

September 2014

# IN THE LOOP

## Notable Publisher's Pick

A special thank you to The ACHR NEWS for choosing our custom mechanical boards as the "Notable Publisher's Pick" in the latest issue of The NEWS magazine. We appreciate the support and help in getting the word out about these time saving solutions to installing hydronic radiant heating systems. Never pipe or wire a mechanical room again, saving you time and money. Each board is custom made, accommodating an unlimited number of zones and multiple temperatures.

## New Representative: C.E. Ray Company

We are happy to welcome C.E. Ray Company as our newest representative. Located near Indianapolis, IN, C.E. Ray Company will be representing and marketing Infloor to their region covering Indiana, Ohio, Kentucky, Southern Illinois, and portions of West Virginia. Like Infloor, C.E. Ray Co. is family-owned and operated, with decades of experience. We are thrilled to be working with such a great team of people and company.

distinguished reputation by specializing in design and product supply for high-efficiency commercial heating and ventilating for both new and retrofit projects, especially with high-bay structures.

"We have 44 years of experience marketing Overhead Radiant Tube Heating Systems," said Chuck Ray, Founder and President of C.E. Ray Company. They have earned a

Infloor radiant heating is new to their range of services. C.E. Ray Co. is focusing on radiant overall, overhead and in-floor. "It's a growing piece of the marketplace," said Chuck. "We are interested in expanding into areas with a wider range of applications, such as residential, low-bay buildings, and places with dust concerns," he shared.

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## LoopCAD Version Updated

The latest version of LoopCAD (OEM Infloor edition) has been released and is now available. The update ensures your Infloor radiant heating system plans have all the current information you need to get the job done quickly and correctly.

The updated version includes:

- Our new company logo
- Updated pricing
- 1-1/4" copper manifold option for 3/4" tubing for large projects and snow melt systems
- New staple gun and staples
- New control boxes added
- Added "LF" to the PEX fittings to indicate lead-free
- Corrected the amounts pulled for the manifold mounting brackets

LoopCAD is our premier blueprint program that gives installers the loop layout with exact tube spacing, placement, and length, taking objects such as cabinets into consideration, the manifold placement, zoning, and routing of supply and return lines, with a complete list of materials needed for the radiant system. Update your current version of LoopCAD to the new one with just a click. In the program, click "Check for Updates."

Feel free to contact us with any questions or for further assistance.

### What's New

Please send product releases to [newsproducts@achrnews.com](mailto:newsproducts@achrnews.com).

**System Analyzer**  
To change the...  
PHOTO 182

**Building Controllers**  
The MASH-Pro...  
PHOTO 183

**Boiler Installation Stand**  
Boiler Installation...  
PHOTO 184

**Networked Power Meter**  
The Power-Sense...  
PHOTO 185

**Vibration Isolation Curb**  
The Vibration...  
PHOTO 186

**Foam Wire Lubricant**  
The Foam Wire...  
PHOTO 187

**Differential Pressure**  
The Differential...  
PHOTO 188

**Stainless Steel Manifold**  
The Stainless...  
PHOTO 189

Join the conversation  

In The Loop is a publication for customers, distributors, contractors, and friends of Infloor Heating Systems; a division of Infloor Sales & Service, Buena Vista, CO. [www.infloor.com](http://www.infloor.com).

## New Representative: C.E. Ray Company Continued



Chuck has a long history in the industry, which he shared with us. "I established C.E. Ray Company in 1966 as a rep. in the HVAC industry, marketing through a network of heating equipment distributors in Indiana & Kentucky. Initially, I sold residential products on a commission basis. But our company evolved to buy-sell equipment lines, which involved custom design applications for the equipment we represented," he said.

"In 1987, our older son, Andy, joined the company. A year later, our younger son, Steve, joined our group. We all work hard to provide our loyal network of distributor customers with an effective service of customized design and the preparation of customized project presentation materials. These comprehensive packages of presentation materials directly support our contractors to win orders in an always

competitive market," he shared.

To enhance the quality of their presentation materials, they created and patented a software called Infra-Spec. Among its unique features, the software projects the Annual Fuel Cost estimate for forced air heating and the Annual Fuel Cost for their radiant equipment. The difference between them is the customer's Annual Fuel Savings for the high-efficiency radiant heating system.

"Commercial building owners need to know the computer-validated Annual Fuel Savings (as reported in dollars) to make informed buying decisions," said Chuck. "Contractors, who submit presentation materials without this specific Annual Fuel Savings amount, must rely of either (1) a range of percentage savings or (2) a range of years for some vague "pay back" cycle. Any Infra-Spec presentation is much stronger and effective for the bidding contractor."

Upon request, Infra-Spec can also calculate the amount of CO<sub>2</sub> Reduction of over-head radiant heating compared to forced air heating. This value is usually reported in tons per year. Commercial building owners with a corporate image of good environmental stewardship are often eager to report this type of conservation data.

Learn more about C.E. Ray Co. at [www.ceraycompany.com](http://www.ceraycompany.com).

## New Staple Gun Makes Installation Easier

We are thrilled to be offering a new staple gun for installing hydronic radiant heating systems. The improved design makes installation quicker, easier, and with less strain on your back. With the new walking stick extension (sold separately), crawling along the floor to staple down tubing is a thing of the past. Our new staple gun is exactly the upgraded tool you've been looking for.

The new staple gun is for hydronic radiant heating installation only. It requires Semco staples, which can now be ordered in two different quantities, accommodating small and large projects. *(Please note the paslode staples used in the old staple gun cannot be used with the new model.)* When using our LoopCAD program, these items will be automatically selected based on your project design. The new staple gun is available now for purchase. Contact us to order your new and improved staple gun.

### Changes to the staple gun:

- Set up for 3/8" and 1/2" tubing
- No more back aches - walking stick option available, which allows you to stand upright and walk during the stapling process
- Staples can be ordered in two different quantities (1,660 & 10,000) to accommodate small and large projects
- Designed specifically for radiant tubing installation

