51 contractors acted as judges in the contest that had 106 entries from 73 manufacturers. Right-Suite Universal placed Second overall in the Contractor Services and Software category. As stated by one of the judges, "this is an excellent product, having more features than probably anything else on the market."

Winning entries in the Dealer Design Awards were featured in the July 16, 2007 issue of The ACHR News, the leading trade magazine in the HVACR industry. To learn more about Right-Suite Universal and its recognition in the HVAC industry, please visit www.wrightsoft.com.



AHR Innovation Awards
2007
2005
2004

Dealer Design Awards
2007
2006
2005
2004



RIGHT-CATALOG® AUTOMATIC UPDATES FOR EQUIPMENT DATA

Wrightsoft's Right-Catalog provides automatic and timely updates of equipment and parts data from manufacturers and ARI/GAMA through the Right-Suite Universal program.



As manufacturers and ARI/GAMA update their equipment and parts data, Right-Catalog translates that information into a form usable by Right-Suite Universal. This new information can then be downloaded in a service pack, or as part of the automatic update of your RSU program.

If you have any questions about using the automatic updates or downloading service packs, please contact Wrightsoft Technical Support at (781) 862-8719 or support@wrightsoft.com.

NEWLY LAUNCHED WWW.WRIGHTSOFT.COM

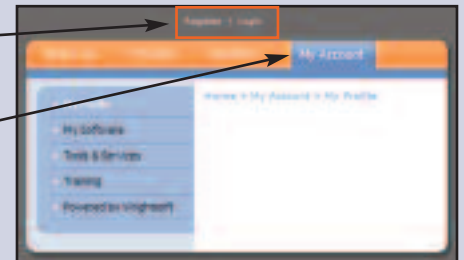


Wrightsoft has launched a new website at www.wrightsoft.com with updated product information about Right-Suite Universal, its modules, and our training and professional services available.

Existing customers should start with the **Existing Customers** page by clicking on the button as shown on the right. This page has information about the newly added features and the advantages of Right-Suite Universal.

Be sure to register and create your account at www.wrightsoft.com. The **My Account** area is planned to have an exclusive software and profile manager as well as a resource center with example proposals, presentations, and more.

To register, visit www.wrightsoft.com and select **Register** from the top, center of the page. Then, complete the form and select a username and password. When you login, you can view the **My Account** pages by selecting the tab from the orange menu bar. New features will be added to this area over time, but be sure to register for service pack notifications and other updates.



ACHIEVING 'TOTAL COMFORT' FOR HOMEOWNERS



Martin Edwards of Air Comfort, Inc. in Beaumont, TX will tell you his number one priority in making a sale is educating the customer – right from the first call. With the Right-Suite software, he can educate the customer in a variety of ways, including proof of detailed load calculations and sizing information, recommended systems, and accurate quotes – in half the time it took them to complete a load calculation before.

Martin Edwards and Air Comfort have been Wrightsoft customers for both residential and commercial products since 2002. Since using the Wrightsoft software for their load calculations and sizing, they have increased their sales 30% and even determined, using external evaluators, a 20% increase in productivity.

"BY USING THE WRIGHTSOFT PROGRAM, AIR COMFORT HAS BECOME MORE ORGANIZED AND EFFICIENT IN OUR OVERALL GOAL TO ASSIST OUR CUSTOMERS IN ACHIEVING TOTAL COMFORT."

-Martin Edwards,
Res. and Light Comm. Sales Manager

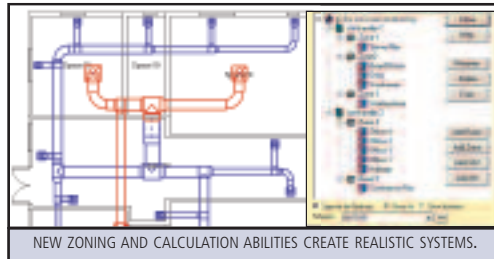
Learn more about Wrightsoft assisted Air Comfort to achieve their goals by visiting www.wrightsoft.com and selecting **Solutions | Testimonials**.

RIGHT-SUITE UNIVERSAL BRINGS NEW FEATURES

In addition to developing a single product for both residential and commercial design and sales needs, over fifty new features and capabilities have been added to improve your productivity.

Increased Efficiency and Usability!

- One building file format for all residential and commercial buildings.
- All load and duct calculation methods can use the other Right-Suite Universal modules for radiant, high-velocity duct, and geothermal design, proposals, parts takeoff lists and in-home sales.
- New Layered Materials Technology™ allows for the description of any surface type and automatic translation of custom materials to fit the selected calculation method.
- Right-Catalog® provides timely and automatic updates of ARI/GAMA and manufacturer equipment and parts data.
- Print reports, drawings, and proposals to PDF for easy sharing or email them!
- Internet licensing.

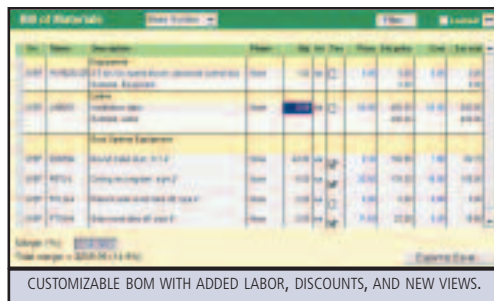


NEW ZONING AND CALCULATION ABILITIES CREATE REALISTIC SYSTEMS.

- Ability to change stud/joist space height and width.
- Allows three values for external duct insulation to generate separate parts for each value of insulation.
- New register capabilities and automatic placement on the bill of materials.

Improved and Detailed Zoning.

- Independent zoning for hydronic and air systems, including primary and secondary sources.
- Enabled multi-level, multi-equipment zoning.
- Each zone may include VAV, dampers, zone valves, and zone pumps.



CUSTOMIZABLE BOM WITH ADDED LABOR, DISCOUNTS, AND NEW VIEWS.

A Better BOM.

- Ability to assign labor to any item or part. Labor is now available as a section on the bill of materials.
- Ability to sort bill of materials by category or other column variables.
- Ability to change view by hiding any costs for presentation.
- Option to show entire job margin.
- Ability to add item-by-item discounts.
- Manually edited items can be saved and locked to protect bill of materials.

Contact your sales representative at (800) 225-8697 to learn more about special upgrade pricing.

DID YOU KNOW? Built-in Video Help New in RSU

Right-Suite Universal includes new help screens with built-in video tutorials for easy explanations and demonstrations of common tasks and frequently asked questions.



These video tutorials are also available, along with more in-depth information, at the Wrightsoft Right-University™ On-Demand Training site: www.wrightsoft.com/rightuniversity/ondemand.

Draw Your Load Faster Than Ever.

- New zoom features including mouse-wheel zoom and pan.
- Ability to specify spaces open to above or below for multi-floor spaces such as foyers, great rooms, and atriums.
- Mirror image ability for drawing objects.
- Improved automatic trunk and branch distinction.
- Ability to customize title blocks in drawings and use program variables.
- Building Materials Library is extended to store information on infiltration, duct gains and losses, and more.

Easier and More Accurate Duct Design.

- Improved trunk-move mode drags all attached fittings and branches in the duct layout for quick modifications.
- New eight-orientation Manual D duct sizing report.
- Improved high-velocity features including more layout patterns and updated Unico parts data and placement rules.
- Material and Size properties for risers.
- Ability to override duct sizes.

COME SEE US

Wrightsoft will be available at these upcoming tradeshows and events. Please stop by our booth to witness the innovation behind Wrightsoft's new products!

Comfortech

America's Center, St. Louis, MO
September 26 - 29, 2007

Booth #615**IHACI**

Pasadena Conv. Center, CA
November 14, 2007

Booth # TBD**ASHRAE AHR Expo**

Javits Conv. Center, NYC
January 22 - 24, 2008

Booth # 4029

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WE'VE MOVED**New Wrightsoft Headquarters Provides More Space, Better Environment.**

Wrightsoft has relocated its headquarters to a new space at 131 Hartwell Avenue in Lexington, MA as of August 1, 2007 to accommodate the company's continued growth and staff expansion. We have relocated from Lowell Street in Lexington, MA where we have been successfully operating since forming in 1983.



"We are excited about this move because it coincides with changes in our product offerings and staff and provides a newer, more collaborative space to help us continue to bring new product innovations to market," said Bill Wright, President and CEO of Wrightsoft Corporation. "This new space will also include Wrightsoft's first on-site training center to provide an increased level of customer support and interaction."

Wrightsoft's expansion is due to consistent growth of its customer base, fueled by continued technology improvements, product releases and strong industry partnerships. The new facility houses a state-of-the-art training center to host Wrightsoft's current training program in addition to a new workshop series. Wrightsoft will be adding staff to develop and launch new products over the next year to continue to revolutionize the HVAC software market.

Wright continued, "Our technology innovations have made designing and selling HVAC systems easier, faster, and more profitable for HVAC contractors, dealers, and distributors. With some of our major projects now coming together, we needed space to grow and the environment to foster the continued level of quality in our products."

PLEASE VISIT THE NEWLY UPDATED WWW.WRIGHTSOFT.COM

Our new website contains detailed product information on Right-Suite Universal and how it can help your business. We also have information on our training services available as well as solutions for your business. Register for your free account to receive product updates, and exclusive software and profile management tools. **LEARN MORE INSIDE...**



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