



WHAT'S HOT and what's not

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Hot (New) Product

Solaira All Season Outdoor Quartz Patio Infrared Heater

We are an authorized distributor of the Solaira Patio Heater.

These heaters warm like the sun, in other words, they warm the people and objects and not the air between making it the only form of heat that does not blow away. These heaters emit both radiant heat and a pleasant golden light.

- 16 foot cord and standard household plug
- 1,200 Watts, 120 Volts, 10 Amps, 4,092 BTU
- Instant outdoor heat for patio areas
- Extend the Summer Season
- Easy to install
- Directional radiant heat
- IP54 rated weatherproof casing
- Alternative to LPG or Natural Gas Heaters
- Unique concept in heating technology
- Adds warmth on cool evenings
- Toughened safety glass for outdoor use
- Plugs into standard 120V GFI wall plug
- Can be hard wired to a switch



CSA Certified



UL Listed



- Weatherproof - Water, snow and dust resistant construction provides safe, reliable, year round heating.
- Economical - Philips 1.2kW quartz gold series HeLeN lamp converts virtually all consumed electrical power into heat and soft glow.
- Certified EN 60335-2-30 by TUV and NEMKO
- Adjustable universal steel mounting bracket included
- Heats a min. 6' x 6' area (approx. area of patio table with chairs)
- 1-year limited warranty on unit; 6-month limited warranty on bulb
- Minimum mounting height from floor: 8' 2"
- Minimum distance from ceiling: 1' 5-7/8"
- Dimensions: 15-3/4" x 7" x 5-3/4", Weight: 6-1/4 lb
- Replaceable spring-loaded quartz lamp emitter (AL013) available
- Efficient energy saving Philips Gold Technology converts 92% of energy to Radiant Heat
- Safe and effective heat distribution



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- Easy to operate with low maintenance
- Clean operation with no air circulation to stir and deposit dust
- Low running costs of 11¢ per hour (based upon electricity cost of 0.08¢/kW hour)
- Wall mounting maximizes floor space
- Reliable heat that will not blow away or fail to start
- Silent and odorless with no products of combustion
- Safe for children, pets and the environment
- Revolution in patio heating
- No warm up time
- Modern design
- Parties
- Outdoor dining
- BBQs (barbecues)
- Patio and decking areas
- Gazebos
- Hot Tubs
- Back yards
- Summerhouses
- Balconies
- Terraces
- Under umbrellas & awnings
- Smoking shelters
- Leisure locations
- Retail
- Public places
- Tourist attractions
- Restaurants, bars & cafes
- Hotels & Inns



For more information on this product:
www.InfraredHeaters.com/solaira.htm

Meetings, Meetings, and More Meetings

Did you ever wonder if you were in the business of meetings? Though meetings are important they can come to be considered a “necessary evil” if they become too frequent, too monotonous and have no focus. The following is a checklist for what it takes to have a “meaningful and necessary” meeting.



1. Do you have a specific purpose for having a meeting? “Because you have one every month”, is not a good answer. There could be some months that are slow or uneventful and taking up everyone’s time with a meeting really isn’t necessary. To give a good answer for this question, write down your objective for having the meeting. Then ask yourself if the same objective could be reached through a memo? Or, does this objective pertain to all employees or do you only need to meet with specific employees?
2. How frequently are you having meetings? No matter how important a meeting is, or how helpful, too many meetings are going to keep you and your staff from doing their jobs. It also makes all of you that much less available to your customers. Scheduling meetings for a specific time and day on a regular basis helps customers to remember when you are not available and not call during that time. A customer that is continuously told that the person they want to talk to is “in a meeting”, will soon give up and go somewhere else.
3. How long are your meetings? Two hours should be the maximum if you are meeting during regular working hours. Set a specific starting and ending time so your employees can plan their day.
4. How organized are your meetings? Employees can come prepared to a meeting if they know what is going to be discussed. Printing an agenda, and then following the agenda helps you accomplish the objective you have set and keep the meeting on track. If the discussion brings up an issue that needs more time, either table it for the next meeting or assign an individual or smaller group to discuss it outside of the meeting and report on it at the next one. Agendas should be passed out at least a minimum of 24 hours before the meeting and key people should be asked if there is anything that needs to be added to it.
5. How effective are your meetings? Are people doodling? Daydreaming? Not making eye contact? Sorry, but the truth is that the person presenting the meeting may be just plain boring. Though “Presenting a Meeting” is a whole other topic, make sure that a variety of people speak and that none of them speak too long. Set a time limit, and make sure they are prepared. Some people just like to hear themselves talk.
6. Where are you having the meeting? If you have only two hours and you want to keep everyone’s attention, make sure you are far away from distractions. Someone not in the meeting should be answering phone calls and taking messages. No one should leave the meeting unless extremely necessary since any movement causes a distraction. Water or coffee should be provided, along with paper, pencils, and a box of tissues. Provide anything that will prevent anyone from having to get up and leave. Encourage note taking as it helps to keep people attentive.
7. Do you accomplish anything at your meetings? The real measurement of the effectiveness of a meeting is if it created positive results. Did you meet your objective? Each meeting should create a “To Do” or “Action List” of what came from the meeting and needs to be done as follow up before the next meeting. Each person should receive a copy of the “Action List” including anyone who was not at the meeting, with their name highlighted in yellow indicating what they are supposed to do as follow up.
8. Are your meetings fun? Meetings that are fun are looked forward to by employees instead of dreaded. It doesn’t take much to lighten up even the most serious of meetings. For example: lunch could be provided, simple door prizes could be raffled off at the end, awards could be given, a simple contest or guessing game held. I know that this is business, but you know what “all work and no play” did to Jack.

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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