



## Comforte News

12615 - 124 Street  
Edmonton, AB, CA  
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**Hi-Velocity Soft-Aire  
Home Comforte System**

**From home owners to contractors  
Energy Saving Products has proven  
to be the right choice.**

**Manufacturers Of Heating  
and Cooling Equipment**

[www.hi-velocity.com](http://www.hi-velocity.com)

Hi-Velocity Soft-Aire Home Comforte System

### Comforte News

Here are some events that has happened since the last newsletter!

**November / December 2002 Issue (5)**

### News From Home Base!

- News from Home
- Fall Seminar
- New Products
- Coming Soon Installation Video
- Lo-Velocity Installation and Cost Savings
- AHR EXPO Dates & Info.



ESP held the 2<sup>nd</sup> annual Paint Ball Tournament in June with staff, family and friends and what a lot of fun. It's always a good idea to have some play time and Leon did get peppered.

2002 is soon coming to a close and we would like to take this opportunity to thank you for another successful year.

Some of the updates and additions in the past year have been!

- Electric Strip Heat Coils
- Improved Rough-in Kit
- New 4" Vent Plates
- Update - Product Catalogue CD
- Update - Marketing CD
- ESP Product Information Folders
- French Literature
- Builder Series Brochure
- Proud Installers & Proud Distributors Poster
- Lawn Sign
- Coming Soon - Installation Video

#### Question of the Month!

What would you like to see in future newsletters?



Colton, son of Driver Randy Bykowsky of Trial N Error II has serious intentions about his future!



Proud Sponsors of Nitro Funny Cars  
Trial N' Error & Trial N' Error II



Look for Randy at the races in 2003!

## Fall Training Seminar October 17 & 18, 2002

ESP held another informative Training Seminar. Starting with Hospitality night October 16th with the usual two days in the factory Oct 17th & 18th followed by a trip to the mountains in Banff, Alberta Friday afternoon. ESP staff did an awesome job of hosting the great attendees with informative information and great food and a lot of fun.



**Seminar Attendees**



Elaine & Robert

Hospitality Night



Randy, Steve & Leon



Leon - The Why's of HV



Sean - Products & Descriptions



Steve - Going over technical information



Pam & Flo - Marketing



A Birthday never slips by us - Jason



Steve & Ryan - Installation Tips

Continued on page 6 - Banff trip  
Also  
Visit our web site - newsletter for more  
photos of the Fall Training Seminar



## Product Display

- Acrylic Counter Display
- Cardboard Counter Display
- New 4" Vent Plates
- 5" Vent Plates

**NEW**

## Counter Display Offer



Offer expires December 31, 2002  
Contact your Agent/Wholesaler in  
your area for details!

This cardboard display is 18" x 25"  
Light weight and can sit on a counter  
or hang on a wall

*Ideal for Show Rooms, Office & Trade Shows*



We are in the process of making an installation video. This video shows ESP's strength and support as a company, our superior quality of products and the reliability of our service. This video is in the editing stages and we will announce when it is available through the website and newsletter.

*Interior design hasn't been forgotten!*

### *New 4" Vent Plate Collection*



### *5" Vent Plate Collection*



### *New Flex*

The only thing new about the flex is the color!  
We have changed the foil flex jacket/sleeve  
from **blue** to ***silver***.

### Energy Costs Continue to Rise!

With the escalating cost of natural gas today, you can no longer allow your old gas fired furnace to needlessly "Blow your money out the chimney".

Energy Saving Products manufactures the Lo-Velocity Heat System (Lo-V). The Lo-V system is a flameless furnace that conveniently replaces your old natural gas furnace. You can realize a saving of up to 50% in your gas bill. (Amount of savings to consumer depends on inefficiency of old furnace. The major bonus is in the improvement in the home environment. The "New Aire" will be comfortably moist and evenly warmed. Environmentally sensitive people (Asthmatics/Allergenic) immediately appreciate the improvement in Lo-Velocity Aire. As quoted by Frank G. In Edmonton, Alberta "*Since I've had the Lo-Velocity installed in my home, I feel better. With the moist air and noticeable reduction in dust, I've not had to use my inhaler nearly as often.*"

The Lo-V system uses one appliance, your hot water tank to "trap" heat energy in water until it is used as domestic hot water or as a source of heat for your home. When your home calls for heat, a small energy efficient pump circulates hot water from your domestic hot water tank to the "Lo-V fancoil." The fancoil extracts some of the heat "trapped" in the hot water and delivers the heat through your existing ductwork to your home. The water, some-what 20% cooler, is returned to your hot water tank to be reheated and recycled or used for domestic requirements.

### Benefits And Options

- Lo-V is factory wired for constant Air delivery.
  - Hi-speed during heat delivery.
  - Lo-speed during general Air movement(Optional speed controls available for customer satisfaction)
- Superior medium-pressure fan assembly accommodates optional hi-quality filters (HEPA - By pass style) for optimized Indoor Air Quality (IAQ)
- Readily complimented by additional under-floor radiant heating or radiant panel heating.
- The optional RM cooling module is easily incorporated into the Lo-V system for home cooling. Your system arrives factory wired to accept the cooling module.

Visit our web site [www.hi-velocity.com](http://www.hi-velocity.com), Doc Pics - New Docs to read the rest of this report, which includes a three year case study summary using a natural gas furnace versus a Lo-V flame-less furnace.

### Retrofit installed by Steve Allen of Angler Mechanical

**Lo-Velocity installation July 20th & 21st, 2002.**

This is an installation that I performed at a house in Morinville, AB. The furnace was an old Flame Master along with a 30 gallon John Wood hot water heater. I met the homeowner at a local renovation show and showed him the benefits of installing a "combo system" using a 75 gallon hot water heater and an Energy Saving Products Lo-Velocity fancoil.

This type of system will save up to 30% on home heating bills because the hot water heater heats the home along with supplying all the domestic hot water. This has reduced the home down to a single gas fired appliance for all heating and domestic requirements.

This also reduces the total BTUH firing capacity of the home by 45%. The original furnace input was 110,000 BTUH and the original hot water heater was 33,000 BTUH. This gave us a total of 143,000 BTUH. By installing the Lo-Velocity and Hot water heater combo system the total capacity was reduced down to 75,000 BTUH.



#### BEFORE

◀ Old Flame Master with 30 gallon hot water heater



#### AFTER ▼

Lo-Velocity fancoil with 75 gallon hot water tank. Supplies heating and domestic needs.



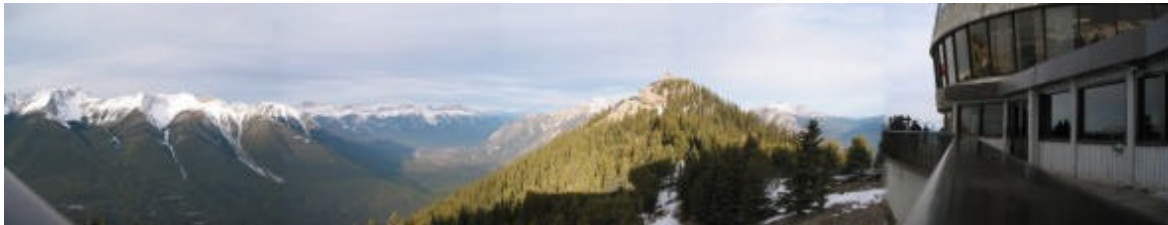
A Trip to the mountains completes the 11th by-annual training seminar!



Group Shot in Banff, Alberta



Robert composing a song for Leon



Beautiful Scenic view of Banff, Alberta



Wish to Advertise your Projects on  
our web page or Newsletter?

Please send photos with testimonials of job projects with  
a description and we will be pleased to post them in future  
newsletters.

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Once again we are in the  
**AHR EXPO Trade Show**

January 27 - 29, 2003

McCormick Place South Hall  
Chicago, Illinois

**Booth #6742**

Visit our home page to link to  
AHR EXPO web site!