

PRESIDENT'S MESSAGE

by Michael Hopsicker, President & CEO

Hope springs eternal for baseball fans each year on opening day and we are hopeful that the change of season into Spring and towards Summer brings a positive business climate for our industry and for your business. We are so grateful to have spent time with many of you recently at the HPBExpo in Nashville and the NPGA Southeast Expo in Charlotte.



If you were at the Southeast Expo hopefully you were able to take a stroll down memory lane as we featured an "RMI Through the Years" segment in our booth as part of our ongoing 50th anniversary celebration. During the show we also announced that the newest edition of RMI's Propane Equipment Catalog will be coming soon! I'm extremely proud that over the years our catalog has earned a place on countless dashboards and office shelves as an industry resource and valuable reference tool. This latest version will be Edition 12 and we hope it's pages will become a dog-eared fixture in your business for many years to come!

Inside will be all the propane products you need as well as the addition of appliances like tankless water heaters, space & construction heaters, furnace & boiler repair parts and more. Look for more info coming soon!

>>> FEATURED: HONE GRILLS



HONE42 42" Gas Grill



HONE series is our high-performance, mid-priced premium grill line within the NOVO brand of outdoor kitchen products. HONE features all 304 stainless steel & powerful 26,000 BTU burners. Made-in-USA, HONE offers best-in-class performance, power and features, starting at just \$3,299.

Please contact your RMI sales representative to discuss dealer opportunities and visit our website at www.novogrills.com to learn more.

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✓ UPCOMING EVENTS

- 5/5 - 5/7: NEHPBA Annual Conference
- 5/14 - 5/15: MSHPBA Burn & Learn
- 5/19 - 5/22: Eastern Energy Expo
- 6/2 - 6/4: NPGA Propane Days
- 8/14 - 8/15: Northeast Propane Show

NEW RMI Catalogs



2024 Outdoor Living



Edition 12, Propane Equip.





TECHNICIAN'S CORNER

by Geoff Barstow, RMI Technical Support

RMI carries a category of products once considered to be a niche product. But times have changed and electric hearth and heating products have sparked the interest of today's consumers.

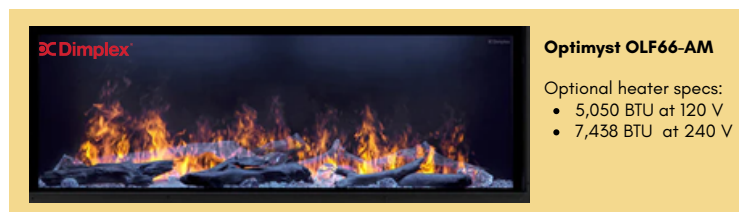
Electric fireplaces are attracting attention because, due to not requiring a vent system or gas, the unit can be located nearly anywhere in a residence or office. Primary interest may be aesthetically based, but the question of heat value often arises.

Of the units that offer heaters, is enough heat generated to be considered a primary heat source? **The heating output is directly related to the wattage the heating unit consumes.**



The equation is simple, 1 watt = 3.413 btu/hr. Therefore a typical 110VAC fireplace may have a heater rated for 1,500 watts, which would equate to 5,120 btu of heat. The 220/240VAC units may double the wattage, in this example equating to 10,240 btu.

What area will it heat? That, of course, would depend on outdoor versus indoor temperatures, insulation and heat loss factors. Generally speaking, a well-insulated room measuring 12 feet square x 8 feet high requiring about 50 degree temperature differential would require about 5,000 btu fairly constantly to be comfortable. A 1,500 watt electric fireplace heater would run all day, all night in those conditions, which would not be wise, nor could be considered a "primary" source of heat.



For electric outdoor heaters, the same equation holds true, 1 watt equates to 3.413 btu/hr produced, but the difference is those heaters are generally producing radiant heat rather than convective heat. Wind, humidity and other elements would need to be factored to achieve the comfort level required.

Should you have interest or further questions RMI Regional Sales Representatives and the RMI Technical Team are only a phone call away, ready and willing to help you.



NEW 63EGLP-16 Relief Valve

From Fisher, the innovative 63EGLP-16 dual pilot-operated pressure relief valve is now available in 2" size for convenient bulk plant retrofit installations with 2" tank openings. The dual pilot array allows for removal of one pilot for testing without emptying tank.

- Stainless steel pilot construction
- UL certified for LPG applications
- Durable handle for ease of switching between the idle & operating pilots

FISHER



In Memoriam – John Murray



In January our industry lost a dear colleague in John Murray. So many people loved John, and he had such a positive impact on everyone he knew and met. He could make everyone smile with a joke or a story, and he always had plenty of wonderful stories to share.

John celebrated his 64th birthday this past New Year's Eve and 2024 marked 42 years with RMI. He made so many contributions to the company over the years, not the least of which was being a wonderful resource to our customers and an ardent advocate for RMI employees!

John certainly had a life well lived and we will all miss him dearly.





OUTDOOR KITCHEN DESIGN TIPS

by Casey Harvey, Vice President of Sales

Each year more and more of our customers are getting involved in the expanding outdoor kitchen market. With that in mind, I'd like to share some of the design tips and tricks that I've learned over the years. *Happy selling!*

1

CUSTOM IS STANDARD

There are no standard sizes for outdoor appliances so specify quality products from reputable brands that can be serviced or replaced without major modifications.

- Replacing a rusted or worn-out built-in grill can mean major surgery (and expense) on custom stone work, cabinetry and countertops so sell quality appliances.

2

GET IN THE ZONE

Lay out the kitchen into functional zones: **Hot, Cold, Wet, Dry.**

- Design **3-4' of heatproof countertop space** on either side of the grill to efficiently and safely prep and plate your culinary creations.
- Plan at least **42"** between parallel surfaces to allow for through traffic when in use.

3

A PLACE FOR EVERYTHING

Give your clients all the storage they need at each zone.

- A place for tools, platters and fuel by the grill.
- A weather-tight space for cutlery, stemware and flatware near the dining area.
- Don't forget trash and recycling collection.

4

SMOKE GETS IN YOUR EYES

Determine if there is a prevailing wind when designing the cooking and dining areas. Please smoke your food *not* your friends or neighbors!

- Beware of wind loading on the vents of the appliances which can lead to over heating problems in grills, refrigeration and firepits.

5

DOUBLE DUTY

Choose appliances that can perform multiple functions to allow for maximum flexibility and use of the outdoor kitchen space.

- For example, power burners can be used to saute, boil, deep fry, steam and sear.
 - Drop 12-15" below counter height to accommodate larger stock pots and woks.

6

ROOM TO GROW

Design for the future by sizing and placing the utilities to allow for additional elements to be added later like fire features, heating, lighting and entertainment features.

- Make sure the gas, electric and plumbing are sized for future needs *before* laying pavers. Consider placing conduit for future application needs.



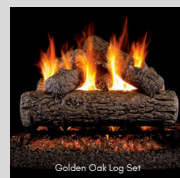
ROBERT H. PETERSON CO.

In 1949 an engineer named Robert Peterson reinvented fire. Enjoying dinner at a favorite Pasadena, CA restaurant one evening, Bob observed the owner and his staff devoting too much time working to keep the fire burning in the restaurant's large fireplace, a focal point of the dining room.

Peterson was a natural inventor and he was quickly back at his workshop. It wasn't long before he had engineered a solution that would eventually become today's gas burning fireplace.

Peterson took a prototype back to the restaurant to demonstrate his new brainchild for the owner. The man was sold. Peterson's gas fire logs were soon showing up in restaurants and lounges all around Southern California and the RealFyre brand of gas logs was born.

Striving for realism in the look of the logs, the fledgling company soon developed the Golden Oak gas log set, which quickly became the standard of the industry, and remains a best seller to this day.



In 1982, RH Peterson acquired Firemagic and expanded their portfolio to include outdoor barbecue products. AOG was launched in 2005 and American Fyre Designs became a part of RHP in 2012.



Fire Magic EL500 electric grills are now available!

- Thermostatic control with touch screen panel & Bluetooth/Wi-Fi app based controls
- Available with a large ceramic glass window
- Temperature range of up to 700°F
- 31" x 16" cooking surface powered by a single or double zone advanced heating system
- **In-Stock & starting at \$6,995 LIST**



RMI congratulates RH Peterson Co. on it's diamond 75th anniversary!

NEW RINNAI SENSEI RX WATER HEATERS NOW AVAILABLE!



NEW FEATURES & IMPROVEMENTS:

- Industry first 0.98 UEF rating!
- SKU's reduced from 24 to 6 for ease of ordering.
- All RX/RXP units can be installed either indoors or outdoors with an optional vent cap.
- Smart Sense gas valve technology adjusts to LP or NG with no conversion kits required.
- Bluetooth-enabled for quick setup & registration via Rinnai Central app.
- Quick Flush™ mode provides a more efficient flushing procedure to make periodic preventive maintenance a simple task to perform.





IMPORTANT RMI CONTACTS

Customer Service

For product info, to place orders, check order status, file warranty claims and other general inquiries.

- 7am – 5pm EST, M-F
- 1-800-628-5044**
- Orders: orders@raymurray.com
- Warranty: warranty@raymurray.com

Technical Support

RMI's Technical Support is available as a value added resource for our customers.

- 8am – 5pm EST, M-F
- 1-800-628-5044**
- technical@raymurray.com

www.raymurray.com

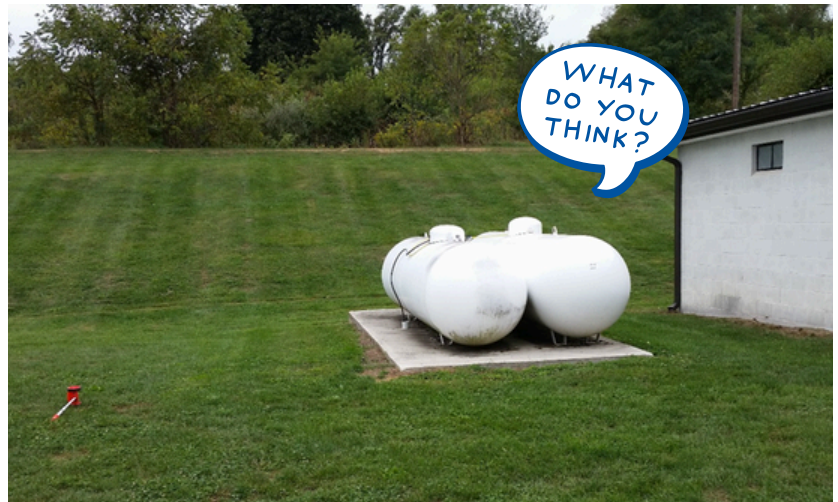
Conveniently check inventory & place orders 24/7 @ www.raymurray.com

- Click "Sign In" on top right of homepage to begin shopping.
 - To register for access follow prompts to "Register" for new account.
 - You must have an RMI account number to register for access.



WHAT'S WRONG WITH THIS PICTURE?

by Chris Wolfe, Manager of Technical Support & Training



A bobtail driver went to a new customer for a safety inspection and fill and this is what the driver found. **What's wrong with this picture?**



The driver mentioned that this violated NFPA 58 for distance to the building and tank separation. The customer stated that "it was ok because a Propane Professional installed it." Not so!

NFPA 58 Table 6.4.1.1 states that water capacity per container of 501 – 2,000 gallons must be 25 feet from an important building. 25 feet has been marked where the orange measuring wheel is in the grass. It also states that there must be 3 feet of separation between the containers. NFPA 58 Annex I.1(b) allows the distance to be reduced to no less than 10 feet for a single container of 1,200 gallon water capacity or less, provided such container is at least 25 feet from any other LP-Gas container of more than 125 gallon water capacity. My guess would be that there was originally 1 – 1,000 gallon LP tank installed and more storage was added. It was more convenient to add the additional tank to the pad rather than move them 25 feet away per NFPA 58.



Have you seen a funky install that doesn't look quite right?

Email a picture to cwolfe@raymurray.com and if we use it in a future newsletter you'll get a \$150 credit to your account.

