
“Quality Heat, Quality Sleep for Pennies a Night” Video Transcript

VIDEO DESCRIPTION:

Length 03:45 min

Our Airtronic D2 bunk heater dramatically reduces engine idling used to provide heat to the sleeper and cab, leading to decreased engine wear and fuel consumption.

VIDEO TRANSCRIPT:

(Rick Bruce, Regional Sales Manager at Espar Heater Systems speaking)

Espar is the North American division of Eberspaecher, a German company who have been in business for over 145 years. In the 1930s, they developed a fuel-fired heater, which we introduced in 1973 to the North American trucking market. Specifically we have a bunk heater to keep the drivers warm without idling the engine, and also a coolant heater provides startability on those cold winter mornings. Annually, we now have in excess of half a million heaters sold worldwide. The Espar bunk heater is much like a furnace in your house, draws fuel that's provided on that vehicle itself, when you actually call for it to start, it will automatically through its' control unit send fuel up to the heater, which is traditionally located under your bed. It's quiet. Once that its starts it will go through its various levels, provide you the heat you would expect in your living room, consistent and predictable. Once the heater matches the correct temperature it will actually shut off, but start again to satisfy your desired level once again. It does this all automatically and very quietly. This is all eliminating unnecessary idling on your truck engine.

Traditionally, a truck driver would have to idle his truck all night long to provide comfort, heat and startability. Now, many jurisdictions throughout North America have strict anti-idling laws eliminating this. California is actually leading the charge. Espar has the economic and environmental benefits with our product to eliminate this unnecessary idling and to eliminate these unnecessary fines, which is only growing throughout North America.

Fuel Consumption

To compare the various bunk heater solutions, an idling truck for instance, consumes an excessive a gallon an hour, where Gen set is roughly a 1/3 gallon per hour. The Espar Heater is .05 gallon per hour providing the most efficient solution for anti-idling bunk heat available today.

Annual Maintenance

Maintenance costs are another large consideration when looking at the various bunk heater solutions. Studies have shown wear and tear of an idling truck can exceed to \$2,000 a year, maintenance cost in the gen set can be up to \$527 a year, but most inconvenient is when they are taken out of service for the various requirements for the servicing during the life-cycle of the truck itself. An Espar heater requires only to be run in the off-season occasionally and perhaps changing the fuel-atomizing screen at the beginning of every winter season.

Size & Weight

Size and Weight are also an advantage that Espar heaters have over the competition. Our bunk heater is the size of a loaf of bread, weighing about 6 lbs. compared to the Gen set which is traditionally about 400 lbs. on the frame rail. Every day every hour you have to carry that gen set down the road utilizing more fuel and wear and tear of that engine day in and day out.

Installation costs

Installation costs are another thing to consider when looking into the various bunk heater solutions. Our bunk heater traditionally takes about 3 hours to install with the aid of the video on our website. A gen set can take up to 2 days and in some cases is integrated with the truck systems which can lead to a much more involved and costly install overall compared to the Espar.

In addition to the benefits already discussed, I believe our greatest strength is Eberspaecher, our parent company, providing us with the direction and the best product available worldwide. And with that support and superior product we at Espar in North America are confident that we can supply your company's anti-idling needs.