

POWER FLAME INCORPORATED

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SALES

SALES RELEASE #104-1

DATE: June 3, 1994

SUBJECT: **KEY SPECIFICATION DETAILS AND SELLING POINTS FOR
THE POWER FLAME MODEL "HAC" BURNERS**

(Also refer to the "General" section in Sales Release #84-1)

1. 3450 RPM blower with flame retention firing head provide high efficiency and stable operation with either negative or positive furnace pressures.
2. High velocity, vortex/mix, retention firing head. No burner choke or refractory throat required.
3. Circular blast tube opening - no special pilot front plate cutouts or refractory designs required.
4. We use twin air dampers with oil impregnated bronze bearings to provide smooth, even travel throughout the firing range. The twin damper arrangement is easily converted in the field to single damper operation, for better control of the airflow at the low end of a model firing range.
5. Available in C or CR configurations to best suit the heat exchanger design.
6. The "Total Access Control Panel" is standard. This Patented feature allows the operator or serviceworker, total, unencumbered access to all operating components mounted within the burner control panel. The front panel door is totally removable or replaced without any tools, and the top panel section, where switches, lights, etc., are mounted, can be swung into an upward position to allow for total access to the underside (wiring connections) of all such panel mounted devices. These Power Flame features should be utilized by the spec writer.
7. The optional DirectorJ Graphic Burner Management System (see Bulletin DIR 1285 Rev 1191) offers high quality graphic display of critical burner functions at a most affordable price. No one else in our industry has developed the methods or production capability to produce anything close to this eight (8) color graphic annunciation display, at the highly competitive prices offered by Power Flame. This Copyrighted protected feature can be easily specified and offers unique opportunities to the specification writer.
8. The Director Plus - an available option to be added to the standard Director - adds the functions of a graphic "First Out" annunciation system through microprocessor based programmable controller technology. The Director Plus offers as standard eight (8) first out annunciation points (other points are optional) as well as optional system diagnostics. See Sales Bulletin "DIR 1285 Rev 1191".

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9. All Power Flame control panels are U.L. Listed and Labeled either as "Flame Safeguard Control Panels" or "Industrial Control Panels". This can be a strong specification item as some of the competition do not carry a listing on such as separate Lead/Lag and Sequence Overfire Draft System Panels and etc.. See Sales Release #196, dated 3/13/91.
10. The "Varicam π " characterized 14 point cam actuated fuel metering device provides adjustable and accurately repeatable fuel-air ratios throughout the full firing range on gas, oil and combination gas/oil modulating burners. See Sales Release #114 dated 7/29/87, which includes the Varicam π specification.
11. All air compressors used on the HAC's are of the reciprocating piston type, which are superior in design and performance to the rotary vane type used by some of the competition.
12. An integral or remote oil pump is offered on #2 oil units on sizes through the model HAC4-C (52.5 GPH), with the attendant cost savings helping competitively. Remote pump is standard on all other units.
13. The multi port combustor and unique Power Flame air envelope combustion head design places the gas into an envelope of combustion air by introducing air on both sides of the gas firing orifices. This unique design produces high stability flame characteristics. Virtually all of our competitors introduce combustion air on only one (1) side of the gas firing orifices.
14. The HAC features the long and well accepted compact design of the standard "C" burner line. Component accessibility is excellent and provides for easy adjustment and serviceability.
15. The burner is designed and constructed as a U.L. Approved Integrated Combustion System package - and is factory fire tested.
16. The burner manufacturer shall provide proof of Product Liability Insurance.

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GORDON A. JOHNSON
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