



TSI NEWSLETTER



Inside this issue:

Warranty Department	1
Price Changes & Product Information	1-2
Training	2
Beat the Heat	3
Human Resource Information	3
Credit Hints	3
Reclaimed Refrigerants	3

A Friendly Summer Reminder from TSI's Warranty Department

Once again, it's summer time! You know what that means...cooling products will be in use. Please remember to fill out your SCAs with complete part numbers and serial numbers for **BOTH** the failed and replacement information when it comes to compressors and coils. If this information is missing, the Warranty Department will be unable to process your claim and cannot provide you with your credit. Please take the serial number and part number directly from the actual part, **not** from the invoice you receive from TSI.

CLAIMS: Make sure to send in your claim forms within 30 days of the repair date to help avoid claims from either being denied or charged a penalty (depending on each vendor's policy).

Price Changes & Product Information

You are no doubt painfully aware of price increases. Manufacturers are struggling with price increases in fuel, energy, raw materials, etc. The costs of steel, copper and aluminum have increased 30-55% over the past year. Notices of price increases arrive at TSI every week. Following is our list reflecting price changes.

Product	Effective Date	Increase
Shoemaker Registers	5/25/08	6-9%
DuroDyne	7/1/08	5-10%
Deflecto	6/20/08	11-12%
PVC Pipe	6/1/08	15%
Hydrolevel	7/1/08	2-4%
Famco Backdraft Dampers	6/1/08	8-10%
Slant Fin	6/1/08	5%
Warm Air Sheet Metal Dampers	5/19/08	10%
ACR Copper Fittings	5/15/08	5%
Thermopan	6/1/08	10%
Certainteed Insulation	6/15/08	6-10%
C & S Manufacturing	6/15/08	20%
Taco	6/1/08	5.5%
Bradford White Residential	6/2/08	Residential 14% Commercial 5%
Tekmar	6/1/08	5-7%
Slant Fin	6/1/08	5%



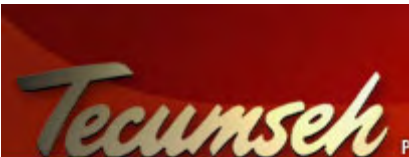
TSI SUMMER BOILER PRESEASON

Get a jump on the fall boiler replacement season. From June 1st through August 31st, TSI is offering special pricing and terms on the complete Slant Fin boiler line. Check with your TM or TSI Inside Sales Person to find out the details of this exciting program.



Sales on the Sanyo duct free mini-splits are starting to take off. The initial reports we have received are that the installations went smoothly and have been trouble free.

Sanyo's Flexi-Multi unit has 213 possible arrangements of multiple indoor units to one condensing unit. With the Flexi-Multi unit and inverter technology, you have the ability to size your indoor unit to 130% of the capacity of the outdoor unit. This is a great cost savings to you and your customer.



TSI now has Tecumseh refrigeration condensing units in stock. We also have replacement relays, contactors and overloads for these units. The next time you are installing or replacing a Tecumseh unit, give Glenn at TSI Green Bay or J.D. at TSI Madison a call and see what TSI has to offer.



Through the month of June, buy \$500.00 of Wardflex on a single order and receive a \$50.00 cash card from TSI and Wardflex.

**CHECK OUT TOTALINE
NU-CALGON SPECIALS IN OUR JUNE
SPECIALS FLYER!!**



Are you looking for Training Classes?

If you are interested in attending the class listed below, call Mindy in our Green Bay office at 800-776-2014, Ext. 205 or e-mail her at mjarvey@tsihvac.com.

UNDERSTANDING YOUR SYSTEM-VOLTAGE, PRESSURES AND THEIR EFFECTS

This class is designed for technicians of all abilities. The intent is to provide a greater understanding and proper use of the meters, gauges, and tools used every day in our industry. The focus of this class will be tools used in the diagnostics of an air conditioning and heat pump system. This class will benefit the employer, service technician, and customer by providing a more accurate diagnosis of the situation in a confident, expedient manner.

This class will cover:

Understanding your gauges -

- Is a 4 port manifold better than a 3 port?
- Proper use of your gauges
- Are all gauges alike?

Understanding Your Multi-meter -

- What is a true RMS and when is it important?
- Is a digital meter better than analog?
- What is a DVOM?

What are the standard tools needed for today's industry?

Understanding Superheat and Subcooling -

- Do they affect each other and if so, how?
- What effect if any does humidity have?
- Charging the system

Course cost is \$40/per person and includes all materials and a meal.

Class Time: 3:00 P.M.—7:30 P.M.

Locations and Dates:

June 17 **TSI Green Bay**
2200 S. Ashland Ave.

June 19 **Schofield**
Country Inn and Suites
1520 Metro Drive

See information above for registering.

Notes from our Human Resource Department

Your Social Security Benefits

Want to receive a copy of your earnings history and an estimate of future benefits from the Social Security office? Just go online to www.pueblo.gsa.gov for a "Request for Social Security Statement" form 516R.

For details on retirement benefits, Medicare coverage, Supplemental Security Income and more, request "Social Security: Understanding the Benefits" booklet, form 518R, also free for the asking at the above web-site!

FirstStep Recordkeeping, Reporting and Notices e-laws Advisor

The U.S. Department of Labor has unveiled the *FirstStep* Recordkeeping, Reporting and Notices e-laws Advisor— its latest tool to help employers comply with federal employment laws. By using this tool, employers can easily determine which recordkeeping, reporting and notice requirements apply to them under the major laws administered by the Department. This new e-laws Advisor has been integrated with the revised and expanded *FirstStep* Poster and *FirstStep* Employment Law Overview Advisors. All three Advisors help employers identify the federal employment laws relevant to them and then explain how to comply with the requirements. This new suite of e-laws Advisors is available at www.dol.gov/elaws/firststep.

Credit Hints

A bank short term line of credit is an important tool for every business to use as needed and then repay as the dollars come in. It is important to use this at least every 6 months to keep it active. If you don't have one, see your banker so you have one when you need it. Items needed are your last two years business tax returns, one year projection for next year, reason for loan, how you will pay it back and what you are doing to make the business more profitable. The more a banker understands about your business, the more helpful he can be as a business advisor. Your banker and your accountant should be two key business advisors.

Beat the Heat 2008

"BEAT THE HEAT" ENDS ON JUNE 30TH

Qualify to experience one of Northern Wisconsin's most heralded treasures -- the Gateway Lodge.

Call in your orders today!



(Old Gateway Postcard)

TSI WANTS YOUR RECLAIMED REFRIGERANTS

With the summer repair and replacement season for air conditioners, there is an accumulation of reclaimed refrigerant. We are anxious to take this refrigerant off your hands. You will find that we have streamlined our process to get your deposits back to you sooner. Also, we will do special quotes on larger reclaim jobs. Contact J.D. in Madison or Glenn in Green Bay if you are reclaiming a large commercial job.