

WASTE OIL FURNACES / MAKING THE DEAL



Qualifying Customers

- Any business that generates 800 gallons or more of waste oil per year
- Any business that wants to save money
- Any business that pays to have their waste removed or gives their oil away
- Any business that currently has an older waste oil furnace



Ask Key Questions

- How are you currently heating your shop?
- Determine shop size: (Length x Width x Ceiling Height)
- How much waste oil is generated each month?
- How is your waste oil being stored?



Considerations

- Climate
- Ceiling height
- Insulation factors – excellent, fair, poor, none
- Customer expectations – desired indoor temperature

▼ What are the maintenance requirements?

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- EnergyLogic heaters and boilers have the longest run time intervals in the industry.
- Cleaning the ash from the heat exchanger every 800-1000 hours is required.
- Changing the fuel filter every 800-1000 hours is recommended.
- Full burner service every other year is recommended.
- A burner service can be performed by the customer for approximately \$125 or by the factory for approximately \$495.

▼ Are waste oil heaters and boilers legal?

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- Yes. The EPA classifies these as Energy Recovery Devices and are permitted in all states except California. The EPA views burning waste oil on site as one of the safest ways to dispose of waste oil.

▼ Who will support the product if there is an issue?

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- EnergyLogic employs the best technical service support team in the industry.
- Once the unit is registered, the customer has a lifetime of technical support.
- Registering the unit in the first 30 days of ownership, provides the customer with a 2nd year parts warranty at no extra cost.

▼ What if I have a prospect who needs more information?

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- For sales and/or competitive questions, contact Sydney Williamson at 615-471-5218 or swilliamson@energylogic.com.
- For technical questions, contact Technical Support at 800-351-0643.

What Makes EnergyLogic Different from the Competition

FEATURE	PREMIUM PRODUCT ADVANTAGE
 <p>Patented Flame Retention Head Get warmer faster</p>	<p>We get you warmer faster with less maintenance by generating the hottest flame in the industry. Our patented flame retention head is designed for complete combustion, which offers two big benefits: First, you get the highest heat output – double the heat rise compared to the competition. Second, you get the longest maintenance interval, due to a flame so hot it incinerates most impurities, leaving less ash to clean.</p>
 <p>More Fuels, No Hassles Uses the widest range of oils, including synthetics</p>	<p>Our heaters are the simplest to own and operate. That's because our heaters run on fuels from 5 to 90 weight (even synthetics) thanks to a Beckett chassis and AccuTemp preheater. They work together to maximize the efficiency and heat output of the waste oil you burn. And our patented metering pump by Danfoss provides consistent, reliable fuel delivery, regardless of fuel type, without manual adjustments.</p>
 <p>Highest Heat + Smartest Design Lowest Maintenance</p>	<p>Our combustion technology is designed to keep your heater cleaner longer. Our heaters have a longer maintenance interval. We make cleaning quick and easy with a swing-away burner and ash removal port that offers unparalleled access to a chamber made of one wide tube. Compare that to competing models composed of several small tubes that are not only difficult to access but also tend to accumulate ash very quickly. With our design you'll get more uptime between cleanings and make short work of your maintenance routine.</p>
 <p>Stainless and Peerless Superior construction translates to superior heat quality</p>	<p>Why a stainless steel heat exchanger? Only stainless steel is able to withstand the higher temps produced by our burner. Stainless steel is also a superior heat conductor, which means you get warmer faster. Compared to the heavy, cumbersome carbon steel used by the competition, stainless steel is lighter, better at heating, and is far more resistant to warping and weld breakage. It also does a superior job of incinerating contaminants that lead to corrosion. That's why the life of our heater is measured in decades – not years.</p>
 <p>On-Board Air Compressor No need to hook up shop air to our furnaces</p>	<p>Why run shop air 24/7 to heat your space? EnergyLogic burners come with a small, super-efficient air compressor mounted right on the unit. It provides the perfect amount of airflow with no manual adjustments. Most competitors' units require you to use shop air, taxing a vital resource in your shop and adding hours of unnecessary runtime by keeping your facility warm during off-hours. But with EnergyLogic heaters, you get the air you need, only when you need it.</p>
 <p>Warranty</p>	<p>10 years on heat exchanger, 5 years full and 5 years prorated. Up to 2 years on parts (1-year standard, 2nd year requires product registration within 30 days of receipt).</p>