



WHAT'S HOT

and what's not

November 2005 • Vol. 13 No. 11



HeatTrak Rubber Top Stair Treads Snow and Ice Melting Mats



We are an authorized distributor for [HeatTrak, LLC.](#)

(New) Product

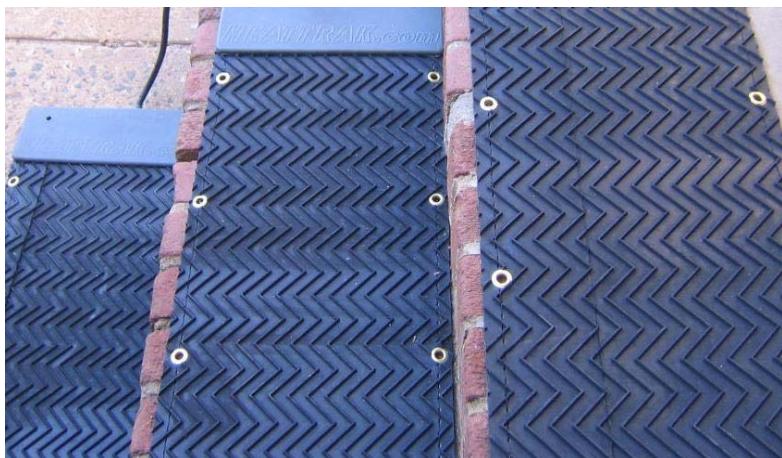


HEAT
TRAK™



HeatTrak Non-Slip Surface Stair Treads are an efficient and convenient way to eliminate snow and ice accumulation on stairs and are portable. Lay over stairs or stairways and plug into any standard 120V or 240V outlet.

HeatTrak Stair Treads are an alternative to more traditional forms of snow and ice removal, such as shoveling, harsh chemicals, and embedded systems. HeatTrak products do not require the effort of shoveling, preserve surfaces from harsh chemicals, and continuously melt snow and ice keeping surfaces constantly clear and safe. The HeatTrak products are extremely durable and are designed to be left outside for the entire winter season.



CSA Certified

Continued on Page 4 ...

mor ELECTRIC HEATING ASSOC., INC.

Manufacturer Alphabetical Listing:

Aitken	DuraKool	HeatTrak	Omega Eng.	Solaira
Athena	EasyHeat	Hotwatt	Omega Heater	Solar Products
Aube	Eemax	Honeywell	Omron	Stego
Avatar Inst.	Electromode	Indeeco	Partlow	Sun Electric Heater
Benchmark	ETI	Infrared Intl.	Payne Engineering	TPI
Berko	Excel Dryer	Johnson Cont.	Process Technology	Tempco
Calorique	Exergen	Markel	Pyromation	Thermon
Chromalox	Fast Heat	Marley	Pyrotenax	Ushio
Continental Ind.	Fenwal	MSI	Qmark	Warren
Control Products	Fostoria	Nuheat	Raytek	Watlow
Dalton	HBCControls	Ogden	Raywall	White Rodgers

Chromalox®
PRECISION HEAT AND CONTROL

Markel®
The Choice of Professionals Since 1921

AVATAR INSTRUMENTS

WM
WARREN
TECHNOLOGY

ELECTROMODE

HEAT TRAK™

LEADING EDGE®
A Division of Marley Engineered Products

PAYNE
ENGINEERING

USHIO

Dalton

Marley
Industrial Products



EXCEL

MARK

Infrared Salamander

et

MERCURY SWITCHES
INC.

aube
technologies

HBC CONTROLS

EASyHEAT

fastheat

fostoria®

SOLAR PRODUCTS
THE INFRARED HEATER COMPANY

e-f-m AUTOMATIC HEAT

Solaira®

Fenwal

OGDEN

CALORIQUE

PROCESS TECHNOLOGY

OMEGA HEATER COMPANY

Continental Industries, Inc.

CONTROL PRODUCTS
Consumer Products Division

STEGO

DURAKOOL

SunRod

Pyrotenax
Pyro MATION, INC.
Quality in Every Degree®

Raywall
Comfort Conditioning Products

Eemax®

Sex in the Office

That's not really what this article is about. I just thought you probably wouldn't read it if it was called The Importance of Education and Communication at Work. "Education?", you ask? "I thought I was done with that in school." C'mon, you should know by now that education only stops when you're dead. So, if some of you are feeling a little "less alive" lately, try learning something new to get the blood flowing again.

So what's to learn? What do I mean by education and communication at work? In the February 2005 issue I had an article on Training which stated "internal education is called training and external education is called sales". Education at work is called "training". And sharing that information with your co-workers is "communication". Can you right now name the person in your office who is responsible for training? If you can, you are in better shape than most companies. If not, you're in trouble and might want to consider making some changes. Take the following Quizzie to see how good your company is at education and communicating with its employees.

1. Does your office have staff meetings on a regular basis? _____ (communication)
2. Are part of these meetings dedicated to training? _____ (education)
3. Have you ever attended an inservice presentation given by a co-worker? _____ (education)
4. Are Trade Journals passed around your office? _____ (education)
5. Have you ever highlighted an article, or made a copy of it, and passed it around the office for others to read? _____ (education and communication)
6. Do you have a copy of your Job Description? _____ (communication)
7. Have you attended at least one informational seminar within the last month? _____ (education)
8. Did you share the information from this seminar with your company in an organized manner? _____ (education and communication)
9. Does your company have a library? _____ (education)
10. Have you read the book Who Moved My Cheese? _____ (education)

Of course all YES answers are positive, and all NO answers are not. Questions 1, 5, 6 and 8, measure how effectively you are communicating. Questions 2, 3, 4, 5, 7, 8, 9 and 10 measure how effectively you are educating your staff. The number of NO answers in each area tells you how much work needs to be done to improve. Check the areas below in which you need improvement and take whatever steps are needed to better educate and communicate with those you work with.

Communicate

- _____ Hold Regular Staff Meetings
- _____ A System of Sharing Trade Journals or Market-related publications
- _____ Employees have updated copies of their Job Descriptions
- _____ Information gained from outside seminars or workshops is shared with the rest of the staff in an organized manner.

Educate

- _____ Monthly Training Sessions
- _____ Opportunities to attend In-service Programs presented by co-workers based on their own subject knowledge, a seminar attended, or something they have read.
- _____ Opportunities to attend In-service Programs presented by outside sources such as vendors, or field experts.
- _____ Trade Journals are received at your office and passed around to pertinent personnel.
- _____ Your company has a library.
- _____ New business publications are purchased regularly by your company, introduced to the staff as encouragement to read them.

Continued from Page 1 ...



Plugs into any standard 120V or 240V outlet with its own 15 foot Power Cord and Equipment Leakage Circuit Interrupter (ELCI).

Size	Volts	Wattage	Amps
9 inch wide 120 Volt treads:			
9" x 2'	120 Volts	45.0 Watts	0.4 Amps
9" x 3'	120 Volts	75.0 Watts	0.6 Amps
9" x 4'	120 Volts	105.0 Watts	0.9 Amps
9" x 5'	120 Volts	127.5 Watts	1.1 Amps
11 inch wide 120 Volt treads:			
11" x 2'	120 Volts	52.5 Watts	0.4 Amps
11" x 3'	120 Volts	87.5 Watts	0.7 Amps
11" x 4'	120 Volts	122.5 Watts	1.0 Amps
11" x 5'	120 Volts	148.8 Watts	1.2 Amps
9 inch wide 240 Volt treads:			
9" x 2'	240 Volts	45.0 Watts	0.2 Amps
9" x 3'	240 Volts	75.0 Watts	0.3 Amps
9" x 4'	240 Volts	105.0 Watts	0.4 Amps
9" x 5'	240 Volts	127.5 Watts	0.5 Amps
11 inch wide 240 Volt treads:			
11" x 2'	240 Volts	52.5 Watts	0.2 Amps
11" x 3'	240 Volts	87.5 Watts	0.4 Amps
11" x 4'	240 Volts	122.5 Watts	0.5 Amps
11" x 5'	240 Volts	148.8 Watts	0.6 Amps



- 35 Watts/ Sq. Ft.
- Reinforced UV stabilized butyl rubber
- 1/4 inch thick
- The mats melt up to 2" of falling snow per hour and cost as little as 60 cents a day to operate (depending on the cost per kilowatt hour).
- Come linked together in groups of 3's, 4's or 5's. Please order at least 3 treads.

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

mor Electric Heating Assoc., Inc. &
Infrared Internationale of North America, Ltd.
5880 Alpine Ave. NW • Comstock Park, MI 49321 USA
Tel: 616-784-1121 • 800-442-2581 • Fax: 616-784-7775
www.HeatersPlus.com • www.InfraredHeaters.com
sales@heatersplus.com