



Message from the President



This newsletter evolved as a response to several customer requests for more information about our products and how to sell, design, and install them. We've designed it as a tool to make our partners and customers more profitable by improving their proficiency in all things Aquatherm.

This month we focus on ways Aquatherm can save everyone money. Next month we'll concentrate on pipe insulation cost savings. Every month we will provide tools to help provide savings in numerous applications.

We experienced excellent growth in 2008, certainly thanks to the combined efforts and hard work of the many great people who have joined our team. But we need to give credit where it is really due; we are blessed to be launching the right products at the right time. This is a result of the hard work and foresight of the Rosenberg family and Aquatherm GmbH team who founded and developed this world class organization and the exceptional products we have to offer.

In 2009, governments all over the world are spending money at unprecedented peacetime levels to stimulate their economies. They are investing in infrastructure and energy efficiency, particularly in water conservation and distribution and building energy system upgrades, with a strong emphasis on green technologies and building things to last.

We have THE RIGHT PRODUCTS. It is our job, nay our duty, to make sure those responsible for these projects are aware of Aquatherm Greenpipe®, Climatherm, Lilac, and Aquatherm Advanced.

Aquatherm's products are perfectly aligned with many of the projects that are going to be built in the coming months using the stimulus package money. Let's get to work to make 2009 a record year!

- Steve Clark, P.E., P. Eng. CEM

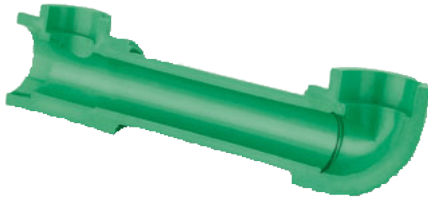
Aquatherm's Cost Advantages

If you're an Owner...

1. You can realize energy cost savings of between 10%-30% because of the unique insulating characteristics of the pipe itself — no more BTUs lost because of the lack of insulation or because of insulation that's supposed to be on that has fallen off.
2. Your maintenance costs are significantly reduced because the pipes won't leak — everything is fused for life!
3. You and your occupants realize obvious health benefits since Aquatherm pipes don't leach, are scale resistant, and taste neutral — so you don't taste your pipe every time you take a drink!
4. You won't have to pay for water treatment equipment and chemicals to protect metal pipes from corrosion and will save on maintenance costs since there will be no iron sludge fouling heat transfer surfaces and damaging pumps, valves, etc.
5. Aquatherm Greenpipe®, when used for domestic cold water (DCW), doesn't require any insulation because it won't sweat in this application, thus saving 100% of the cost of insulating the DCW lines.
6. When used for domestic hot water piping, and heating and chilled water piping, Aquatherm fittings don't require insulation since they're 2.5 times thicker than Aquatherm pipe — therefore allowing only minimal heat loss. This loss is more than offset by the high thermal resistance of the Aquatherm pipe when insulated with Aquatherm Advanced insulation, and since insulating the fittings is often half the cost of insulating a piping system, this can result in tremendous savings. All told, Aquatherm pipe and Aquatherm Advanced insulation can deliver a total of 50% to 75% material and labour cost savings on pipe insulation.

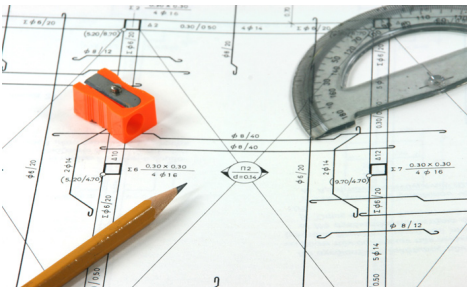


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If you're a Mechanical Contractor...

1. You can save up to 80% in material costs and over 50% in time and labor by using fusion outlets instead of reducing tees.
2. You can save 30% by using Aquatherm Greenpipe® SDR 11 cold water pipe instead of the standard Aquatherm Greenpipe®.
3. You'll save time and money since there's no need for compression rings, solvents, glues, or solders.
4. You can stop running home runs, and instead run mains and branches using less material.
5. Thrust blocking is not required, and vibration isolators (flexible piping connections) aren't required for pumps — providing considerable time and material savings.
6. By prefabricating, not only can you save time, but you can easily identify, by color code, different piping systems depending on the application: Greenpipe for hot and cold; Climatherm (blue and green) for hydronic applications; and Lilac for drain, waste, and vent, reclaimed water, recycled water, and rain water applications.
7. Aquatherm's tough, flexible, fusion-welded, faser pipe eliminates the need for thermal expansion joints and water hammer arrestors.
8. No need to insulate domestic cold water pipe or any fittings. See next month's newsletter for additional insulation savings tips.
9. Avoid the cost, nuisance, and embarrassment of call backs due to leaking pipes.



If you're an Engineer...

1. You will rest easy when spec'ing a piping system that decreases your amount of liability. Aquatherm is not only virtually leak-proof but carries a \$7 million warranty if the pipe or fittings should ever fail.
2. You can expect a flow rate double that of steel, meaning you may be able to down-size pipes to accomplish the same result you would with larger sized steel — real savings in upfront costs and long term energy cost savings.
3. Using Aquatherm Software, (Linear), you can easily design, size, and create a bill of materials all at once. This saves multiple hours in design and configuration time — and speeds up take-offs and defines more accurate quotation estimates.

What are you waiting for?

As this inaugural newsletter has begun to show, Aquatherm provides superior, practical, cost effective piping solutions that are desperately needed in North America. Be sure to catch next month's issue for more information. And if you have any questions or suggestions, please contact David Johnson at david.johnson@aquathermpipe.com or 403-653-4440.