

Making the Deal—Waste Oil Heaters



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 heater.

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, or none.
- Customer expectations – desired indoor temperature.

1 Who can install a unit?

The customer can! 80% of all National Account customers self-install.

- Be sure to show the 10-Step Easy Install Guide and video.
- The most efficient install is for the customer to assemble the unit (80%) and hire a local HVAC company to install the flue and run electrical.
- Third party installers are available. Be sure to secure the sale - some installers sell too.

2 What are the maintenance requirements?

EnergyLogic heaters and boilers have the longest run time intervals in the industry.

- Cleaning 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 or by the factory. Contact us for details.

3 Are waste oil heaters and boilers legal?

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

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

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.

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

- For Sales and/or Competitive Questions, contact EnergyLogic at **(800) 318-8770**.
- For Technical Questions, contact Technical Support at **(800) 351-0643**.