

SALES GUIDE

nVent RAYCHEM electric heat tracing (EHT) solutions keep processes operational and safe in Oil & Gas, PetroChemical, Power, Food and Pulp & Paper industrial facilities.

Maintenance, Repair and Optimization (MRO) services for these facilities is paramount to minimize downtime. While nVent RAYCHEM experts and contractors perform preventative audits at these facilities, our Distributor partners who recognize EHT opportunities, understand how to develop a BOM for an application, and ensure that heat tracing products are readily available for immediate shipment to these facilities, is equally paramount for helping them to avoid potential interruptions and keep projects running on-time.



GOAL

Educate Distributors, EPC, and other contractors on nVent RAYCHEM **freeze protection, temperature maintenance, instrument heating, and tank heating** heat trace solutions!

Educate Distributors to identify applications where electric heat tracing is a good product fit, and ask the right questions to develop a BOM with the most suitable cable, components and controls.



AUDIENCE

Distributor personnel, EPC firms, contractors, and facilities managers looking for reliable heat trace solutions that provide reliability, process safety, and energy efficiency.



APPLICATIONS

Industry's most complete line of heat-tracing product technologies to meet everything from pipe freeze protection to high temperature maintenance.

WHAT'S IN IT FOR THEM

1 COMPLETE SYSTEM

We offer a wide range of heating cable technologies. Our components allow for fast installation and reliable connections. Our advance control systems offer full visibility and energy efficiency.

2 ENGINEERING & DESIGN SUPPORT

We offer FREE heat tracing design tools that allow you to create your own heat-tracing design in just a few steps. Or we have experts in electrical heat tracing systems who can optimize heat tracing projects for timing, budget, and scope.

3 SAFETY BENEFITS

Our systems are tested to the most stringent industry standards and certified by major agencies including FM, CSA, UL, PTB, Baseefa, NEPSI, DNV, ABS, etc.

We offer a high reliability 10-Year Extended Product Warranty.

4 VERSATILE

Ideal for freeze protection, temperature maintenance, instrument heating, and tank heating applications.

Steps to Success



Watch the nVent RAYCHEM Video



Download the nVent RAYCHEM MRO Winter Checklist.



Contact your local nVent RAYCHEM Rep for more info about:

- Recommended stock
- Pricing
- Training Module

Download the nVent RAYCHEM Quick Reference Sheet.

Download the nVent RAYCHEM Heat Tracing Design Form.

Download the nVent RAYCHEM Heat Tracing Design of **Vessels** Form.

Tools & Resources

[Industrial Heat Trace Brochure](#)

[Industrial Heat Trace Catalog](#)

[Landing Page](#)

[Blog](#)

[TraceCalc Net Online Design Tool](#)

[BlueVolt Training Portal – Click the RAYCHEM icon](#)



Our powerful portfolio of brands:

CADDY ERICO HOFFMAN RAYCHEM SCHROFF TRACER