

LOCHINVAR LEADERSHIP
Innovative High-Efficiency Water Heating Products

Lochinvar's heritage of excellence dates back to 1939, when Walter Vallett, Sr. founded the Walter Vallett Company. For generations, employees and customers have enjoyed growth and energy-saving innovations from Lochinvar. Today, Lochinvar continues our leadership position in the industry. As a part of A.O. Smith Corporation, we have the additional resources of a Corporate Technology Center in Wisconsin to increase our innovative development capabilities.

We are the leading producer of energy-efficient boilers, water heaters, pool heaters and commercial package systems. We focus solely on serving our customers and offer them a product portfolio that delivers unmatched quality, performance and application flexibility. Lochinvar has a solution for all your water heating needs.



LOCHINVAR

A Tradition of Leadership.

THE HISTORY OF
LOCHINVAR

At our headquarters in Lebanon, Tennessee, continuous development of new, innovative products keeps us moving forward. High efficiency leading to fast payback for our customers is always our primary goal. In recent years, we've been at the forefront of using energy saving condensing technology and developing easy to use control systems with communications and functionality for a nearly limitless range of applications.

At the heart of our success are Lochinvar people, who share a commitment to excellence and pride in leadership. We form close relationships with designers, engineers, distributors, contractors, facility managers and end user clients. Because our people listen, we ask the right questions and engineer system solutions perfectly tailored to each project.



In the pages that follow, you'll learn more about Lochinvar, and how we achieve industry leadership, through world-class research and development, a lean and flexible manufacturing system, comprehensive training programs for the professionals who design, install and service our products, and a regional warehouse network to help ensure timely delivery of customer orders.

And of course, we'll show you our products...the most advanced high-efficiency boilers, water heaters, pool heaters and packaged systems on the market today.



1919

Walter Vallett, Sr. begins his career with Everhot Water Heater Company.



1939

Walter Vallett Company is founded, marketing residential, commercial and industrial water heaters.



Our Research and Development lab plays a critical role in testing, refining and finalizing Lochinvar's most innovative products.

Our passion for new products keeps us on the leading edge of technologies for heating water efficiently. Lochinvar® products now deliver up to 99% thermal efficiency, which means 99 cents out of every fuel dollar spent is transferred into the water as usable energy, resulting in lower energy costs.

Many of our best new product ideas come from customers, and all our departments participate in the development process...Marketing, Sales, Engineering, Quality Assurance, Technical Service and Manufacturing. Development of a new Lochinvar product can take years.

We never put a new boiler or water heater on the market until rigorous lab and field testing has validated its performance and reliability. Our laboratories are the most advanced in the industry. In fact, Lochinvar operates an accredited CSA Testing and Certification Lab, where certification testing is done in-house by a CSA inspector.

LEADERSHIP

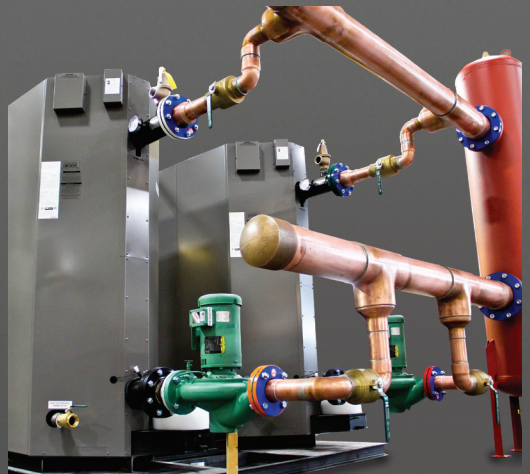
In Research and Development



1954

Walter Vallett Company acquires Michigan Tank and Furnace and purchases the Lochinvar brand.





We've brought "lean manufacturing" to near perfection, for reduced manufacturing costs and consistent quality. Our process is synchronized with our finished goods production schedule so that fabricated sheet metal, heat exchangers, sub-assemblies and all the parts needed arrive at the line just in time for final assembly, virtually eliminating production delays.

Assembly lines operate in mixed-model mode – they can switch from assembly of one product to a completely different product with no delay. This helps Lochinvar produce and ship our products with less lead time than other manufacturers.

We also produce storage tanks up to 5,000 gallons, and pre-engineered and customized Packaged Systems. Water heaters with storage tanks, multiple boiler systems and factory-packaged piping are assembled according to specifications provided by the customer. These custom systems ship with all necessary piping and connectors in place. For installation, all the customer has to do is connect the utilities, venting and water piping to the Packaged System.

LEADERSHIP In Manufacturing

1957

Walter Vallett Company changes its name to Lochinvar Water Heater Corporation, headquartered in Detroit.



1970

Lochinvar acquires Wagoner Water Heater Company, and relocates to Nashville.

LEADERSHIP

In Customer Service

On-time delivery is critically important to our customers, and Lochinvar continues to expand its national network of distribution centers.



We are regionally organized for faster fulfillment. Our nearly 100,000 square-foot headquarters warehouse serves as our distribution hub for several surrounding states. We also have strategically located warehouses in Detroit, Orlando, Pompano Beach, Dallas, Phoenix and our newest facility in Chicago. A facility in Banbury, England services orders in the United Kingdom.

Fast response time to customer questions and problems is also critical. Our dedicated Customer Service team quickly helps with product information, technical questions and quotations for custom-built systems.

In addition, Lochinvar's corporate sales and technical service team, along with our national network of manufacturers' representatives provide outstanding service to our customers in the field. Any time a customer has a question or needs a solution to a problem, an experienced Lochinvar professional will provide the special attention he needs.



1986

In the midst of the 1980's energy crisis, Lochinvar introduces the revolutionary Power-Fin® high-efficiency boiler.

LEADERSHIP

In Training



Because Lochinvar technology is continuously becoming more advanced, the professionals who design systems and install and service our products are welcome to attend “Lochinvar University” at the industry’s most advanced training facility. Students benefit from a comprehensive learning experience. We combine classroom instruction with hands-on “Live Lab” sessions where they practice proper procedures for installation, setup and testing of our products.

Each year, hundreds of engineers, contractors, distributors and end-users attend a wide array of Lochinvar University courses on general topics like sizing, applications and service training.

In early 2013, we launched our online training platform, LochinvarU.com, intended for service providers, design engineers, building maintenance personnel, and any other individual interested in learning more about Lochinvar high efficiency products but cannot make it to Lochinvar University in person. LochinvarU.com offers self-paced training and information courses on virtually any wireless device accessible from anywhere in the world.



80's and 90's

New products and dramatic sales growth lead to 5 plant expansions and 5 new distribution centers.

LEADERSHIP

In Sales and Support



Leadership is more than one personality attribute. It is honest, ethical, knowledgeable and committed. Lochinvar prides itself in having both domestic and international sales staff, manufacturers' representatives and distributor partners exemplify these traits in all we do, every day. Our customers rely on quality, innovative, high efficiency products and we have the staff in place to insure they are satisfied.

Career longevity is a familiar term at Lochinvar. Veterans with tenures of 15, 20 and 30+ years are present in every department at Lochinvar, and we bring that experience and knowledge to the table every day.



1999

Lochinvar breaks ground in Lebanon, TN with a new state-of-the-art storage tank manufacturing facility.

LEADERSHIP

In High-Efficiency Products



The Lochinvar product line offers a tremendous range of high-efficiency boilers, water heaters, pool heaters, storage tanks and packaged systems for the nearly infinite spectrum of residential and commercial applications. With every product we strive to fill the system designers' or installing contractors' needs, from small footprints to ease and versatility of venting to sophisticated controls and compatibility with building management systems.

Whatever the application, our ultimate goal is maximum energy efficiency, to deliver payback to the end-user in the form of reduced energy cost.

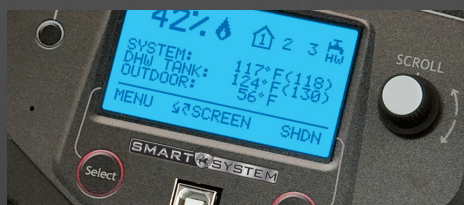


2001

Lochinvar moves into a new state-of-the-art 360,000 square-foot world headquarters and manufacturing facility.

LOCHINVAR

Leadership Continues



2010 The Lochinvar KNIGHT® modulating/condensing residential boiler was a major step forward for Lochinvar in 2005. 2010 brought new innovations to the KNIGHT®, KNIGHT® XL and ARMOR® products with the release of an enhanced SMART SYSTEM™ control. The all-new SMART SYSTEM Control includes an even larger display, color-coded screens, soft keys for easy adjustment of settings and an encoder knob for fast transitions from screen to screen. This combination allows the user to easily “dial in” the setup and operation of the unit.

2011 The CREST® commercial boiler delivers performance beyond your expectations, by taking fire tube technology to a new level. CREST features Wave™ 316L stainless steel fire tubes, which create turbulence as flue gas products flow down, scrubbing the energy from the flue products. As a result, CREST delivers up to 92% AHRI thermal efficiency, and up to 99% thermal efficiency in low water temperature applications.

2012 The ARMOR X2™ commercial water heater combines stainless steel heat exchanger technology with modulating/condensing combustion to deliver efficiencies as high as 96% and a 10:1 turndown ratio. ARMOR X2 features Lochinvar’s SMART TOUCH™ control, with a full-color main menu screen. Available with 1.0 million, 1.3 million and 1.5 million BTU/hr inputs.

2013 ARMOR Wall Mount models, with a compact, wall mounted design, expand the innovative line of ARMOR® Commercial Water Heaters with two new inputs of 125,000 Btu/hr and 199,999 Btu/hr. The ARMOR Wall Mount not only frees up space in the mechanical room but also offers five venting options. It can be installed with direct-vent air intake and exhaust runs up to 100 equivalent feet using PVC, CPVC, Polypropylene or AL29-4C stainless steel vent pipe.



2006 Power-Fin® commercial boilers and water heaters, enhanced with SMART SYSTEM™ control and 8-unit cascading sequencer.

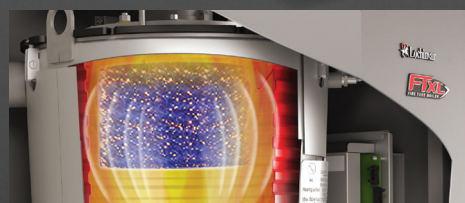


2008 KNIGHT® XL commercial boiler expands the KNIGHT® platform to 800,000 Btu models.



CREST[®]
CONDENSING BOILER

AQUAS[™]
COMMERCIAL POOL PACKAGE



2013 Lochinvar unveiled the re-engineered SHIELD[™] commercial water heater in early 2013. The updated SHIELD line now includes three additional models, extending the offering from 125,000 Btu/hr to 500,000 Btu/hr, and an extensive list of upgrades that are all designed to improve performance, accessibility and – ultimately – customer satisfaction.

2015 New for 2015, the CREST Boiler adds 6 new models and increases the CREST line to 10 condensing commercial boilers with inputs ranging from 750,000 Btu/hr up to 5.0 million Btu/hr. Featuring Lochinvar's patented Wave[™] fire-tube design and advanced combustion technology, the 6 new CREST Boiler models deliver 96.2% thermal efficiency and up to 25 :1 modulation turndown.

2014 Recently Lochinvar, LLC launched its FTXL[™] Fire Tube Boiler for light commercial applications. With five models ranging from 399,999 to 850,000 Btu/hr. The FTXL Boiler represents a new generation of fire-tube technology, delivering up to 10:1 turndown and up to 98 percent Thermal Efficiency. Enabled for CON-X-US[™] remote connect capability, the FTXL Boiler offers complete control from across town or across the country.

2015 The AQUAS commercial pool package is a factory assembled system featuring a free-standing boiler piped to a dedicated cupro-nickel pool heat exchanger or an optional titanium pool heat exchanger.

2015 CON-X-US Remote Connect platform is now available as an option on the KNIGHT Boiler. During 2015, this breakthrough in control technology will become available on even more high-efficiency Lochinvar products.







2009
SYNC[™] commercial condensing boiler with 10:1 turndown and an all-new SMART TOUCH[™] operating control.



2009
The SHIELD[™] commercial water heater, introduced 96% "efficiency for life."



Lochinvar[®]
HIGH EFFICIENCY BOILERS & WATER HEATERS

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