



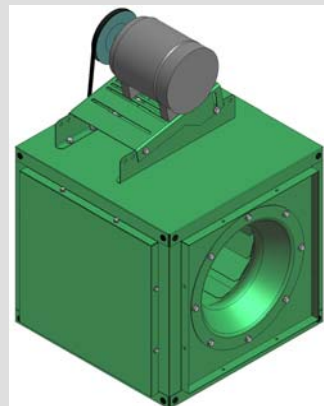
UPDATE

Jan 2009

**COME VISIT US at
ASHRAE (AHR Expo)
in Chicago**

Jan 26-28

Delhi—Booth 2247



Do you have yours?

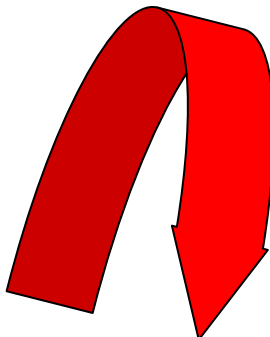
Request a password to login and check your order status online.

sales@delhi-industries.com

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523 James St.
Delhi, Ontario N4B2Z3
Tel: (519) 582-2440
Fax: (519)582-0581
www.delhi-industries.com

Prices Reduced

In anticipation of reduced steel costs Delhi Industries has issued new price pages dated January 2nd 2009 and apply to current shipments.



Prices are down 8.6% on average.

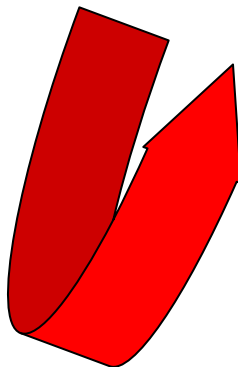
However if you study samples you will see numbers far different than the average as we have smoothed out the difference between cost and selling price on each unit. For instance a 209 duct blower with 1/2 hp 1ph is down about 12%.

A New Management Group

New life, new energy:

Many of you have commented that it is now much easier to get information, especially about orders and deliveries, than in recent years. And the information is good news as new systems, equipment and procedures have eliminated bottlenecks.

Sales, Production, Engineering are revamping our methods— with you in mind.



Some snippets from Sales and Marketing Manager Erle Sowden regarding our transition and future vision:

"...imagine what we can do in 2009."

"...short, consistent lead times"

"...personalized customer support—from order entry to the shipping dock."

" Delhi has become customer driven and customer focused in a very short period of time. Just imagine what we can do in 2009"

The "A List": "A" as in Available



Our accountants don't like the word "Stock", so we're not using it here.

This is a very new and deep commitment on the part of Delhi to make popular products readily available for orders of modest quantity. Our new MRP system helps us keep the products of the "A List" either on-hand or soon to be on-hand.

On the list are products that are not custom built and are popular. It is like a **FREE Quick Ship program.**

If you would like a weekly update of inventory please send an email to sales@delhi-industries.com

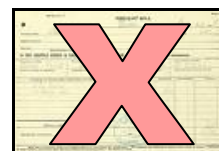
What's on the A List?

On the back, see a list of "A List" members—and inventories as of this writing.

NEW: Prepay and add



In yet another move to increase customer satisfaction we have begun a freight policy of "Prepay and add" so you don't need to deal with a separate billing and payment transaction.

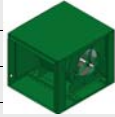
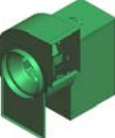
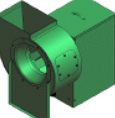


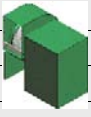



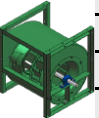
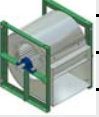

The A List and quantity available as of this writing. Any zero items will be available in 2 weeks or sooner.

To get updated weekly, just send an email to:

sales@delhi-industries.com

With something like "Send me the A List weekly".

207 DUCT BLOWER		16
207 INS DUCT BLOWER		28
209 DUCT BLOWER		38
209 INS DUCT BLOWER		47
210 DUCT BLOWER		33
210 INS DUCT BLOWER		34
212 DUCT BLOWER		12
212 INS DUCT BLOWER		11
215 DUCT BLOWER		19
215 INS DUCT BLOWER		10
218 INS DUCT BLOWER		4
9209 HD DUCT BLOWER		11
9210 HD DUCT BLOWER		4
9212 HD DUCT BLOWER		10
9215 HD DUCT BLOWER		9
9218 HD DUCT BLOWER		0
9220 HD DUCT BLOWER		0
BI-10 SI UTILITY BLOWER		7
BI-10RM SI UTILITY BLOWER		14
BI-12 SI UTILITY BLOWER		6
BI-13 SI UTILITY BLOWER		12
BI-13RM SI UTILITY BLOWER		3
BI-15 SI UTILITY BLOWER		16
BI-15RM SI UTILITY BLOWER		4
BI-16 SI UTILITY BLOWER		19
BI-16RM SI UTILITY BLOWER		13
BI-18 SI UTILITY BLOWER		8
BI-18RM SI UTILITY BLOWER		19
BI-20 SI UTILITY BLOWER		6
BI-20RM SI UTILITY BLOWER		21
BI-22 SI UTILITY BLOWER		8
BI-22RM SI UTILITY BLOWER		8
BI-24 SI UTILITY BLOWER		8
BI-24RM SI UTILITY BLOWER		8
BI-27 SI UTILITY BLOWER		4
BI-27RM SI UTILITY BLOWER		4

610 SI UTILITY BLOWER		13
612 SI UTILITY BLOWER		16
615 SI UTILITY BLOWER		4
618 SI UTILITY BLOWER		6
DSQ-B-10., SQUARE INLINE		9
DSQ-B-12., SQUARE INLINE		1
DSQ-B-13., SQUARE INLINE		9
DSQ-B-15., SQUARE INLINE		11
DSQ-B-16., SQUARE INLINE		3
DSQ-B-18., SQUARE INLINE		3
DSQ-B-20., SQUARE INLINE		5
DSQ-B-22., SQUARE INLINE		5
DSQ-B-24., SQUARE INLINE		3
DSQ-B-27., SQUARE INLINE		4
DSQ-D-10, SQUARE INLINE 1/4 HP		0
DSQ-D-12, SQUARE INLINE 1/2 HP		3
DSQ-D-13, SQUARE INLINE 3/4 HP		5
DSQ-D-15, SQUARE INLINE 1 1/2HP		8
SIS-10 FRESH AIR,SIDE		7
SIS-12 FRESH AIR,SIDE		4
SIS-15 FRESH AIR,SIDE		4
SIS-18 FRESH AIR,SIDE INTAKE		7
SIS-20 FRESH AIR,SIDE INTAKE		2
SIS-9 FRESH AIR,SIDE INTAKE		7
709 FRESH AIR UNIT		13
710 FRESH AIR UNIT		20
712 FRESH AIR UNIT		12
715 FRESH AIR UNIT		10
718 FRESH AIR UNIT		5
BIDI-20		4
BIDI-18		4
BIDI-16		3
Also many 900		133
And many G Series		

Coming Soon...

Delhi acknowledgements and invoices via email.

OOPs—Are you having Delair trouble?



Some installations experienced a problem after using the online upgrade to move to versions 8.0 and 8.1. Symptoms are a kind of "hang" when in the Blower Selection Window. Solution: Just uninstall any and all versions of Delair using Control Panel, Add/Remove Programs. Then install a fresh version from: www.delhi-industries.com You will not lose any reports you may have saved.