

## Application**brief**

- Eclipse Product:** Riello F-3 Oil Burners
- Submitted by:** Craig Swanson, Thermal Equipment Systems
- Application:** Washing and sanitizing equipment for the food industry
- Description:** Douglas Machines manufactures both commercial and institutional automatic washing and sanitizing equipment for the food industry. This equipment can be both continuous in the form of a tunnel washer or batch systems. Customers would be production bakeries, hotels, and hospitals.
- Burner Application:** Burners with a BTU/HR rating between 150,000 to 500,000. firing down tubes with approximate diameters of 6" with a length of approximately 20'. Wash water temperature ranges between 120°F to 150°F. Typical spray washer arrangement.
- Market Competition:** Maxon M-250 to M-500 mini pre-mix blowers connected to Sticktite nozzles. This type of equipment has been used by Douglas Machines over the past 12 years.
- Reason for Interest in Eclipse:** Approximately 2 months ago Mr. Jim Beadling from Douglas Machines contacted Thermal Equipment Systems with regard to a small oil fired burner for an upcoming application. This application required 150,000 btu/hr burner to fire the #2 fuel oil. The application was for a washer going to the Caribbean islands.
- Equipment Quoted and Sold:** Two (2) Riello F-3 oil burners were used in this application firing down 6" diameter tubes approximately 20' long. These two burners have been test fired in Douglas' facility with a high degree of customer satisfaction.
- Consequences of this Sale:** Thermal Equipment Systems has tried to solicit business from Douglas Machines for over the past 8 years. By satisfying the customer's need in this oil application, the doors have opened up for additional business in natural gas applications. At this point, we are quoting Riello 40-Series G-400 and G-750's for their gas applications. The response of Douglas Machines has been overwhelmingly favorable in the use of these burners.

### **Benefits of the Riello Series 40 Burners over the Competition:**

- A. Safer burner operation because of the nozzle mixing design of the G-400 vs. a pre-mix blower arrangement.
- B. Simpler installation: with the Riello design there is no need to pipe in a separate nozzle, spark plug, and flame rod.
- C. Less components need to be purchased. The flame relay, ignition transformer, and burner are one complete unit.
- D. Simpler setup in that there's no need for a separate control panel for the flame safeguard control and spark ignition transformer which were previously located in a separated control panel.

**Results:** Because of the above facts, Douglas Machines will be buying approximately fifty (50) Series 40 burners in the upcoming year, replacing all Maxon equipment.



*Riello Series 40 Burner*



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