





OUTDOOR EXPERIENCE

A well-designed, outdoor heating solution extends the season for outdoor dining and keeps seats filled and patrons comfortable.



The use of engineered outdoor heaters are necessary to keep the outdoor entertainment space usable all year long. Restaurants with outdoor areas are looking to capitalize on these spaces by creating comfortable and efficient heating systems that encourage extended social interaction year round.

Utilizing directional radient heating, Bromic heaters warm objects, rather than the air creating more targeted heat coverage in the spaces that it's needed. This, in turn, requires less units to heat the same space as traditional mushroom heaters, keeping patrons comfortable and coming back for more.

UNDERSTANDING THE CHALLENGES

Since an outdoor area is not a confined space by walls and roof structure, forced air systems are not effective in controlling the ambient temperature.

In an outdoor environment, hot air rises and quickly dissipates. Even the slightest breeze will diminish the effect of heating system, making a forced air heating system impossible to use effectively for outdoor spaces.

YOU CANNOT THERMOSTATICALLY CONTROL OUTDOOR HEATING.





THE SOLUTION

The only way to heat an outdoor area is through radiant heat. Radiant heat warms objects, not the air, similar to the experience of the sun warming your skin.

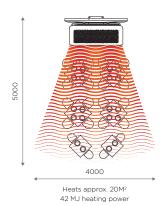
Because radiant heat focuses on objects and not air, radiant heaters are wind resistant and can still warm people even in mild wind conditions. This method involves projecting infrared heat radiation onto people rather than moving warm air into the outdoor patio

Radiant heating is the foundation for all Bromic heaters. When properly specified, Bromic can heat any outdoor space more effectively than many of our competitors because of this principle.

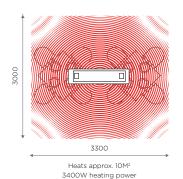
STEP 01:

UNDERSTANDING THE TYPES OF HEAT

Manipulating direction of heat is a critical factor in designing your outdoor heating solution. The most effective heaters use directional heating elements for efficient energy usage and to avoid over-heating guests.



Direct heat is a mixture of short and medium wave technology, which produces the highest levels of efficiency.



This is a mixture of medium and long wave technology. Indirect heat does not produce a high radiant heat property, so it has lower efficiency levels, and is more susceptible to wind and external factors.

Heaters using indirect heat have a slower heat up time than direct heaters.



Directional heat implies that the majority of the heat produced is pushed in one direction, allowing for better heat coverage.



Non-Directional heat pushes the warmth evenly in all directions.

HEAT TRANSFER FUNDAMENTALS

Outdoor heaters utilize one of two different methods to transfer thermal energy:

CONVENTIONAL HEAT
Emits hot air that mixes with ambient air to raise the average temperature of an area.

02 INFRARED HEAT
Heats target objects themselves as they come into contact with waves of infrared light.

Note: Infrared radiant heat is considered the most effective and energy efficient heat source for alfresco areas. This factors into green energy and sustainable design considerations.

DEFINE YOUR OUTDOOR SPACE



If a patio is partially covered, then it can capture heat inside the structure, also known as a heat cloud, creating a convectional heating effect.

Understanding the structure in design and engineering helps dictate the type and amount of heating required.

No two outdoor areas are the same. There are many factors that need to be considered at when designing an area including:

- Seasonal changes in your geography
- · Susceptibility to elements
- Proximity to water
- Proximity to air flow or wind direction
- New or existing construction
- Structural Design
- Building Codes
- Clearances
- Energy sources

EXAMPLES

- An enclosure with walls on all sides, but at least one permanent opening at ground level and no overhead.
- An area with two permanent openings and an overhead cover.
- Another variation to an area with two permanent openings and an overhead cover.
- Within a partial enclosure which includes an overhead cover and three side walls. As long as 30% or more of the horizontal periphery of the enclosure is permanently open.
- Another variation of Example 4 with minimum open space requirements.

DID YOU KNOW?

Bromic offers a complimentary Design Service that takes away the guesswork on which heaters are right for your outdoor dining space. We'll have a heating expert work with you one-on-one to ensure that your space is optimally heated.

GET YOUR FREE PLAN



STEP 03: ELECTRIC OR GAS?

When it comes to powering your heaters, there are three traditional types of fuels: Natural Gas, Liquid Propane (Portable), and Electric. While each fuel has its respective pros & cons, here are three main factors to consider:

- 1. Space confinement and design
- 2. Availability of utilities
- 3. Cost of operations

GAS HEATERS



- Long wave
- Indirect and non-directional heat



ELECTRIC HEATERS



- Short to medium wave
- Direct heat
- Quartz element



- Long wave
- Indirect and non-directional heat
- Industrial element



- Medium wave
- Directional heat
- Carbon element



- Long wave
- Indirect and non-directional heat
- Halogen element



STEP 04:

HEAT WAVE MAPPING FOR PROPER COVERAGE

| | | RADIANT | HEAT | WARM | |
|-----------|------------------------------|--|-------------------------------|----------------------|--|
| | HEAT SOURCE | EFFICIENCY | DISTRIBUTION | UP TIME | |
| Long Wave | Low (unit produces 300°C) | Least Efficient: 40% radiant heat and 60% convective bi-product | Susceptible to wind dispersal | Average 5 Minutes | |

Medium Wave

Moderate (unit produces 900°C) 60% radiant heat and 40% convective susceptibility bi-product

Limited to wind

Average 30 Seconds



Short Wave

High (unit produces 2200°C) and 10% convective objects directly

Most Efficient: 90% radiant heat bi-product

Warms people and

Instantaneous



RECOMMENDED APPLICATIONS REFERENCE GUIDE

| RECOMMENDED APPLICATIONS | NATURAL GAS | PROPANE | ELECTRIC |
|-----------------------------|-------------|------------|----------|
| Indoor | | | ⊘ |
| Outdoor | \bigcirc | ⊘ | • |
| Gaming | \bigcirc | | ⊘ |
| Hospitality | \bigcirc | \bigcirc | • |
| Residential | \bigcirc | \bigcirc | ⊘ |
| FEATURES | | | |
| Low clearance | | | Ø |
| High clearance | © | | |
| Flush mounting | | | |
| Area heating | \bigcirc | \bigcirc | |
| Spot heating | | | |
| Floor space needed | | \bigcirc | |
| Heat adjustment option | | \bigcirc | |
| Portable | | \bigcirc | |
| Ceiling or wall mounted | ⊘ | | • |
| Installation required | • | | • |
| Ventilation required | ⊘ | ⊘ | |
| Works in cold climates <5°C | Ø | • | |
| Airflow Needed | Ø | ⊘ | |

The above table is for reference only. Please contact Bromic Heating for specific application design.

VIEW BROMIC HEATERS ONLINE

STEP 05:

DETERMINE THE LONG TERM NEEDS

ESTIMATED COST TO RUN 40M2 COVERAGE FOR OUTDOOR PATIO

| NATURAL GAS* | LPG*** | ELECTRIC** |
|--------------|-----------|------------|
| \$3.36/h | \$11.76/h | \$3.40/h |

^{*}Natural Gas price based on 2 x 500 series heater and a cost of \$0.04 per Mj/H

These figures are a basic reference guide and will change depending on your geography and application.

For example, for a patio size 20' x 10' in California, we recommend 2 x 500 series gas heaters. In colder states, such as Massachusetts, the design may change to 3 x 500 series heaters for the same size patio.

Different geographies will have different ambient temperatures and may require more or less heaters depending on the ambient variances. Properly incorporating geography, application and seasonality in the specification is critical for long term effectiveness and cost efficiency.

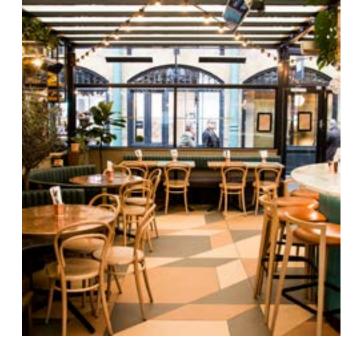
COVERAGE AREA BY BROMIC PRODUCT

| HEATER | COVERAGE AREA |
|-------------------|-----------------------|
| Platinum Gas | 16 - 20 m² |
| Platinum Electric | 6 - 12 m ² |
| Tungsten Gas | 16 - 20 m² |
| Tungsten Electric | 6 - 16 m ² |
| Tungsten Portable | 16 - 20 m² |
| Eclipse Electric | 7 - 9 m ² |
| Eclipse Portable | 7 - 9 m ² |



^{**}Electricity based on 4 x 3400W heaters and a cost of \$0.25 per Kw/h

^{***}LPG based on 4 x Standard patio (Mushroom) Heaters and a cost of \$25 per bottle



STEP 06:

MOUNTING & INSTALLATION COSTS

How you mount your heater is just as critical to the aesthetic design as it is to the functional output of the heater. Bromic has created a variety of different mounting options for seamless integration with the outdoor space and heat deflection to maximize heat output.

BROMIC MOUNTING KITS

Bromic Heater Recess Kits

- Seamlessly integrate your units with these unique recess kits which permit flush-mounting in roof cavities.
- Connects to Platinum & Tungsten Electric heaters

Bromic Heating Suspension Poles

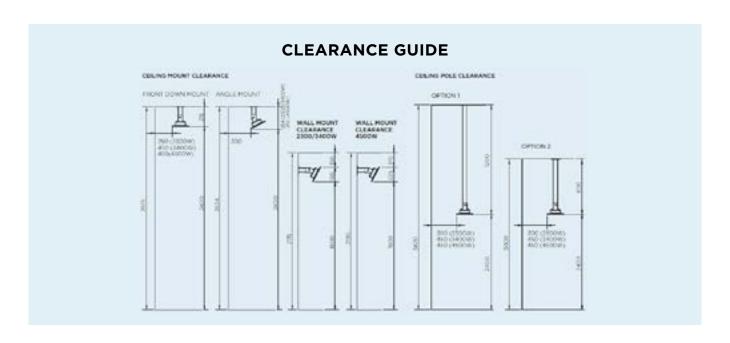
- Space units down to an effective height in higherceiling applications where wall-mounting may not be appropriate.
- Connects to Platinum & Tungsten Electric heaters

Bromic Heat Deflector

- Dual-layer stainless steel deflectors that significantly reduce the clearance needed between the top of a heater and the surface above it by absorbing heat that would otherwise escape vertically.
- Connects to Platinum & Tungsten Gas heaters

Bromic Heater Ceiling Poles

- Mount two heater units back-to-back beneath flat or pitched ceilings.
- Connects to Platinum & Tungsten Gas heaters

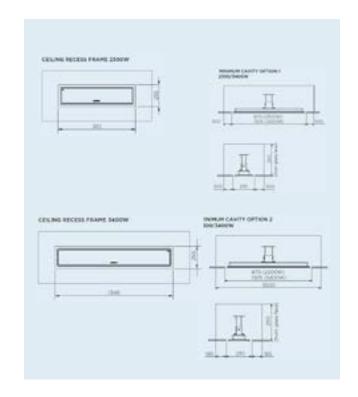




When pricing your outdoor heating solution, it is important to factor the professional installation costs that will be required to turn the design into a reality.

HEAT ANY OUTDOOR SPACE EFFECTIVELY WITH RADIANT HEATING

Once all the ventilation, recessing and clearance requirements have been mapped out, an all-encompassing quote will help manage expectations. Be sure to include the hardware, utilities, permit fees and any other expenses that may be required.



OPTIONAL STEP 08:

CONTROLLERS & ACCESSORIES

Bromic heaters can be matched with a number of optional accessories and controllers. Consider the practical implications of how the heating will be controlled to fully benefit from the outdoor lifestyle.

| GAS | ELECTRIC | BUILDING AUTOMATION |
|--|--|--|
| On/Off OnlyWirelessWall switch | On OffDimmedZonedWirelessWall switchTimer | Lutron Crestron Control4 Nomad BCS (Building Control Systems) |

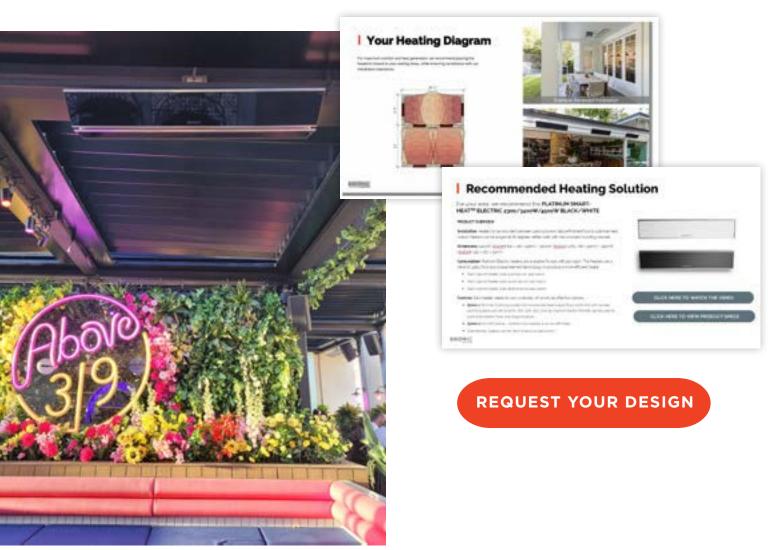




COMPLIMENTARY OUTDOOR HEATING DESIGN DESK

Unsure whether to use Gas or Electric? Not sure which restaurant heater is right for you? Let us take away all of the guessing by utilizing our complimentary design service!

Starting with your floorplans, exterior design and specific requirements, our team of specialists will put together a custom drawing for your project, help you specify the required heaters, and guide you step-by-step through the entire process.



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