

news from...

AQUALISA



Inside... **Opto...** Your perfect partner

The story behind Opto our latest groundbreaking innovation

Get technical with Research & Development, product update, diary of events, a training guide, freephone for literature, win a year's supply of Opto Thermo and FAQ

Instalment 2

newsletter 2

It really doesn't seem long ago that we were dotting the i's and crossing the t's of Instalment's inaugural issue. And here we are again with the very latest Aqualisa news and ready to reveal some extremely exciting product developments.

Welcome...

In this issue of Instalment, we'll be unveiling Opto – our brand new shower that has been specifically designed with you the installer in mind. Meet Kevin Gibbons from Aqualisa's R&D team and find out why Opto promises to deliver, whatever the showering situation. Plus, if that inspires you, why not book your place on one of our newly revamped training courses? Elsewhere, find out about the continuing success of our Digital showers and check out the latest developments to the Aqualisa Quartz family.

Once you've read through Instalment 2 you might like to enter our reader's faxback quiz – the prize is a phenomenal year's supply of Opto Thermo! Congratulations to Mr J.K. Fallows of Heating and Plumbing Services, Shifnal, Shropshire, the winner of the last readers quiz, for correctly answering that the Quartz Digital guarantee period is 5 years.

So, grab yourself a hard-earned coffee and dare I say it, put your feet up, read on and enjoy!

Jan Rowarth
Marketing Manager



Opto – your perfect partner...

optimum performance whatever the water system!

So, what's it all about? Well, in a nutshell, Opto optimises performance. No matter what your plumbing system, you can rely on Opto to deliver the best possible shower. Plus we're quietly confident, it'll knock the opposition into a cocked hat... but more of that in the next issue of Instalment.

Now, Opto takes our thermostatic technology one step further by offering not one, but three cartridges – each especially designed to give the very best performance dependent upon the type of plumbing system. Turn the page to get technical. In the meantime, here's our easy, at-a-glance guide to Opto.

Opto at a glance...

- *Guarantees* an optimised showering performance, no matter what the plumbing system
- *Three cartridges* – gravity-fed, combi and high pressure
- *Gravity-fed* Opto delivers over 10 litres of water per minute with just 1 metre head of pressure
- *The only valve* for specific use on a combi boiler to offer a truly thermostatic shower
- *Re-engineered T-tube* on high pressure valve means an end to empty tank complaints
- *Choose between* exposed or concealed designs
- *2 year, peace of mind, comprehensive* guarantee
- *Buy the box* – all Opto showers come complete and ready to go



Get technical...

with Kevin Gibbons, R&D department

Kevin, Opto is Aqualisa's most exciting product development since Digital was launched in 2001. Tell us more...

Opto is about the installer. The range is geared up for the professional and no matter what the type of plumbing system, will deliver an optimised performance.

When a shower is too hot, cold or doesn't deliver enough flow, it usually gets the blame. However, 9 times out of 10, the fault is often with the plumbing system, pump, water pressure or boiler.

With Opto, we set out to design a shower that would make things better. Independent lab results have now proved that Aqualisa's Opto cartridge for gravity-fed systems delivers nearly twice the flow of its nearest competitors.

That actually equates to the performance you'd receive from a power shower, which is a real advantage, because a power shower installation requires electrical work to be carried out. New regulations concerning electricals in the bathroom can cause complications for smaller companies or installers working on their own. So why go down the power shower route, when Opto can deliver just as well?



Kevin Gibbons, Principal Development Engineer



Opto Thermo gravity

Opto Thermo combi

Opto Thermo high pressure

Similarly, the Opto combi-boiler cartridge comes ready-fitted with a flow regulator suitable for a boiler with an 80,000 BTU output – and two other regulators for larger output boilers are also supplied. Installers often find that boilers have been incorrectly set up and for varying reasons, don't want to try changing their output. With the Opto combi cartridge, there's no need – it's been designed to work effectively with all the major boiler makes and even on an incorrectly set up boiler, flow will still be optimised.

Aqualisa has long been famed for its tried, tested and trusted thermostatic technology

How have you made the best better?

In terms of showering technology and innovation, there's no question that Aqualisa has led the field for a long time. However, we also pride ourselves on constantly re-evaluating the performance of our showers and Opto is the result of scrupulous attention to detail and a desire to improve our installer offering.

Aqualisa has the enormous advantage of its own, unique 'engine' in the form of the bi-metallic shower valve. With the Opto range, the bi-metallic valve has been tailored to offer three different cartridges for gravity-fed, combi boiler and high-pressure systems that promise to deliver across all plumbing platforms.

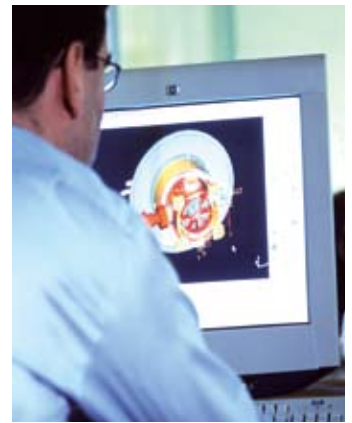
How long has Opto taken to come to the market?

Opto has taken around a year to develop and has been driven by our identification of the need to provide installers with a shower that would be able to overcome plumbing system and installation issues they have to contend with on a day-to-day basis.

The majority of development time has been spent on perfecting the performance of the Opto combi cartridge. We constructed a completely new test rig and then took Opto out to be tested on boilers within their manufacturers' factories.

Describe Opto in a nutshell...

Opto is as versatile as it comes. Concealed or exposed, gravity-fed, combi or high pressure – Opto provides tailored solutions for professionals. So not only are we talking about flexibility, but about reliability and great design too. Opto is a no compromise design that delivers a no compromise performance.



Research & Development stage



The Opto valves in production



Testing the flow rates for Opto

Find out more about Opto...

Check out our Opto CD-Rom or come on a training seminar.

To book a place on one of our seminars call:

01959 560042

To order a CD-ROM or brochure ring our order line on:

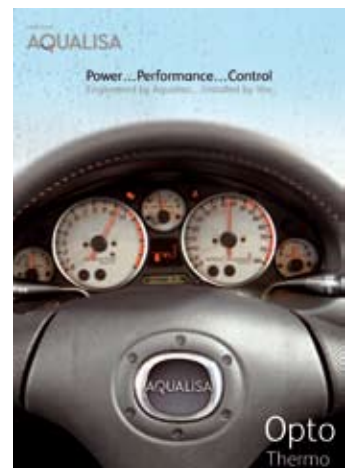
0800 652 3669

or visit our website at:

www.aqualisaopto.co.uk



Opto CD-Rom



Opto brochure

Training...

a new view for 2006

Practical, hands-on and as installer-friendly as they come, Aqualisa's training courses cover our entire product range. Next year will see the launch of dedicated thermostatic and pumped system seminars, plus for all you pushed-for-time plumbers out there, new 'Bitesize' seminars, each lasting around two hours. These promise to be a great way of getting up to date product info, pronto. (Check out the dates of training seminars near you on the opposite page).



One of David May's seminars

Instalment managed to sneak a peek at the proposed itinerary and had a chat with David May, from Aqualisa's in-house training team.

Instalment: "David, what can delegates expect to gain from joining a seminar?"

David May: "Our product courses are hugely popular and not only examine Aqualisa's key showers, but also bring delegates up to date with the latest water and heating regs. Vital stuff – but tough to keep track of when you're out and about all the time. For 2006, we'll be adding Opto to the syllabus for Thermo courses, which, with its three cartridges – gravity, combi and high pressure – brings our thermostatic technology bang up to date.

Instalment: "Do the courses last all day?"

David May: "No. Courses usually get started around 10.00 in the morning. We do quick introductions and the coffee and tea is always freshly brewed! Then it's straight into the technology – covering everything from how Aqualisa's bi-metallic cartridge works to systems and fault-finding. Shower heads and kits follow lunch, then we move onto Digital showering. If you've opted for a pumped product course, we'll also take a look at our new range of Mach pumps, manufactured specifically for Aqualisa by Stuart Turner. On average, we finish at around 3.00pm – sometimes after a short factory tour. Take a 'Bitesize' course and you'll be done in just two hours."

Instalment: "Sounds like something we should put in the diary. How do you go about reserving a place?"

David May: "There's a booking hotline where you can find out the latest course dates. Courses are free and most include coffee and lunch. We can also visit merchants, retailers and colleges. Our graduates are sent away with a certificate, literature pack, discount voucher and other freebies."

Products...

a round-up of what's new from Aqualisa

Quartz Digital, Aqualisa's original Digital shower has recently come of age and to celebrate, we've made a few subtle design changes. Look closely and you'll notice a matt



finish, laser-etched Aqualisa logo and an LED that now flashes a bright

blue. Since its launch in 2001, sales of Quartz have reached a staggering £76million!

Meanwhile, the Quartz family has a new arrival in the form of Quartz Thermo.

Using Aqualisa's renowned thermostatic cartridge technology, Quartz Thermo combines power with practicality to deliver a reliable and robust shower that is as safe as it is dependable. Quartz Thermo features; an automatic

shut-off should hot or cold water supplies fail; an overridable pre-set temperature of 43°C and; it comes complete with an adjustable height shower head. What's not to like?

Things haven't gone quiet on the Axis front, either. If you've been into your local merchant just recently, you'll probably have noticed some very eye-catching sales boards for Aqualisa's Axis Digital shower. Axis got 2005 off to a great start when it scooped the Readers' Award at the Homes & Gardens Classic Design Awards. Since then, sales have soared and we know we've a hands down winner with this sleek, sophisticated shower that continues to impress with its ease of installation and temperature-perfect performance every time.

For those that like a really powerful shower Aqualisa have just introduced a new range of pumps exclusively made by Stuart Turner, designed to provide just the right amount of oomph, no matter what your requirements are.

Diary of events

January

18th	Westerham	Digital seminar
26th	Stoke Football Club	DHPTE

February

15th	Westerham	Pumped seminar
16th	Swindon	Digital seminar
16th	West Bromwich Football Club	DHPTE
22nd	Scunthorpe	Pumped seminar

March

16th	Bristol	Opto 'Bitesize' seminar
16th	Westerham	Opto 'Bitesize' seminar
23rd	Durham	Digital seminar

April

18th	Cardiff	Pumped seminar
19th	Westerham	Digital seminar
19th	York	Opto 'Bitesize' seminar

May

17th	West Midlands & Blackburn	Digital seminar
18th	Westerham	Pumped seminar

To book a place on a seminar, or request tickets for the DHPTE exhibitions we are attending call:

01959 560042

or email training@aqualisa.co.uk

Frequently asked questions

Q I'm frequently asked to recommend a shower for smaller houses or apartments where the combi-boiler seems to rule. They're great plumbing systems, but of course the standard moan is how the customer often gets a blast of cold water when they're in the shower and a tap is turned on somewhere else. I've used Aqualisa's Thermo and Digital showers with good results, but what's new and importantly, affordable too?

A **Stuart Newbury, Aqualisa's Product Manager** advises.

This is a common problem with showers used on combi boilers.

It's all to do with thermostatic shower valves being typically designed to operate on balanced pressure systems - which, given normal daily use with a combi system, only guarantees that the water pressure will not be balanced. To counter this, a lot of installers fit pressure balancing valves. But, since combi boilers do not give out a constant temperature and a pressure balancing valve only senses pressure change - without a constant hot temperature, the shower outlet temperature will vary.

The answer? Believe it or not, is to 'think pink'. Aqualisa's new Opto range of showers includes a valve that has been designed specifically for use with combi boilers. The valve is compatible with all major makes of fully modulating boilers and comes complete with different flow regulators for larger output combi boilers. You'll find that the showering temperature will remain constant, regardless of water use elsewhere in the house.

That should bring a smile to their faces!



Stuart Newbury

Read all about it...

Do you know that ordering Aqualisa literature is easy?

To order, ring our freefone brochure line on: 0800 652 3669 or email brochures@aqualisa.co.uk



- Product Brochure covering the entire domestic range
- Technical Specification Guide for domestic and commercial products
- Domestic Products Spare Parts Guide
- Axis Brochure
- Opto Brochure and CD-Rom – a great introduction to our latest product

Contact Instalment

Instalment is for you the installer. If you have any ideas about what you would

like to see in future editions of Instalment, or have a story which you would like

to see within, email either instalment@aqualisa.co.uk or call **01959 560122**.



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