HOTSTART

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Washington State UBI
603241430

Commodity Codes or NIGP Codes
333414 – Heating Equipment (except Warm Air Furnaces) Manufacturing
333415 – Heat pumps manufacturing

Small Business Certifications

Master Contract – (if applicable)

Associations
EGSA – Electrical Generating Systems Association

Professional Organizations

Industry Certifications and Awards

Credit Cards Accepted
Visa
Mastercard

Capabilities Statement

Summary

Hotstart is the world leader in the design and manufacture of engine heating solutions for industrial engines. Hotstart heaters maintain optimal operating temperature of coolant, oil and other critical fluids for diesel or natural gas engines in generators, off-highway equipment, and bus/truck fleets. Hotstart's high efficiency engine heaters reduce the cost of keeping standby generators heated 24/7. Integrated heat-pump technology operates on a lower electrical draw than electric resistance heaters, saving generator owners up to 70% in energy and operational costs.

Core Competencies

Design and Engineering of industrial equipment
Manufacturing and assembly of discreet heater systems
Verification of product performance to established quality standards
Integration of heaters into main products for optimized operation

Differentiators

Over 80 years of design, manufacture, sales, and support of engine heating solutions. Technical expertise and industry knowledge ensuring the right Hotstart products are specified and installed properly for optimum performance and long life. Committed to the customers and industries we serve.

Vertically integrated manufacturer based in Spokane, WA.
In-house engineering resources for design of standard and custom solutions.
ISO 9001:2015 certified

Experience

27 years experience with Hotstart working with standby and emergency generator customers including original equipment manufacturers, equipment distributors, services companies, and end users.

Past Performance

$79M in annual sales in 2023

Products Supplied & Delivered

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	The HE Engine Heater is an energy efficient solution for maintaining optimal coolant temperature of emergency gensets. The heater utilizes heat-pump technology, sourcing heat from the ambient air at a lower energy draw than a resistive element heater. The HE is plumbed inline with the existing heater which becomes the redundant backup, providing heat during cold ambient temperatures. 24/7 reliability and startability is ensured with the heaters integrated for operation. End-users can see up to 70% in energy savings (20-40MWh) after retrofitting a HE heater to generators 1MW and larger. The reduced energy draw contributes towards building efficiency goals and lowers annual utility costs while keeping the genset ready to start in a power emergency.
	The CVC High Efficiency Engine Heater is a purpose-built heater for standby generators designed to maintain optimal engine temperatures at a lower energy draw than resistance heaters. This UL listed, outdoor rated system captures the existing heat from the surrounding air, sends it through the vapor compression cycle, and then transfers that heat back into the engine. The variable speed compressor allows for precision heating by responding to ambient temperature changes and avoids overheating or underheating the engine by dynamically adjusting heat delivery to match the current heat losses from the engine.