



January 1999

Vol. 7 No. 1

It has been two years since we have published the list of articles of technical interest that have appeared in *The Salamander News* since its conception in August of 1993. We would like to provide the opportunity for new or old customers to order any of these articles. To receive an original issue or reprint just check the article (s) of choice and fax or mail it to the US office. Fax# 1-616-784-7775.

_____ What Is Infrared Energy?	August 1993
_____ Ceramic Infrared Heaters Vs. Metal Sheathed Tubulars	September 1993
_____ The Evaporation of Water	December 1993
_____ Paint Finishing	December 1993
_____ Catalytic Gas Vs. Ceramics	February 1993
_____ Where in the World Would You Sell a Salamander?	March 1994
_____ Beware of Price Cuts	April 1994
_____ The Advantages of Electric Infrared Heat	April 1994
_____ Applications for Electric Infrared Heat	May 1994
_____ Curing Applications	July 1994
_____ Drying Applications	August 1994
_____ Returns Information	August 1994
_____ Heating Applications	September 1994
_____ Applications Questionnaire	October 1994
_____ Applications & Wavelength	November 1994
_____ Focus: Curing Adhesives	November 1994
_____ New Spring-Form Interchangeable Thermocouple	December 1994
_____ The Economic Aspects of Infrared Applications	December 1994
_____ The Question of Retrofit	January 1995
_____ Use Creativity in Panel Design	February 1996
_____ Infrared Hits the Spot (Mobile Mark IV)	March 1995
_____ Processing of Coatings	April 1995
_____ Thermocouples	May 1995
_____ Q & A About Heating With Ceramic Elements	June 1995
_____ More Thermocouple News	August 1995
_____ The History of Ceramic Elements	February 1996
_____ Beware of Bargain Elements (Competition Comparison)	March 1996
_____ Comparing Different Forms of Infrared Heat	April 1996
_____ Introducing the New TB-1	May 1996

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Focus Application: Car Washes

To our knowledge, we have not had a car wash application using ceramic infrared heaters, and after investigation into that industry, we can better understand why. The concept of using infrared energy is generally widely accepted in industries whose processes include drying or evaporating water. Ceramic emitter's 96% energy efficiency makes them a natural for those types of applications, but ceramic or quartz infrared heaters are not appropriate for drying or evaporating water from automatic car washes for the following reasons.

Cycling time is the main concern. Ceramic heaters are too slow in heating up to be effective in the short drying time of an automated car wash. While quartz tubes or lamps can cycle quickly, they emit an unneeded light, making them less infrared energy efficient. A rugged environment where the heaters could be bumped or splashed with water is also not favorable for using quartz.

There is, however, one relatively new car wash market that could strongly benefit from the use of ceramic infrared heaters, that is growing in popularity in the United States; custom car washing or detailing. The strong American economy has spurred the purchase of expensive cars and trucks and the consumer is willing to pay a high price to keep them well maintained. The car detailer hand washes and dries each vehicle. Just as washing a vehicle in the summer sun helps speed up the process, so could ceramic elements. Not only would this cut down on labor time, but the infrared heat emitted would also warm the building and workers in cold weather, plus help to keep the floors dry, preventing slips and falls.

It would be worthwhile to check out the number of car detailers in your city. Installing some ceramic infrared fixtures could be a quick and easy way for them to heat their work areas, their workers, and enhance their

_____ SALAMANDER Selling Points	May 1996
_____ ESE Applications	June 1996
_____ Powder Coating	July 1996
_____ Radiant Emission Patterns	October 1996
_____ The Secret of the Glaze	December 1996
_____ Thermocouple Comparisons Chart	February, 1997
_____ Selling Checklist	March, 1997
_____ Comparison of Radiant Panels	June, 1997
_____ Quartz Emitters	October, 1997
_____ LTE Elements - More for Less	November, 1997
_____ What is a Fast Response Thermocouple?	December, 1997
_____ What is an Interchangeable Thermocouple?	December, 1997
_____ Salamander Radiant Emission Grid (used for spacing elements)	April, 1998
_____ Take Note of Reflector Thickness	May, 1998
_____ What Exactly is Infrared Heat?	July, 1998
_____ Applications Chart	September, 1998
_____ Agriculture Application	October, 1998
_____ Bottling Application	November, 1998
_____ (The Disadvantage of) Potted-In Thermocouples	December, 1998

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