

## HOTSTART



## Capabilities Statement

### Office Address

5723 E Alki Ave  
Spokane, WA 99212

**Point of Contact: Greg Walters**

**Title: Sales Manager**

**Email: gwalters@hotstart.com**

**Office phone: 509-536-8673**

**Cell phone: 509-954-6289**

### Website

www.hotstart.com

### 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

### 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 lube oil heaters are an extremely efficient solution for maintaining optimal temperature as all thermal energy is transferred directly to the lube oil. Weathertight and hazardous location oil heaters are available for use in a variety of installation environments.

### 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

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	<p>HOTSTART lube oil heaters thread into the engine's oil pan to keep the oil warm. When cold, oil becomes very viscous and may not protect engine components. Upon start-up, warm oil is supplied to the critical wear points in the engine. This reduces engine wear and allows easier starts which prolong battery life.</p> <p>These heaters, available in various AC voltages as well as 12 and 24 volt DC, range from 75 to 500 watts. The OE series of heaters are for hazardous location engine applications and come without a thermostat.</p>
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	<p>Hotstart Silicone Heating Pads are ideal for oil pans, engine blocks, hydraulic reservoirs, diesel fuel tanks and other fluid reservoirs. Constructed from a durable silicone/fiberglass material, these etched foil heating pads feature an easy peel-and-stick application. Silicone heating pads are for use on metal surfaces only.</p>