

# Generac



## New product heats up competition in the mobile heaters industry

Winter is coming, which means jobsites in cold climates will be clamoring for mobile heaters. These types of heaters are used for many commercial applications in order to keep sites warm and operational—even in the most extreme cold-weather environments. When looking around to see how to capitalize on this high demand for your rental fleet, you'll see that Generac heaters are being used at many of these jobsites, serving as the go-to in keeping workers warm and productive.

### The heat is on...

Generac Mobile group specializes in developing mobile heaters and other types of mobile equipment and solutions that are durable, reliable, safe and easy to use. Recently, Generac set out to improve its line of jobsite heaters by redesigning several models and introducing the new MFH900 mobile flameless heater. The flameless heaters are purpose-designed to provide heat in environments where an open flame could be hazardous, which makes them quite attractive to a wide range of construction projects that would be looking to rent equipment.

The flameless technology uses a hydraulic pump circuit to load a diesel engine, which generates heat. To generate the maximum amount of heat, the system also uses heat from other sources including the engine, the radiator and the exhaust system. Incorporating input from the field and several customer and worksite visits, the new design also offers enhanced safety, serviceability and ease-of-use features—making it a smart solution for renters who need to tick all those boxes.

### Key Facts

Customer  
**Generac**

Location  
**Waukesha, WI, U.S.**

Engine model  
**Perkins® 1204F-E44TTA**

Application  
**Flameless heater**

OEM website  
**[generacmobileproducts.com](http://generacmobileproducts.com)**

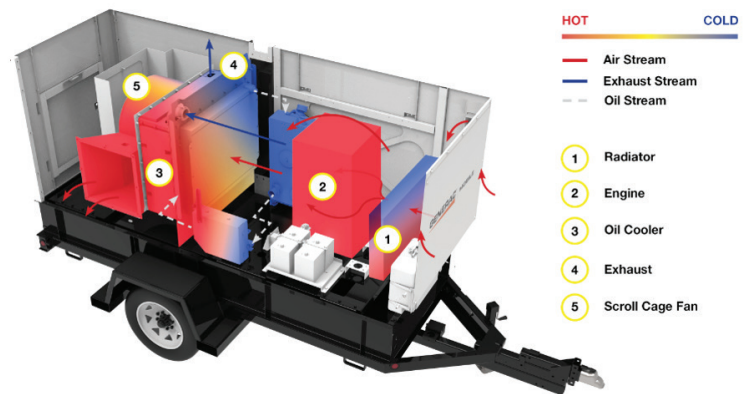
Generac MFH900 heaters are designed and built for the most demanding environments: engineering, procurement; construction; oil and gas, airlines; outdoor events and disaster-relief applications. The versatility of applications makes these machines supremely solid investments that just keep on giving, especially when it comes to growing rental fleets.

### ... and it's powered by Perkins

Generac ultimately chose the Perkins® 1204F-E44TTA for the new flameless heater to ensure dependable, user-friendly operation whenever and wherever needed. The engine meets the latest U.S. EPA Tier 4 Final/EU Stage V emissions standards and features an innovative, compact design that allows it to be integrated into the heater with minimal re-engineering. The 1204F is ideal for myriad of rental-equipment applications and is also used for construction, agriculture, emergency thawing and pipeline projects. That staggering cross-use potential makes it a strategic addition to any rental fleet.

The Perkins engine also powers the MFH900 heaters from 875K BTU/HR on the highest heat setting to 600K BTU/HR at the lowest setting. That range is paramount for a product that needs to suit an array of rental users. And its exceptional fuel economy gives the heater a minimum run time of 26 hours on one fuel and DEF (diesel exhaust fluid) fill at 92 percent efficiency.

When the Generac MFH900 is added to rental yards, fleet owners have the double benefit of the performance and user-friendliness of the heaters paired with the unmatched support that comes with Perkins-powered engines.

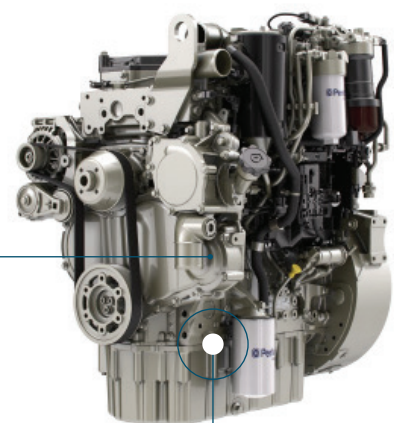


### Keep your own fleet running like clockwork

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It's no secret that when you own a fleet of equipment, you lose money every day that a machine is out of commission for any reason. Perkins understands that, which is why they offer dedicated rental support. It enables a rental store to self-support and save time by providing direct access to electronic tooling, service training, flexible parts ordering (typically with same-day shipping), warranty claim submission and other services to keep everything moving smoothly.

Without having to rely on a third party to diagnose and fix issues, you can take matters into your own hands and get back "on rent" sooner. Downtime is always inevitable, but Perkins can help it make it faster and more infrequent. The dealer support network is invaluable, and ultimately, the rental program is all about keeping your machines in the field and your business thriving.



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