



# WHAT'S HOT and what's not

.....  
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## Vendor Spotlight

**Aube Technologies  
Thermostats,  
Switches, Timers &  
Thermometers**



We are an authorized distributor  
for Aube Technologies

For more information on Aube:  
[www.HeatersPlus.com/aube.htm](http://www.HeatersPlus.com/aube.htm)



### TH115-A Series Line Voltage, 7-Day Programmable Thermostat

This compact, stylish thermostat comes packed with innovative features and a large LCD.

- High-capacity electronic thermostat (up to 3600 W @ 240 V)
- Microprocessor-optimized temperature control for superior comfort
- ON/STANDBY switch enables thermostat shutdown for added security
- Heating command indicator gives at-a-glance verification of power being sent
- Early Start function ensures programmed room temperature reached by desired time
- Full 7-day independent programming with 4 settings / day for max. savings and fits any schedule. Modes: Manual / Automatic (with bypass) / Vacation
- Pre-programmed energy-saving schedule for quick, easy setup
- Remote input works with phone or alarm system (telephone controller required)



CSA Certified



UL Listed

- **TH115-A-240D** 3600W @ 240 V 15 A resistive 60 Hz 4 wires / DPST. 7-day programming, pre-programmed, backlight. 4 wires / DPST
- **TH115-A-240S** 4000 W @ 240 V, 16.7 A. 7-day programming, pre-programmed, backlight. 4 wires / SPST
- **TH115-A-120S** 2000 W @ 120 V, 16.7 A - 7-day programming, pre-programmed, backlight. 4 wires / SPST
- **TH115-A-024T** 0.5 A @ 24 V - R, C, W. 7-day programming, pre-programmed, backlight, low voltage



For more information on this product: [www.HeatersPlus.com/th115-a.htm](http://www.HeatersPlus.com/th115-a.htm)

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### CT240 and CT241 Telephone Controllers



**CT240-01**

OUTPUTS: 2

Relay output for thermostat with telephone interface: 1

Relay output: 1 SPDT

- 10 A max
- Connects directly to the existing telephone line
- Compatible with an answering machine
- Manual command to activate or deactivate output
- Visualization of the output status:
- Programmable # of rings
- Personalized access code
- Protected memory
- Electric adaptor: 120 VAC/60 Hz
- The 2 outputs work simultaneously
- No battery required



**CT241-01**

OUTPUTS: 4

Relay output for thermostat with telephone interface: 0

Relay output: 4 SPST

- 10 A max
- Connects directly to the existing telephone line
- Compatible with an answering machine
- Manual command to activate or deactivate output
- Visualization of the output status
- Programmable # of rings
- Personalized access code
- Protected memory
- Electric adaptor: 120 VAC/60 Hz
- The 4 outputs work independently
- No battery required

For more information on these products: [www.HeatersPlus.com/ct240.htm](http://www.HeatersPlus.com/ct240.htm)

### XTE5320 Aqua-Thermo Water Thermometer



Forget the era of impossible readings! With large screen and bright colour, this thermometer will make your bathing or fishing days even more enjoyable.

Long-lasting battery included

**INFORMATION:**  
**TEMP. RANGE:**  
**DISPLAY:**  
**INSTALLATION:**  
**SIZE:**

Water temperature  
 32 °F - 158 °F  
 To 1/10 of a degree  
 Pool or boat ladder  
 83 x 88 x 24 mm

For more information on this product: [www.HeatersPlus.com/xte5320.htm](http://www.HeatersPlus.com/xte5320.htm)

### TE503 Thermo Int./Ext. Thermometer



**INFORMATION:**  
**MEMORY:**  
**TEMP. RANGE:**  
**DISPLAY:**  
**OUTDOOR SENSOR:**  
**INSTALLATION:**  
**SIZE:**

Indoor temperature/Outdoor temperature  
 Max. & min. indoor & outdoor temp.  
 -58 °F to 158 °F  
 To 1/10 of a degree  
 3 meter ( 10 foot) wire  
 Wall mounted or Desk display  
 3.3 x 2.9 x 0.7 inches

Available in White or Charcoal Gray. Long-lasting battery included.

For more information on this product: [www.HeatersPlus.com/te503.htm](http://www.HeatersPlus.com/te503.htm)

# The Business of Budgeting

No one likes a budget. It's sort of like a financial diet. Just as you like to eat what you please, you also enjoy spending money the way you want to. Many small companies get along just fine without a budget. Let's face it, when there is only a relatively small amount of income and regular and expected expenditures, there doesn't seem to be enough to budget. But that's only true if you are looking at budgeting in the traditional manner. A simple cash budget is nothing more than an overview of how money will be moved in and out of the company and usually takes the form of a monthly financial statement. If this simple step is already done, it's only a small step farther to use budgeting as a planning, forecasting and analytical tool for charting the company's future. Used this way, a budget becomes a management task rather than a financial one.



An incentive for budgeting is to establish an objective or goal for taking the time to do it. The best reason is to get a good picture of where the company's money is going. This should be tracked through monthly financial statements and the percentages of expenditures to income annually compared not only to previous years but also to comparable businesses to see if your spending is in line with industry averages. This can help to identify problem areas before they occur. With this information you are ready to begin setting goals in some areas and limitations in others. Your second objective should then be to begin to direct your money to go where you would like it.

While some areas are fixed and out of your control, you can easily take charge of others by budgeting specific spending amounts in areas that no one was previously monitoring. Some large areas to watch which can be out of control are: technology, advertising, donations, office supplies, cell phones, and utilities, to name a few. Setting limitations and target goals provides confidence and incentive for employees to move the company in the direction you have chosen. The company will act like an arrow, now directed toward a target, instead of being shot aimlessly out into the world.



Budgets must be done annually, and while it is recommended it should be done at least 3 months before the end of the existing year, I think it's better to wait until the previous year is completed so all of the numbers are available to you. If you are timely and do not procrastinate, it won't take long to analyze the previous year, compare it with other years, match it to your goals for the coming year and focus your money in the areas you want to grow. Don't fall into the trap of letting your numbers easily be set by keeping them the same as previous years. Changing the numbers can help you change the direction of the company, save the company money, and redistribute funds from areas of waste to areas of production. Use your analysis not only to find discrepancies, but to set goals and place emphasis on new areas of importance.



Think of a budget as a planned outcome of the future you want your business to achieve. In your personal life you may budget for a vacation, a house, or your child's college education. Why not plan for your business's future as well?

## Product Categories Listing:

### Air Doors

#### Cable -

Mineral Insulated  
Pipe Heat Trace  
Roof And Gutter Heat Trace  
Snow Melting Wire & Mats  
Floor Warming Wire & Mats

#### Comfort Heating - Commercial & Residential

Baseboard Heaters  
Wall Heaters  
Ceiling Heaters

#### Controls -

Temperature  
Electronic  
Mechanical  
Power Control Systems

#### Connectors -

Ceramic Wire Nuts  
Terminal Connections  
Terminal Blocks  
Insulators

#### Duct Heaters

#### Fans - Commercial Ventilating And Ceiling

#### Heat Transfer Systems - (Boilers)

#### Industrial Process Heating

Circulation Heaters  
Tubular Heaters  
Cartridge Heaters  
Immersion Heaters  
Band Heaters

### Infrared Heaters

#### Ceramic Heating Elements

#### Quartz Heaters

#### Metal Sheathed Tubular

#### Flat-Faced Panel Heaters

### Infrared Sensors

#### Mercury Relays

#### Ovens

#### Radiant Heaters - See Infrared Heaters

#### SCR's (Silicone Controlled Rectifiers)

#### SSR's (Solid State Relays)

#### Steam Cleaners And Generators

#### Switches -

#### Pressure Switches

#### Temperature Switches

#### RTD's (Resistance Temperature Detectors)

#### Temperature Controllers

#### Terminal Blocks - Ceramic

#### Thermocouples

#### Thermostats

#### Thermistors

#### Timers - Electronic

#### Wire -

#### High Temperature & Accessories

#### Custom Nichrome Resistance Coils

#### Thermocouple

#### Nichrome Wire

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