



May 2000

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### ***Salamander Elements - Effective on Both Land, and Sea***

*The following testimonial was written by John Otterbacher who came to us with a boat heating dilemma last fall. We supplied him with two SWB/2 heaters and he was kind enough to report back on their performance.*

I know little about electricity and less about heaters. I know when I am hot and when I am not, and that's about it. So when I and my family sailed across the Atlantic and decided to stay on our boat in London for the winter, I was way out of my league from a temperature standpoint. That is when Infrared Internationale stepped in to save our freezing behinds. Recognizing that both temperature and moisture would present wintertime dilemma to a family living on an enclosed boat, they recommended ceramic heaters that we could run off from English shore power (230 volts). Taking it on faith, we installed two ceramic heaters on our boat and settled in for an English winter.

It's March now, late enough in the season to comfortably report on an equally comfortable winter experience. The heaters kept us warm, and -- as importantly -- dramatically cut into the condensation problems experienced by other boats who lacked a radiant source of heat. This is not to say we were condensation free. It is to say that the four of us spent a lot of time "below" during a damp winter with considerably less condensation problems than others.

I am still not an expert on heat or heaters. I do know that these rascals kept us very warm and relatively dry throughout a wonderful winter season in England. I would highly recommend their installation and use in similar climate conditions to sailors and landlubbers alike.

John Otterbacher  
Sailing Vessel Grace  
St. Katharine's Dock  
London, England





## NPE - The Place to Be in June 2000

If you plan to visit NPE 2000, visit [www.npe.org](http://www.npe.org), the official website of the largest plastic's show in the U.S. You can register for the show, book hotel accommodations, locate exhibitors, and preview the conference sessions.

### Register Online and Save 50%

Pre-register yourself or a group and get half-price tickets. Regular price, at the door, is \$60.00, order before May 19 and the tickets are \$30.00. If you prefer to register by mail, we have several registration forms at the U.S. office that we will send you immediately upon request.

### Reserve Lodging Now

Several hotels are already sold out, so if you're planning on staying in Chicago, this should be a priority. There is also a special information section for international attendees. You can also learn about exciting places to dine, shop and sightsee. Some of Chicago's top attractions are: Navy Pier, Shedd Aquarium, Museum of Science and Industry, Field Museum of Natural History, Sears Tower Skydeck, the Art Institute of Chicago, and the Hancock Observatory.

### Find Exhibitors Quickly

Spend less time searching the floor and more time seeing the products and people you want to see. Search through the list of more than 2,000 exhibitors by company name, product category, or booth number. There is even an electronic floor plan that will provide easy-to-follow maps of the exhibit floor.

### Don't Forget to Find Us

Infrared Internationale's booth is number **14716**, located in the **East Building, Level 2**.

Use this opportunity to meet the sales and marketing personnel that have helped you in the past. Two or three employees will be in the booth each day on a rotating basis.

If there is a particular person you would like to meet, just e-mail the U.S. office and we can advise you of their schedule or schedule an appointment.

### Visit the Factory if you Have Time

Comstock Park, Michigan is a short 3 hour drive from McCormick Place. Seeing how *Salamanders* are made could be a most rewarding part of your trip. If this is at all possible, please call or e-mail ahead for an appointment.



## Price Increase

A price increase for both Infrared Internationale companies has gone into effect on April 1, 2000. The last increase in prices took place in 1997. We then, began focusing our efforts on internal costs reduction in both areas of production methods and staffing, but due to continued increases in raw materials, we must now implement an increase.

In reviewing the need for a cost increase, we deliberately kept the most popular FTE style emitter at the lowest increase of 2%. Increases for the lesser used elements may be slightly higher.

Price increases may also be found in non-standard options such as lead length longer than 6 inches or special wattages or voltages.

New price sheets will be sent out upon request. Quotes prior to April 1, 2000 will be honored at the old pricing. Customers should call either Infrared Internationale location for current pricing on any new orders.

## Contact either of our sales locations:

### Infrared Internationale of North America, Ltd.

Sales Office: Mor Electric Heating Assoc., Inc.  
5880 Alpine Ave. NW, Comstock Park, MI, 49321, USA  
Tel: 616-784-1121, 800-442-2581  
Fax: 616-784-7775, [infrared@infraredheaters.com](mailto:infrared@infraredheaters.com)

### Infrared Internationale Engineering

Units 7-11, Granada Park Ind. Estate, Llangattock,  
Crickhowell, Powys, Wales, U.K. NP8 1HW, Great Britain  
Tel: (01873) 810999, Fax: (01873) 810599  
[irintleng@aol.com](mailto:irintleng@aol.com)

[www.InfraredHeaters.com](http://www.InfraredHeaters.com)