

INDUSTRIAL INDIRECT HEATER PROCUREMENT CHECKLIST



PROTECT YOUR INVESTMENT. AVOID FUTURE DOWNTIME. PREP NOW.

1. Define Your Heating Requirements

- ☐ I know what I need to heat (building, aircraft, equipment, tent, etc.).
- ☐ I have identified the primary application.
- ☐ I know the approximate size of the area to be heated.
- ☐ I understand my required indoor temperature.
- ☐ I have estimated my required BTU output.

2. Evaluate the Job Site

- ☐ I know whether the heater will operate indoors or outdoors.
- ☐ I have considered outside temperatures and weather conditions.
- ☐ I have accounted for wind exposure.
- ☐ I have considered dust, debris, or harsh environmental conditions.
- ☐ I know if electrical power is available.

3. Choose the Right Fuel

- ☐ I know which fuel is readily available.
- ☐ The selected fuel is practical for my location.
- ☐ Fuel storage and refueling have been considered.
- ☐ The heater matches our organization's fuel strategy.

4. Consider Heat Delivery

- ☐ I understand my airflow (CFM) requirements.
- ☐ I know how far heated air must travel.
- ☐ I have considered duct length.
- ☐ I know how many duct outlets are required.
- ☐ The heater is capable of overcoming my ducting requirements.

5. Evaluate the Supplier

- ☐ The supplier has experience with my industry.
- ☐ Technical support is available when needed.
- ☐ Replacement parts are readily available.
- ☐ Maintenance or overhaul services are offered.
- ☐ Warranty coverage has been explained.
- ☐ Operator training or documentation is available.

6. Think Beyond the Purchase Price

- ☐ I have considered the total cost of ownership.
- ☐ I understand future maintenance requirements.
- ☐ I have compared more than one purchasing option.
- ☐ I am confident this equipment meets both my current and future needs.

Questions to Ask Before You Buy

Ask your supplier these important questions:

- What heater do you recommend for my application?
- How was the required BTU output determined?
- What maintenance is recommended?
- Are replacement parts stocked?
- What technical support is available after purchase?
- What warranty is included?
- Can this heater be serviced or overhauled?
- Are operator manuals and training available?

Before You Make Your Decision

A quality industrial heater is a long-term investment. The right equipment, backed by knowledgeable technical support and reliable parts availability, can provide dependable service for many years. Don't choose a heater based solely on price. Choose the solution that best fits your application and the supplier that can support your equipment throughout its service life.



Contact Aerotech Herman Nelson

Need help selecting the right industrial heater?

Our team can help evaluate your application, calculate your heating requirements, and recommend the best solution for your operation.

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