

the right news™



**Wrightsoft
Corporation
Winter 2004-05**



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

wrightsoft™

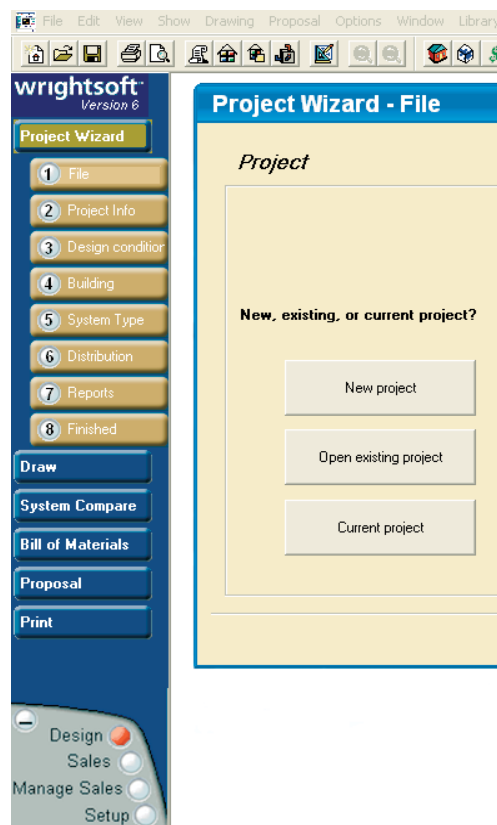
THE LEADER IN HVAC
DESIGN AND SALES SOFTWARE

VERSION 6 - EASIER, FASTER, MORE SALES!

You've told us you want Right-Suite™ to be easier to use, faster to use, and to help you generate more sales. For the last year and a half, we've been developing improvements and new products to bring you those results. In addition to exciting technical and sales improvements, **Version 6** is a major step forward in speed and ease of use, regardless of whether you're a power user or an infrequent user.

Library, Wizards and Navigation Bar

For ease of use and speed, we've added three simplifying abilities to the program: Preferences Library, Project Wizard, and a Navigation Bar. Begin by taking your favorite settings for important variables and save them with a name in our new preferences library. Then all of these favorite library items can be selected in a new Project Wizard, several are available and each will walk you through important steps in Right-Suite™. In addition there is a Navigation Bar, located on the left of the screen, with buttons to easily select key steps in the program. You can now do an entire design by just pressing a small number of buttons, using Wizards with Library settings, and drawing the floor plan. It's very fast. It's faster than any other method.



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RIGHT-PROPOSAL PLUS WINS TOP HONOR IN THE DEALER DESIGN AWARDS

We're excited to announce that Wrightsoft was recently recognized for product design excellence in the first annual Dealer Design Awards Program sponsored by The Air Conditioning Heating & Refrigeration News magazine. An independent panel of 13 contractors acted as judges in the contest that had 119 entries from over 75 manufacturers. For our innovative design, the judges

enthusiastically selected Right-Proposal Plus™ as the gold medal winner in the Contractor Services and Software category.



(Continued on page 4)

**WRIGHTSOFT CUSTOMER CHOSEN FOR ABC'S EXTREME MAKEOVER:
HOME EDITION TV SHOW****TRADE SHOW
SCHEDULE**

Stop by one of the following trade shows and witness the innovation behind Wrightsoft's awards!

AHR Expo

Orlando Convention Center
Orlando, FL
Feb. 7-9, 2005
Booth #3771

ACCA

Renaissance Austin
Austin, TX
Mar. 9-12, 2005

*For more information on
our trade shows please
visit*

*www.wrightsoft.com or
call (800) 225-8697*

Rick Falke of Wally Falke's Air Conditioning located in Turlock, CA was in the midst of a well-deserved family vacation when he got the call from Dave Marcotte, the contractor in charge of a project on the hit television series, Extreme Makeover: Home Edition.

Dave remembered Rick from a class that he instructed through PG & E (Power, Gas, & Electric) in California. As a strong believer in Wrightsoft, Rick incorporates Right-Suite Residential within his trainings. "The most popular part of my class is when I put Wrightsoft on the screen and show them how easy it is to use", stated Rick. "Dave was really impressed with my class and my attention to detail," Rick continued. "I really emphasized how a job should be done right, specifically pertaining to load calculations."



From Left: Chris Stone, Tony Gonzalez, Rick Falke, Dan Thurman, and Perry Mason of Wally Falke's Air Conditioning.

So when the call came, Rick knew that the opportunity was too exciting to pass up, and with the help of his staff, they began the project almost immediately. Faced with multiple challenges and a rigorous deadline, Rick and five of his employees worked 3 sixteen-hour days in order to achieve their goal.

The concept of ABC's Extreme Makeover: Home Edition, is to restore a home to a family that has undergone a tragedy and needs support.



Tony Gonzalez of Wally Falke's Air Conditioning endured the hot California sun when installing the new furnace in the attic.

In this episode, the Cadigan-Scott family recently lost both parents and the two oldest children decided to move back home and take legal guardianship of their 6 younger siblings. The 1400-square foot house was run-down and with only three bedrooms and one bathroom, it was simply too small to comfortably fit everyone.

Chosen by ABC, the Cadigan-Scott family was sent on a vacation to Disney World, during the renovation of their house. With the support of over 100 workers and volunteers, the entire renovation, which included HVAC, building, landscaping, etc, only took 1 week to complete.

The redesigned house added an additional 1,000 square feet of living space, seven new bedrooms, two full bathrooms, a landscaped yard along with a pool and a mini golf course as a tribute to their father.

For their part of the project, Rick and his staff were able to conduct an analysis of the current HVAC system in the house by using Right-Suite Residential. In doing so, they could determine what was needed to accurately and efficiently heat and cool the entire house. They concluded that the current furnace was too old, and although the condensing unit was almost new, it was not an adequate size to cool the entire house. In an effort to conserve space, they placed a new furnace in the attic and an air conditioning unit outside.



Dan Thurman and Tony Gonzalez of Wally Falke's Air Conditioning peer into the confined space where they installed the furnace.

Right-Suite Residential also allowed Rick and his team to conduct a room-by-room load calculation complete with duct design when installing an energy efficient zoning system. Consisting of seven zones located in the main living area and the bedrooms, the family will now be able to adjust the temperature in each room or program the system to shut off when they are away. As a result, the family is able to conserve energy and save money at the same time.

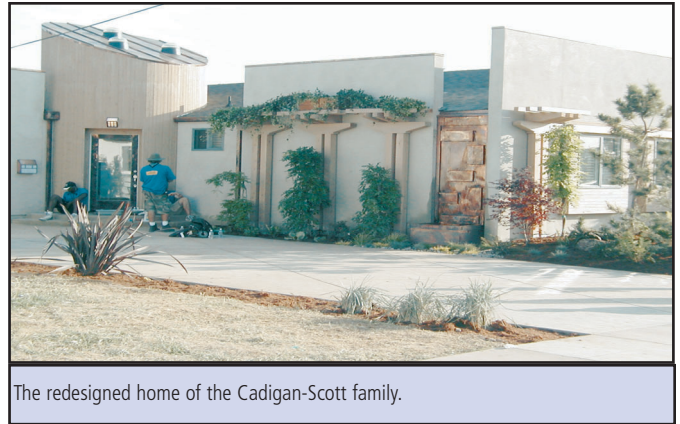
Since saving money and having an energy efficient system are top priorities for many homeowners, being able to show them how they can benefit through replacing or adjusting their current HVAC systems is so important. But don't take our word for it; just ask Rick, who has been a loyal Wrightsoft customer since 1992.

"I started off just using the product every now and then, but now I will not do a project without doing a load calculation using Right-Suite first." Rick further explained, "I initially used Right-Suite Residential when I was suspicious of a house, but it's so easy-to-use that I now use Wrightsoft's products on every job even to conduct an analysis on a customer's current system. There's no excuse not to!"

With a focus mostly on the Residential replacement market, when Rick initially visits a potential customer, he starts with an analysis of their current system. Using Right-Suite Residential, Rick is able to produce an accurate depiction of their house and duct system. "Before they tell me anything about their system, I am able to show them the calculations from the program, and every time it will tell me why they are uncomfortable." Rick continued. "At this point, I have their full attention, and I tell them to watch the numbers when I add windows, rooms, or anything else that they are thinking of doing. They can see right there what happens to the load of their house. After I have a

new system all laid out for them, aside from it being impressive for a customer to look at, it raises the question of how other installers estimate what is needed for each room. I attribute a lot of my sales growth and success, especially these last few years to Wrightsoft."

"Wrightsoft gives me the confidence to say to our customers, I guarantee that you are going to be comfortable." Rick further explained, "If the program's calculations call for a smaller a/c unit to be installed, I guarantee that the customer will stay cool, if not, I'll put in the bigger a/c unit for free. That's how confident I can be! And as a result, we have almost a zero call back rate, which makes our company very competitive and separates us from the competition."



The redesigned home of the Cadigan-Scott family.

It is this dedication and attention to detail that illustrates why Rick Falke was chosen to assist in ABC's Extreme Makeover: Home Edition TV show.

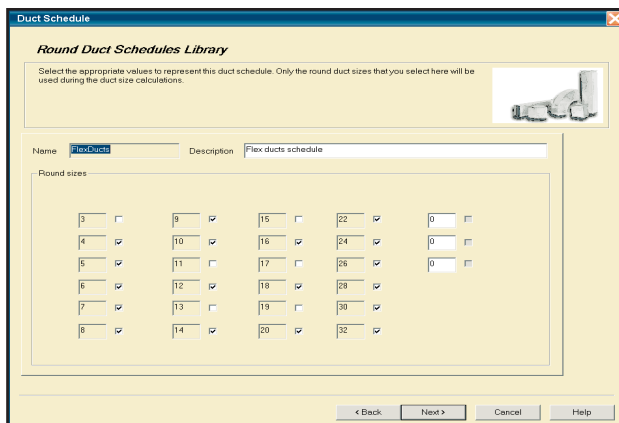
Learn more about the experiences of other Wrightsoft customers and distributors by visiting the customer section of our website at:

<http://www.wrightsoft.com/customers>

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Library

For example, you can save your Duct Preferences, (including your selected sizes), with a name like Flex Trunks and Branches, or Attic Round Sheet Metal, and you can have as many of these as you like. This means that, by selecting one name for the basement system, and one name for the attic system, you can instantly recall all the fittings, sizes, duct types, etc, for a complete system. We supply the Library with several starter preferences, and you can modify them or make your own.



The Library gives you preference settings for Ducts, Radiant Panels, Equipment Systems, Building Material Packages, Custom Building Materials, Building Types, Report Packages and a total of 14 favorite Library settings. You can mix and match these quickly and easily in a project.

Navigation Bar

By combining several steps into a Wizard, and then calling the Wizard by clicking on a button, we've made it very fast to get where you want to go. Reports can now be called by package name, so when you click on the Print Navbutton, you see your package of reports in a preview window. The Navbar is very powerful, and therefore very easy and fast.

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Right-Proposal Plus™....(Continued from page 1)



News Publisher John Conrad stated, "Manufacturer design teams are coming up with unique ways to assist contractors in installation, service, and maintenance. This awards program is an ideal way for our magazine to call attention to products that are designed with the installing dealer in mind." Winning entries in the Dealer Design Awards were featured in the July 19, 2004 issue of The News, which is distributed nationally to over 32,000 HVACR contractors, wholesalers, and other industry professionals.

"We are honored to receive this award, being selected by actual contractors helps to validate the program's effectiveness in the market," said Chris Edgren, Wrightsoft's Vice President of Sales. "Right-Proposal Plus™ is a welcome addition for any contractor, after all we designed this module with them in mind. It allows contractors to reduce their costs while increasing their productivity and closing ratios. With the automated linking capabilities throughout Right-Suite™, Right-Proposal Plus™ links to the user's custom parts, assemblies, costs, and detailed customer information. And best of all, through its easy-to-use format, controlled by a customizable word-programming interface, all information is compiled to create professional sales proposals and presentations. Our customers consistently report that Right-Proposal Plus™ truly impresses their clientele, allowing them to outsell their competition, and eliminate the need for additional products."

WRIGHTSOFT'S ALEX MEANEY CONNECTS THE DUCTS

As many of you know, Alex Meaney has successfully been playing two very important roles for Wrightsoft. He is one of the friendly voices on the other end of the phone when customers call in need of technical expertise, as well as taking center stage as our trainer. With so much on his plate, you'd think that Alex would want to be away from the HVAC industry in his off time, but that's not the case.

Alex's dedication and commitment extends to learning more about the industry through real world experience.

When a fellow co-worker had central air conditioning installed, Alex assisted in the process. "I think that being part of the actual installation only helps me to better understand what our customers experience everyday," stated Alex "being able to relate to our customers is so important and happens to be one of the main things that set us apart from the competition."



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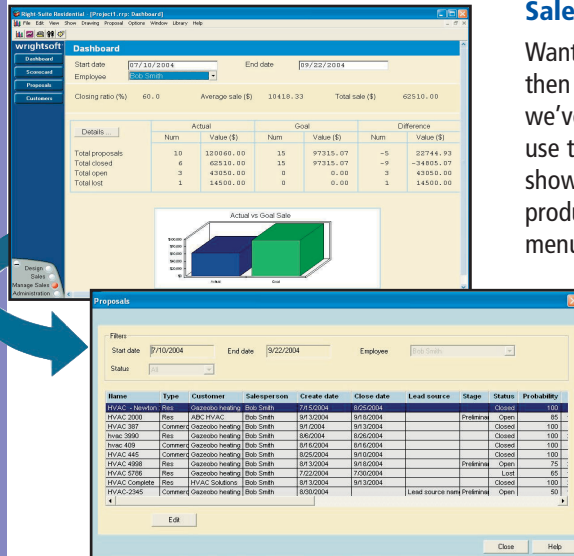
ADDITIONS TO THE TEAM

Wrightsoft is pleased to introduce, and reintroduce the two newest members of our team.

Stephen Platka, our new Tech Support Specialist, is working alongside Alex to resolve your technical support questions. He has a Bachelors Degree in Mechanical Engineering from Wentworth Technical Institute and his background includes work within the construction market and fire alarm industry.

He's BACK!

For the past 2 months, **Gene Palandro** has reprised his role as one of our Regional Sales Managers. As many of you will remember, Gene initially worked for Wrightsoft for about four years. "It's great to be back," stated Gene. "Wrightsoft is doing a lot of really innovative and exciting things, and I'm really happy to be a part of it all."



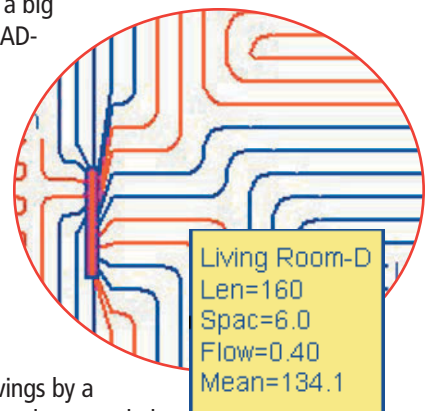
Sales

Want to use your laptop to make a proposal and then close the sale? If you're doing replacements, we've built an In-Home presentation ability you can use to educate and impress your customers. You can show them a video, PowerPoint presentations, or product information, all from a single Sales NavBar menu. We've constructed a simple sales flow and you can pick and choose whatever you need to show your prospects with just one click. This In-Home presentation ability is combined with key screens in Right-Suite™, so that you can quickly run through the Sales Wizard to start the sales call, Draw a fast block load outline, and immediately switch to a comparison of Equipment Systems (from your Library) and print out a proposal.

In addition, the Sales Manager makes it easy for you to keep track of your proposals. The Sales Manager also provides a valuable dashboard for sales scorekeeping, by sales person and for the entire team. Even if you're the whole team, you need to keep score.

Draw Radiant Loops

Radiant systems are really coming on strong. We've added a big Plus to Right-Radiant, in the form of automatic drawing of CAD-quality loops, and best of all, the loops are connected to calculations, not just a pretty face. So, if you change the loop layout, BANG, the whole project recalcs, including the parts takeoff. Right-Radiant Plus™ can automatically draw out loops with your settings for spacing, temperature, configurations, etc. This automatic mode draws loops around islands, and is really easy to bend around cabinets, etc. In addition to automatic drawing, there's a manual modification mode in which you just drag the individual pipes around the way you want them. Our experiments with Right-Radiant Plus™ show that we can beat CAD drawings time savings by a large factor, even including manual touchup to make loops exactly as needed.



Technical Improvements

ACCA's latest improvements in the accuracy of Manual J8 are described in their Addenda A, B, C, and D. We have implemented these with painstaking detail, and it has been a lot of work. These Addenda improve glazing calculations, duct loss details, and infiltration.

We have reworked several internal aspects of duct calculation to make the automatic assignment of fittings and trunks more bulletproof. Version 6, now includes three pre-specified duct system types, all mapped to duct fitting database. The new Library item, *Flex-Flex*, is the popular flex trunks with flex branch system. *Rect Trunks + Rnd Branches (SM)* is the common Rectangular Sheet Metal Trunks (usually in the basement) with round sheet metal branches, featuring correct takeoffs for stud-wall, panned joists, and proper boots with transverse or in-line registers. *Rnd Trunks + Rnd Branches (SM)* is a system type frequently found in attics.

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UPCOMING TRAININGS

- (RSR) Dec. 9-10, 2004
Houston, TX
- (RSC) Jan. 18, 2005
Sacramento, CA
- (RSR) Jan. 19-20, 2005
Sacramento, CA

Find out why Right-Suite Training continuously gets rave reviews, to reserve a seat call sales at 800-225-8697.

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These new duct systems allow you select (on the fly) whatever system type you want, zone-by-zone. So that simply selecting from a pull-down will provide you with a complete, real duct system. Of course, you can create your own modified version (in the Library) of these standard preferences.

We also updated our AutoCAD-compatible read and write capability to work with the latest AutoCAD 2004 files, as well as prior versions. These new version files have become increasingly common.

Easy Input for Settings and Your Data

We've achieved a new level of simplicity in getting your data into Right-Suite™, adding a Data Input Wizard, which works with Excel.

Since nearly all of you are familiar with Excel, we've designed an input worksheet, with multiple tabs, that you can enter new equipment for ARI/GAMA, your proposal parts data, and even data sheets for marketing purposes. Once you've entered new data into the worksheet, you just run the Data Input Wizard, which finds the Excel sheet, and puts the data into the right slots of Right-Suite™.

Faster to Use, Easier to Set Up

Our goal is to bring the full power of computers to you, to help in your business, and to give you more time for other areas than design. Our new emphasis on simplicity and sales will help you to achieve your potential.

VERSION 6.0 PRE-RELEASE SPECIAL PRICING!

Don't delay place your order today and increase your productivity tomorrow! Contact Wrightsoft Sales at **800-225-8697**, and mention **NSLV6** to take advantage of this great deal.

Offer expires December 31, 2004

RSR Software Version	List Price	 You Save	Pre-Release Price
RSR 5.0	\$547	\$149	\$398
RSR 5.5	\$488	\$250	\$238
RSR 5.8/5.9	\$249	\$100	\$149

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