



WHAT'S HOT and what's not

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Broken Heater or Burned Out Coil?

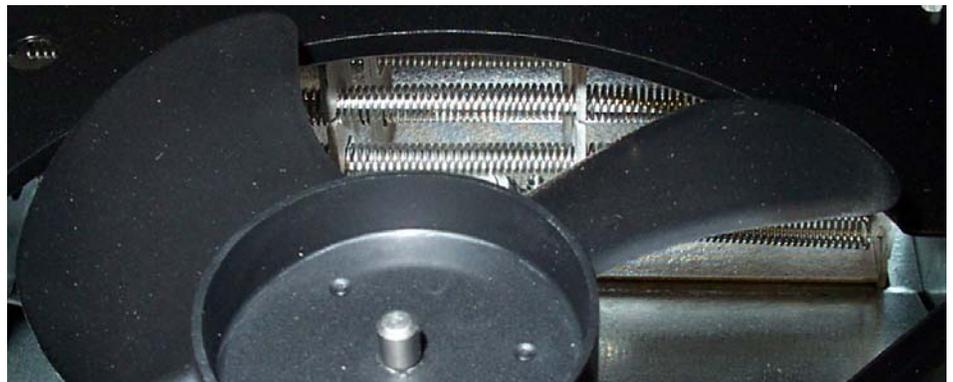
In this time of throw-away products it is common for consumers to assume that when something breaks, it is time to get a new one. In the case of electric heaters, that can be a costly assumption. It is true that low cost electric heating products made overseas will probably have to be thrown away when they stop working, but even moderately priced heaters of better quality and a known brand name can usually be fixed by replacing a part. The parts that generally go bad on these heaters can range from the thermostat, to a cut-off switch, but a common area of breakdown in a fan-forced or radiant type of heater is that the coil burns out.

Coil replacement is a commonly overlooked reason for product failure and it is also the least expensive to repair and replace. Mor Electric Heating is one of the few heating distributors in the area to own their own coiling machine. Our coils are made out of a variety of alloys including several grades of nichrome and kanthal wire. Coils can be manufactured anywhere between a 0.105 to 0.5 arbor size and up to 10 feet in length. If you don't know what it is you need, bring in the burned out coil and we should be able to duplicate it. Coils are generally inexpensive to replace and we have no quantity requirement but do have a \$25.00 minimum billing. Checks or credit cards are accepted.

Please see the article on the next page for information about repairing other parts on heaters.



Custom made coil coming off the coiling machine.



Close up of a coil in a wall heater.

Some standard coils may even be ordered on-line and can be found at: www.InfraredHeaters.com/nicrcoil.htm.

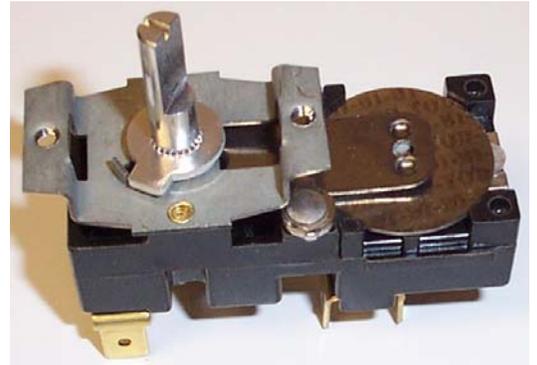
The Best Parts

As mentioned in the cover article, the higher cost of quality heating products can be justified by the accessibility of replacement parts. Both Marley Electric Heating and TPI Corp. keep an adequate supply of parts for the products they manufacture. The most common parts we sell are motors, thermostats, high limits and heating elements. It's an easy, low-cost way to extend the life of your heater and saves you money in the long run. Below is a list of the commonly ordered parts per manufacturer. If you own any of these products or have customers who do, make sure you consider the cost of repair as opposed to the price of a new product. It's also good to keep in mind the availability of parts when you purchase a new heater since many cheaper heaters from "Big Box" hardware stores don't have any replacement parts available. Be a smart shopper.

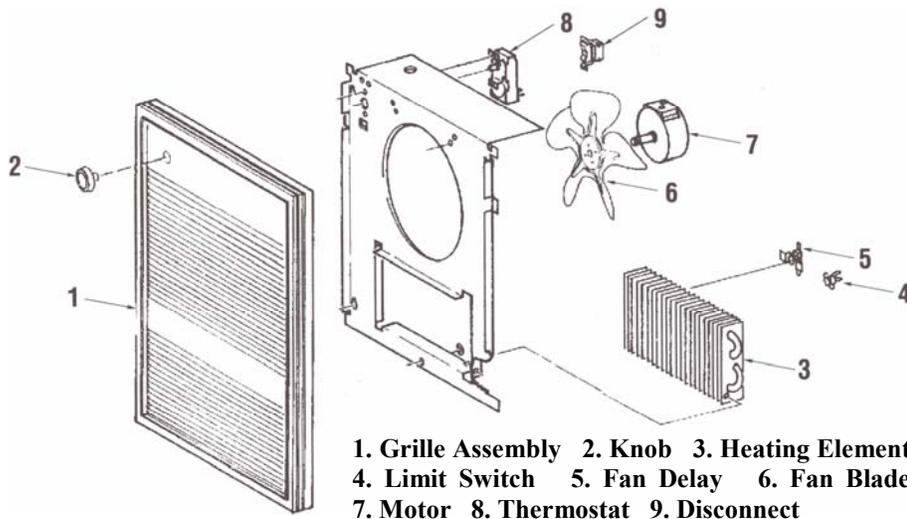


Marley Electric Heating Replacement Parts (Qmark and Berko)

QMARK39002014004	3900 2014 004 Marley Replacement Part
QMARK58132059000	5813 2059 000 Marley Replacement Part
QMARK45202015000	4520 2015 000 Marley Replacement Part
QMARK58132001000	5813 2001 000 Marley Replacement Part
QMARK18025032001	1802 5032 001 Marley Replacement Part
QMARK52165032001	5216 5032 001 Marley Replacement Part
QMARK402003000	4020 0300 0 Marley Replacement Part
QMARK45200015000	4520 0015 000 Marley Replacement Part
QMARK39000347005	3900 0347 005 Marley Replacement Part (Motor for an MUH Unit Heater)
QMARK45202030000	4520 2030 000 Marley Replacement Part (Thermal Cutoff Fuse for the QTS Toe Space Kick Heaters Series, {QTS-1500, 1504A, 1504, 1504A, & QTS-1100A})



The drawing below is the Qmark AWH Wall Heater parts breakdown:



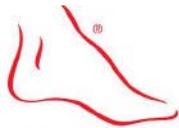
For more information on Marley parts:
www.HeatersPlus.com/m-parts.htm

TPI Corp. Replacement Parts (Markel, Fostoria, Raywall, Redd-I and the former Electro-Heat brands)

We supply replacement elements (Frosted Quartz Tube Replacements, Clear Quartz T-3 Lamp Replacements and Metal Tubular Replacements) and they can be ordered on-line at: www.InfraredHeaters.com/fostor3.htm. A complete range of other TPI parts are also available such as motors, thermostats and high limits.

Warren Technology Duct Heaters

Please provide the serial number on the duct heater, and we can replace the high limit controls. If you need the elements replaced we need to know the kW rating and the type of insulators holding the elements.



(New) Product

NUHEAT™

NUHEAT's Floor-Warming System for Tile & Stone is now also approved for Laminate and Engineered Wood Surfaces



Programmable Floor-Sensing Thermostat for Laminate & Engineered Wood Surfaces (NTG5110L and NTG5220L)

- Pre-Programmed settings to maximize the performance of your Nuheat electric floor mats
- Available in 110 & 220 Volt formats
- Programmable 7 day settings
- ENERGY STAR qualified
- Backlit display
- On/Off switch



Manufacturers of laminate & engineered wood recommend that their products should only be warmed up to 84° Fahrenheit. The MatComfort 82F is regulated to only warm floors up to 82° Fahrenheit. Nuheat ensures that your investment in a floor warming system is absolutely risk free! Nuheat MatSense Technology protects your investment in a radiant floor heating system. We are the only radiant floor heating system that offers a technologically advanced thermostat that can provide risk free protection.

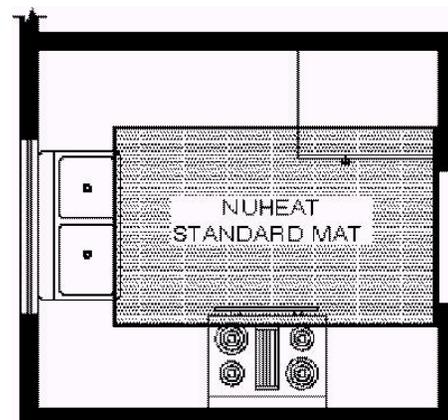
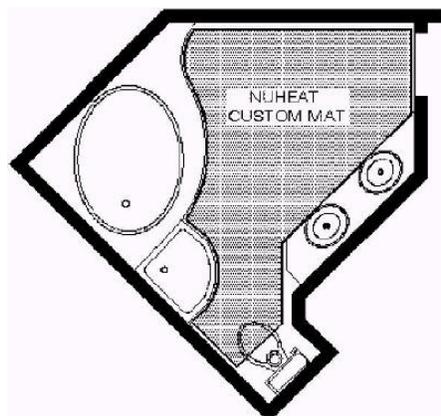


NUHEAT's floor-warming mats provide barefoot comfort for bathrooms, kitchens and any other room. Square or rectangular rooms can be covered with standard mats and custom mats can be made for spaces with angles, curves and protruding fixtures. NUHEAT mats are bonded to your subfloor with thinset before laying your tile. A 120 or 240 volt programmable floor-sensing thermostat lets you set your floor temperature to your own personal comfort level.



UL Listed

Throw away your slippers and enjoy the incomparable comfort of a warm floor with the NUHEAT floor-warming system! Designed like an electric blanket, this radiant heating system is one of the easiest and quickest to install. This thin radiant electric heat mat is only 1/8" thick making it quick and easy to install directly between your tile and subfloor. There are over 60 different standard mat sizes that fit the majority of rooms. NUHEAT is the easiest and quickest radiant floor heating system to install saving customers time and money.



For more information on this product: www.HeatersPlus.com/nuheat.htm

Organizing Your Business

Write your business history

Is it true that you can't know where you're going, until you see where you've been? If your company is fairly new, you may think that writing and updating a history of the business is relatively unimportant, but you'd be surprised how quickly history is made and how even more quickly it can be forgotten if not written down. Keeping a written history of the company helps to chart company development and record the progressive steps it has taken. Someday, it will serve as a reminder, or explanation, of how you got where you are, and be a great help to those succeeding you. A company's past performance can often be a reliable indicator of its future potential.

Having a written business history readily available can be a big help whenever information is needed about your company whether it is for a loan from the bank, prospective investors, or an article in the local paper. Having the correct facts ready to share with others helps to create an accurate picture of your company and shows a conscientious side to those inquiring.

A complete company history should include:

1. When was the business founded?
2. Its progress to date, including location and product changes.
3. A brief description of the founders and their relevant experience and roles in the company.

Do not confuse a company history with a physical description of the business or a profile, which describes operations. While these areas are important in some instances, this exercise in organization is aimed at synchronized movement forward in your company, and focuses on those areas relevant to evolutionary development. Notice I did not say growth. Discovery might be a better word. Discovering things about your company that can cause change, insight, and revelation. Stay tuned to this column and, do your homework.

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