



WHAT'S HOT and what's not

.....
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Eemax[®]

Hot Product

We are a distributor for Eemax, Inc.

Eemax Electric Tankless Instantaneous Water Heaters

Eemax is proud to offer the greatest selection of any Instantaneous Electric Hot Water Heater Manufacturer.
Ideal for use in industrial, residential and commercial applications.

- **Flow Controlled Model:** For commercial and residential sinks and higher flow modular building applications.
- **Three Phase Model:** For commercial manufacturing processes, boosters, and industrial washdown stations.
- **Series Two Model:** Higher flow rate for commercial, industrial and residential applications.
- **Series Three:** For residential whole house use with multiple showers.

Single Point SP Tankless Instantaneous Water Heaters

To serve one commercial type sink as found in public hand washing areas, modular buildings and offices, strip malls, service stations and concession stands. For commercial applications.



UL Listed

TYPICAL APPLICATIONS

- * Shopping Malls
- * Office and Tenant Spaces
- * Commercial Buildings/Modular Offices
- * Public Handwashing
- * Service Stations
- * Schools
- * Concession Stands

QUALITY FEATURES INCLUDE:

- * On demand Hot Water - no delay
- * Easy installation - no T & P relief valve needed, only one cold water line need be brought to lavatory
- * Easy plumbing-no sweat joints, 3/8" compression fittings factory fitted, mount directly next to point of use on wall.
- * Integral flow restrictor - Built in to ensure correct temperature rise.
- * Faucet aerator - with excellent spray pattern supplied with unit.
- * Hands Free - sensor and metering faucet compatible
- * Prevents Legionella bacteria growth
- * Several voltage format - voltage types include 110,120, 208, 220, 240, 277
- * Cut energy waste - Flow switch activates heater only on demand (no standby heat loss) 99% efficient



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- Continuous Hot Water - no storage capacity to run out.
- Easy Installation-integral ¾" compression fittings on top (no sweat connections). Mounts on wall at point-of-use.
- Designed for Durability - constructed of high strength reinforced "ENGINEERING PLASTIC"
- Ni Chrome Element - a unique, patented flow path ensures optimum heat transfer and extended element life.
- Compact Size - dimensions 10.75"x5.25"x2.125"; weight 3 lbs
- Reduces Calcification.
- Space Saving Installation - under sink, point-of-use.
- Field Serviceable Element - replaceable cartridge element (1 year warranty).
- Complies with handicap requirements.
- Warranty - Full Factory Warranty - Heaters are guaranteed against failure due to leaks of "Heater Body/Element Assembly" for a period of TEN YEARS.

For more information on these products: www.HeatersPlus.com/eemax.htm

The Organizational Chart

The Road Map to your Company's Future

You've seen them, but you've probably never thought about your business having one. An Organizational Chart, such as the one seen on the following page, is a key to understanding the strengths and weaknesses in the structure of your company. Taking your employee's names, at least the management and supervisory ones, and matching them to job responsibilities helps you to see if all areas of the company are covered, and if any one person is covering too much. It can also point out areas that you seem to have covered well, those that have weaknesses or need more support, or those who don't exist at all.

Charting your positions and the people in them appears as a road map of your business. It will immediately show you, graphically, your structure and how you have the company set up. Do you have separate divisions? Are the divisions staffed equally? It can help you to see "holes" in your structure or overcrowding.

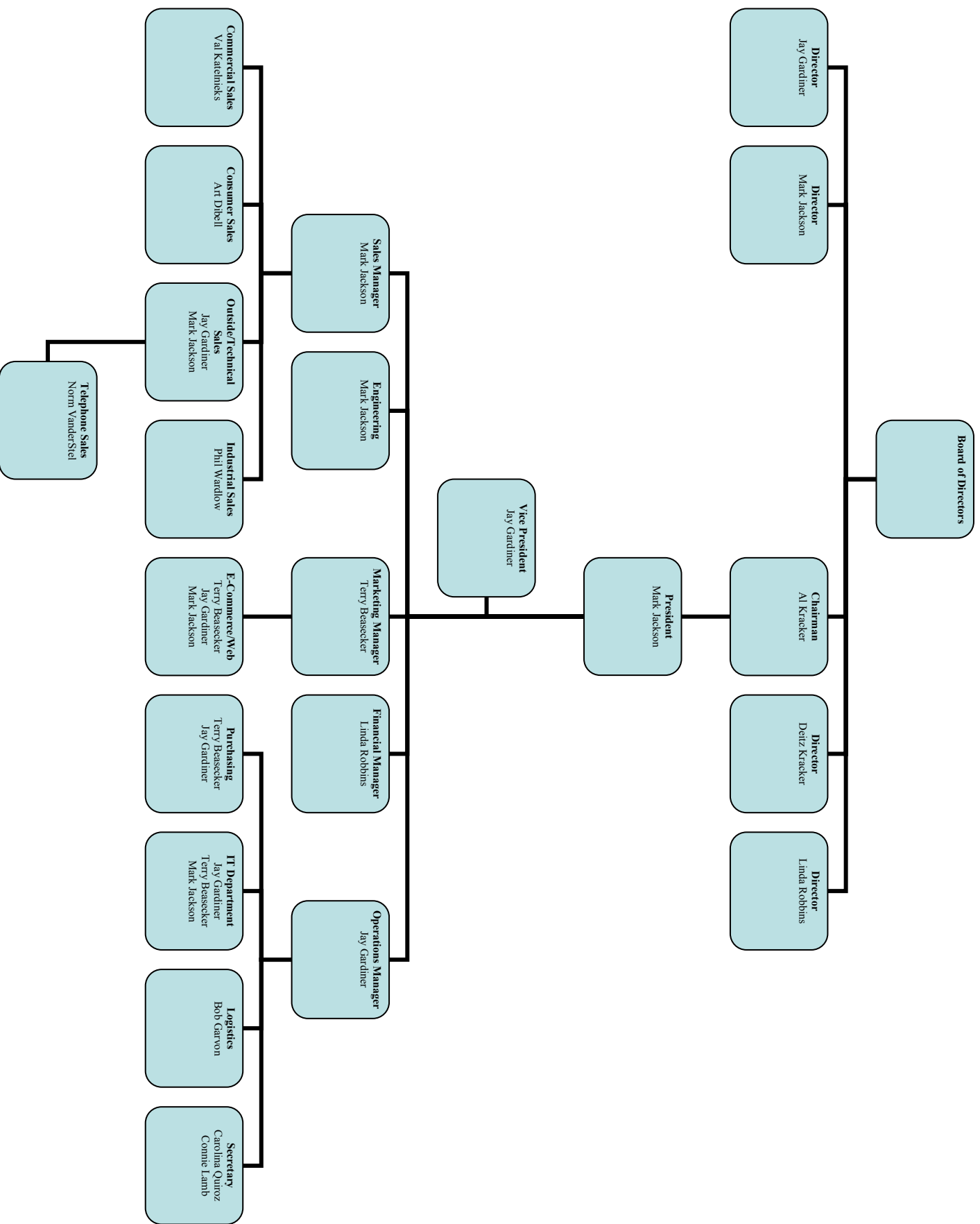
Using brackets to identify positions helps to see if any areas are not being adequately filled, if any one person is filling too many, or if any jobs need to be created, deleted, or merged with another. Equally important with this is in arranging these brackets into levels of responsibility. Starting from the top, the names and positions should work downward from higher responsibility to lower. This can also be commensurate with pay standards and can often send up some "flags" as to any adjustments needed in compensation.

Use the Organizational Chart along with your Long Range Plan and Mission Statement. How do you see this chart changing in the future? You have the ability to move the names and positions like chessmen on a board towards getting the results you seek. Not only should you make sure that each job is filled, but the chart should show you a definite chain of management or supervision, and which jobs will automatically be filled or which ones will have to be hired in.

Sharing this chart with the staff and customers can help everyone clearly see the structure of the company and how they fit in. They know where they "stand" and where they have the possibility to go. Customers will understand whom the best person is to contact for whatever they need and will understand the level of responsibility that person holds.

Just as the Mission Statement verbally helps to give your company identity and direction, the Organizational Chart provides a visual picture of who you are. Make one, and update it annually or as need be. Putting your company "on the map" keeps you headed in the right direction.

Mor Electric Heating Assoc., Inc. Organizational Chart

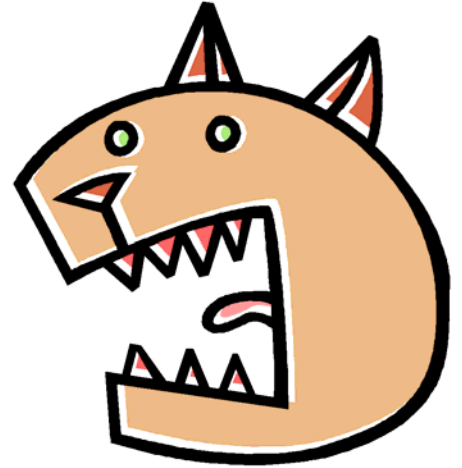


What is the office cat Midnight up to this month?



Val and Midnight are friends again!

Midnight bit Val's hand a couple days ago when Val moved his hand and bumped her. Midnight lost her happy home (Val's desk) for a couple days. Val has removed the band aids and even let her back on his desk!



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