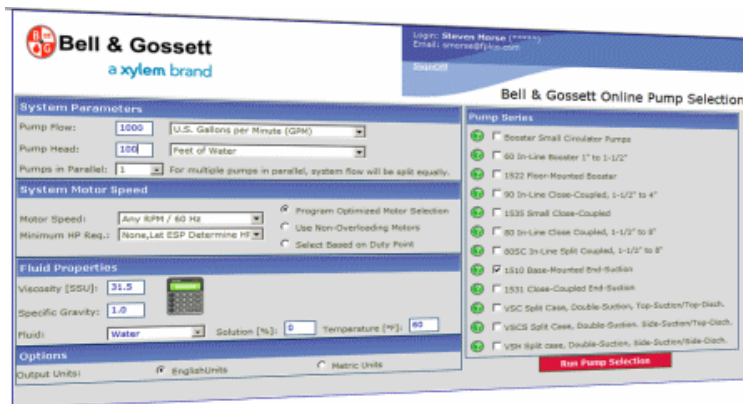


HVAC & PLUMBING TRADE TALK

News for the HVAC and Plumbing Industry

Introducing Bell & Gossett's Upgraded ESP-PLUS™ Pump Selection Program

We are pleased to announce our new and improved ESP-PLUS online pump selection program. We've listened to your feedback and have improved the look and performance of our selection tool, but have made very few changes to the navigation, making the site easy and familiar to use.



We've added some smart usability features such as a color-coded scheme to help draw your eye and guide you through the selection process. The program has all the selection options you expect:

- I Flow, Head, Pump Speed, Pump Type
- I Metric (SI) and English Units of Measure
- I Option for Viscous Fluid Correction
- I Multiple Motor Selection Methods
- I Series Pump Selection and Graphing
- I Links to CAD Drawings

The program still uses our very accurate three-curve algorithm for pump selection. There are new icons with tool-tips to help navigate the program.

- I The program includes pump accessory sizing: Triple Duty Valves® and suction diffusers.
- I Variable Speed Operation
- I System Modeling with Life-Cycle Costing
- I Product Schedule for downloading or emailing

We have placed all the ESP family of programs in one easy to find location: www.xylem.com/esp

We are very excited about the upgraded program and hope you will be too - check it out today!

Exciting news from a world leader in water technology

On October 31 of this year, Xylem Inc. announced that it has completed its spinoff from ITT Corporation and has begun operations as a standalone global water technology company. Built on ITT Corporation's well-known water, fluid, flow control and analytics brands, Xylem is a stand-alone company solely focused on water. Thanks to the strength of our leading brands like Bell & Gossett and McDonnell & Miller, Xylem now has the power to optimize water access, to maximize water quality and to promote responsible water consumption worldwide. Xylem offers the industry's broadest portfolio of products and solutions and unparalleled application expertise.

Over the next several months, you will begin to see our new logos in our marketing and advertising materials. It's hard to hide our enthusiasm and excitement for what lies ahead and we hope you share in these sentiments! Check out our new website for even more information:

www.completewatersystems.com

Look for Bell & Gossett at AHR Expo 2012

We look forward to seeing you at this year's AHR Expo @ McCormick Place in Chicago on January 23-25. We will be displaying new products as well as our new look at this year's show---visit us @ booth # 4322.

