

Heat Transfer Times

The Latest News & Information On
Advanced Heating and Water Systems

MUNCHKIN
STAINLESS STEEL HIGH EFFICIENCY HEATER

Ultra HIGH EFFICIENCY
PHOENIX
GAS FIRED WATER HEATER

SUPERstor

NEW YEAR'S RESOLUTIONS! President's Message

From the
Desk of... *David R. Martin*

Turn Over A New Leaf



Wikipedia defines New Year's resolution as a "commitment that an individual makes to a project or the reforming of a habit, often a lifestyle change that is generally interpreted as advantageous." One of the examples listed is to "become more environmentally responsible".

What a great resolution for 2010! We all want to ensure a cleaner earth for our children and grandchildren. In process of becoming "green", we all want to be more energy independent from foreign sources that threaten our national security.

Installing high efficiency boilers, water heaters and solar thermal equipment is one of the best ways to achieve the twin goals of being more environmentally responsible and energy independent. High efficiency equipment greatly minimizes fuel consumed, reduces carbon footprint and greenhouse gases, and utilizes either renewable energy and/or natural gas that are abundantly available domestically.

So make a resolution to be green! After a tough 2009, make a resolution to make some green by choosing to specify, recommend and install high efficiency and solar thermal equipment. It is the right thing to do. Heat Transfer Products is North America's leader in high efficiency (mod/con) boilers, water heaters and solar thermal products. That is all we make and all we do. When you choose to use our products, you will be choosing to be green and make some green! What a great resolution!

Happy New Year!



Stainless Steel vs Glass-Lined

Why purchase a glass-lined tank, that will rust and corrode?

You could have a Stainless Steel, Water Heater with a lifetime protection plan against leaks!



Glass-Lined Tank



Stainless Steel Tank



SUPERStor **ULTRA**[®]

The **SuperStor Ultra** Indirect Water Heater is the best selling brand in the market. It's the best with good reason. The SuperStor Ultra's High Output Exchanger is engineered to accept a higher volume of heated boiler water with minimal pressure drop. The heat exchanger's increased internal size and external surface area gives the SuperStor Ultra greater recovery performance. This way the SuperStor Ultra has two or more times the recovery rate of gas fired water heaters, and supplies as much as five times the amount of hot water as a comparably sized electric water heater.

The SuperStor Ultra's superior 316L Stainless Steel quality construction and competitive price are truly a great value! The SuperStor Ultra's 2" to 3" thick insulation quality, connected to an up to date boiler

system will reduce your operating cost. With today's increasing fuel costs, the SuperStor Ultra will provide the homeowner a fast pay back over conventional methods of heating hot water! The Ultra does not need expensive maintenance check-ups. Its simple design requires virtually no maintenance, saving money on costly service calls. SuperStor Ultra's Limited Lifetime Protection Plan will give homeowners the peace of mind that their water heater is covered by the industry's strongest warranty. With 7 models available, the SuperStor Ultra can be used in almost any application.

Stainless Steel vs Glass-Lined: According to Popular Mechanics, the number one reason that water heaters fail is due to corrosion. The protective coatings in an enameled tank can be damaged by a shock during transportation, unloading or maneuvering it into position. Even if the coating survives the move unstressed, the porcelain is a very thin coat and will breakdown over time. These breakdowns lead to corrosion, corrupted water and eventual tank failure. One does not have to worry about these types of breakdowns with stainless steel. Stainless steel is stable at elevated temperatures, which is not the case for tanks manufactured from mild steel protected by a glass-lined coating.

Stainless steel, as its name suggests, is resistant to corrosion. It is also universally recognized for its hygienic properties and is frequently used in the manufacture of products for the medical and food industries. Stainless Steel is the ideal material to store and keep water unpolluted and pure.

A major advantage that a stainless steel water heater has over conventional water heaters is that a stainless steel tank does not need a sacrificial anode rod. This means eliminating costly maintenance repairs.

Phillip W. Stephens, PE - It's about the People



Hopefully by now, you are all aware of our 3 "P" strategy – People, Process and Products. Heat Transfer is clearly focused on bringing GREEN, innovative products to market which is the foundation and the life blood of our company.

In order to accelerate our product introduction capability and as part of our continued organizational development, I am pleased to announce that Phillip Stephens has been named as Vice President of Engineering, effective December 14th. Phillip will be responsible for all product research, design, development, testing and product maintenance activities.

Phillip's key areas of emphasis will be to: 1) implement a robust product realization process that ensures we develop the right product with the best quality at the right cost; 2) better use of our resources through effective project management to achieve realistic time frames; and 3) develop and train our engineering personnel.

Phillip comes to Heat Transfer with an extensive background in mechanical and material engineering, along with an emphasis in various statistical and analytical tools. Most recently, Phillip was president/owner of his own consulting engineering firm. Previously, he worked in the Advanced Research Group for Rheem Water Heater Division. He is a licensed Professional Engineer. Phillip graduated from Auburn University with a Bachelor of Mechanical Engineering and a Master of Science in Materials and Engineering.

Phillip and his wife, Misha, are parents of 3 children and will be relocating from Alabama to Massachusetts. They are excited to be part of the Heat Transfer team.

Please join me in congratulating Phillip in his new role and in welcoming him to the Heat Transfer family.

Phoenix® Evolution Install – December 2009

Phoenix® Evolution: Boiler, Indirect & Buffer Tank All In One!

The Phoenix® Evolution recently replaced an old inefficient indirect and boiler in Massachusetts (check out the before and after photos). The Transition was very smooth, the existing pipes were even able to be used. Can the Phoenix® Evolution handle this 3 story 3,500 square foot home with baseboard heat? You bet, no, problem!



Before



After Installation



The cost effective Phoenix® Evolution combines space heating, domestic hot water, and total system control into one compact, high efficiency mod-con unit.

Packaging Gets an “A” - QUALITY



John Freitas, Heat Transfer Products production supervisor, led a team that designed a new packaging crate for the Phoenix Gas Fired Water Heater. The team developed a packaging solution that better secures and protects the product during shipping and storage, allows visibility of the product for improved handling and problem identification. It is better for the environment by minimizing the amount of corrugated cardboard and using recycled wood.

The crate replaces our strapped corrugated cardboard box. The crate is made of 1x4 pine corner boards, a honeycomb top with a recess for the tank, stabilizing boards in the middle, a kick board on the bottom of both sides, plastic wrap, and straps to secure it together. As can be seen in the image, the top and bottom have been recessed using a 23” and 27” head, allowing us to package both the 80 and 119 gallon tanks using the same crate. Clear shrink wrap is used on the outside of the crate; which allows handlers to visibly see the product and ensure they handle with care. Having kick boards on the bottom will prevent forklifts from penetrating the packaging, causing damage to the tank.

We see only positive things coming from this new crate provided to us by Unicor Packaging Group. It is very stable, stackable and is identified with a heat stamp. This new design will also allow us to increase our storage space by eliminating pallets, boxes and inserts, thus contributing to our “Green” methods. All of our Phoenix® products have been approved to be shipped in this crate. Eventually all of our gas fired water heaters will leave the facility in this new container.

The cost is slightly higher than the basic corrugated box, but it is well worth it to ensure that the world-class Phoenix® Gas Fired Water Heaters are properly protected and arrive to our customers safely.



John Freitas