

Schwank
INNOVATIVE HEATING SOLUTIONS



WhisperJet
- Two Stage Tube Heater

Value Statement: Provides improved productive comfort and the energy efficiency and economical operation of infrared radiant tube heat .

Market Drivers: Demand for improved workplace comfort, rising fuel costs, increased energy efficiency, reduced carbon emissions.

Product Description:

Schwank’s WhisperJet (SET/SETU) is a two stage gas-fired infrared radiant tube heater engineered by the world leader in infrared radiant heating. With a 30% input reduction on low fire the SET/SETU two stage feature improves comfort by ensuring heat input more closely matches climate condition heat losses. Fuel bills are reduced (20-40%) by conversion of BTU’s into efficient, comfortable infrared heat. Reduced ‘On/Off’ cycles for lower maintenance and longer life provides years of trouble-free operation. The SET/SETU is priced to meet or beat both budget and competition.

Combining energy efficiency and greater comfort with the industry leading warranty makes installation of the SET/SETU a very logical and financially sound decision.

Applications:

- Loading Docks
- Implement Dealers
- Manufacturing Facilities
- Arenas
- Auto Service Shops
- Warehouses
- Truck Repair Shops
- Aircraft Hangars

<u>Need</u>	<u>Features</u>	<u>Solution</u>
Energy efficiency	Warms the floor, objects and people first, then the air	Lower fuel bills
Return on investment	Quick payback based on fuel savings	Best warranty in the industry to protect investment
Provide best heating solution for an environment with frequent air changes	By amassing heat in the floor, provides quick recovery of heat	Rapid recovery of lost heat when infiltration pulls warm ambient air from space
Consistent comfort throughout building	Two stage operation: high fire + 70% low fire.	Heat output more closely matches climate conditions
Design and layout for proper heating solution	Free design, layout and fuel cost comparison, presented in a professional format	Guarantees most efficient and cost effective heating solution, with no cold spots
Budget satisfied	Many features of a premier Series at a competitive price	Wins the job

SET(U) Two Stage Tube Heater Specifications ~ Application Range:

- For new buildings or retro-fitting existing buildings with a demand for improved comfort
- Input capacities (Btuh): 'high' fire 80,000 to 200,000, with 70% 'low' fire rate
- Tube system lengths from 20 to 70 feet
- Tube Kits available in 'straight or 'U' tube configurations (both tubes under a common reflector)
- Reflector extends to bottom of tube surface - entraps & converts convection heat to radiant heat
- Mounting heights from 10 to 30 feet

Objection:	Response:
<ul style="list-style-type: none"> • Initial cost • No experience with infrared heat • Noisy & drafty like unit heaters? • Durability • High Maintenance & Short Life Span 	<ul style="list-style-type: none"> • Cost is more than offset by annual fuel-cost savings. Competitively priced to meet budget. • Proven energy efficiency and comfort improvement ensure both management & staff will love the benefits • Whisper quiet, draft-free operation; eliminates dust movement created by forced air heating • Warranty: 10 years on burner cup assembly; 5 years on radiating tubes; and 2 years on all other components • One moving part; 'Drop-down' control box for easy service; majority of Schwank tube heaters installed 25 years ago are still in service

Competitors:

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| • Detroit Radiant HL2 Series | • Superior Radiant MA and MX Series |
| • Universal Ray AG2 Series (made by Detroit Radiant) | • Easy Radiant SH & SHU Series |
| • Solaronics Suntube HLS & HLU Series | |

Ancillary Products: Refer to Price List for Part Numbers and pricing

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| • 24 Volt Two-Stage Thermostat | • 45, 90, and 180 Degree Elbow Kits |
| • Fresh Air Intake Adapter & Cap or Hood | • Hanging Chain Kit |
| • Vent Termination Accessories - roof or wall | |

Support Resources:

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| • SET Sales Brochure, Specifications and Submittal Data |
| • Free design / layout service; Technical support |
| • www.schwankgroup.com for access to I&O Manuals, Submittal Data, Sales Brochures, and Repair Parts Lists - > Select "Published Info" on the menu bar. |