



## CASE STUDY:

### OIL PRODUCTION SITE LEARNS BENEFITS AND COST SAVINGS OF JET HEATER – TRANSITIONS ALL JOB SITES TO FLAMELESS HEAT

**Location:** West Virginia

**Industry:** Oil & Gas

**Equipment:** Flameless Jet Heaters

38 rental units

**West Virginia** - During a visit at a production pad where workover activity was being performed, a Cahill sales rep noticed rental heaters already in use on the site. After a short conversation they asked the site manager if they would like to experience an alternative? Later that day one Jet Heater was towed to the job and started up. Almost immediately the foreman commented, "that's a lot of heat!" Having never experienced the technology and power of a Jet Heater, the experience was new and was clearly making an impression.

**Demo of Heater Impresses** - The heater was left on site for four days, allowing the crews to become familiar with the new technology. The Jet Heaters left such an impression that a few weeks later the call came in with a request for 4 heaters. The heat would be delivered to several active pad locations and was scheduled to remain on all locations until spring.



**Fuel Savings and Heating Doesn't Compare** - With multiple pad locations where workovers are being performed, the production company was highly impressed by the performance of the Jet Heater, the fuel savings, and the flameless technology on the unit. Furthermore, the salesperson had outlined a comparison between traditional heaters versus the Jet Heaters. For every three traditional heaters, only one jet heater was needed to achieve the equivalent btu. When the fuel savings were factored in, the decision makers (and many others) were completely sold.

**Jet Heaters on all Sites** - The following year, this same production company selected Cahill's Jet Heaters to be used on nearly all of their job sites. Thirty eight (38) Jet Heaters were rented and placed on workover projects in Ohio, West Virginia and Pennsylvania. Typically, one Jet Heater was used per site, with the outlet split to send flameless heated air to the crew's equipment across the site and to provide heating for personnel. Considering the volume of heat and the high cfm discharge, the production company was able to use a single Jet Heater to their advantage, which is fitting since it was a single Jet Heater that started the 38 heater rental across 3 states.

