

Product Notification



500 TENNESSEE WALTZ PARKWAY • ASHLAND CITY, TN 37015 • 1-800-365-0024 • www.statewaterheaters.com

Product Notification Number: SCEPN00408

Introducing Our New State Commercial Electric Water Heaters

State is pleased to announce its new line of commercial electric water heaters. Viewed as the industry leader in commercial electrics, the new Sandblaster® and Statesman™ model families have always been at the front of the pack. New features recently added to these products now clearly put State ahead of the competition for years to come. The new design includes many dependable features that ensure our customers have the best product available on the market.

This product relaunch includes the CSB**S and CSB**I (McBee built) models as well as SSE (Renton built) models. Production of these new Series 100 models will begin in early January. There are no model number changes related to these added enhancements. Included in the launch package are new distributor price book slip sheets. In addition, please note there are no price increases on the CSB**S surface thermostat models or SSE models. The CSB**I immersion models will see a 2% price increase effective January 5th.

New CSBS Sandblaster® Models**

The new 100 Series CSB**S now incorporates several new features. Most notably is the addition of gold plated elements as a standard feature on all CSB models. This patented process delivers an element that resists scale build-up – up to five times over what can be found with a standard incoloy element. The benefit of this new feature is longer and more dependable element life in a variety of water conditions.

In addition to standard gold elements, the new Sandblaster CSB has a new, styled front control access door. The new door allows for easy access to all interior components and elements. Specific attention was placed on improving access to the bottom elements which had been difficult to reach with previous designs.

What hasn't changed is the variety of voltage, element wattage and ease-of-field convertibility that are a key feature of this model. Models remain available in 50, 80 and 119 gallon capacities with kW options from 6 to 54. The industries most flexible and customer friendly field conversion program also remains in place. However, it now features gold element kits to remain consistent with the new design when converting CSB models in the field.



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New CSB**I Sandblaster® Models

The CSB**I has been the product of choice for customers who desire precise temperature control required in different applications. Like the surface mount thermostat models, the new Series 100 upgrades on the CSB**I include the use of standard gold plated elements and the new door design. In addition, the new design CSB**I features an advanced electronic control with large LCD display mounted on the front access panel. Utilizing the same electronics platform design used on the State Ultra Force™, the new Sandblaster® electronic control features a complete package of functions that provide diagnostics, run history and detailed unit operation status. A new Economy Mode also allows for night setback so the customer can customize setback periods for every day of the week. The easy-to-read desktop screen provides detailed temperature information as well as showing which elements are energized during a heating cycle. The control also allows for linear sequencing where banks of elements are energized according to adjustable, differential set points for each bank.



New SSE Statesmen™ Models

The SSE has quickly become the preferred electric water heater of the specifying engineer. As State's top-of-the-line commercial electric product, the SSE models have been refaced with a new, modern heavy-duty/industrial look that separates the SSE from the competition. With the addition of the advanced electronic control, many of the once optional features are now standard on the SSE models. The SSE electronic control will include standard features such as element sensing, linear sequencing, and Economy Mode. In addition, we have added our most popular and frequently specified "low water cutoff" option to our standard list. Adding all of these features to the mix on this new SSE gives us all something to talk about.



As an option, you can specify an exciting new modulating feature that sizes the element output to meet the specific demand. We anticipate this feature will be one of our most highly recommended options moving forward.

We did not change the way we build our heavy duty SSE tanks or the rugged industrial grade elements used, so the SSE products will still last longer and provide the outstanding performance that has set the industry standard by which all others are compared.

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These new Series 100 design CSB**S, CSB**I and SSE will begin shipping in January. As with any design change of an existing product line, there will be a transition period where customers may receive old &/or new designed product depending on inventory levels. Inventory levels at the plants have been adjusted to minimize the transition period. Please review the spec and sales literature available at

www.statenewproducts.com and www.statewaterheaters.com. Also try out the new interactive control demo that allows you to demonstrate the features and benefits of the new control included on the CSB**I and SSE models.

Not only do these product enhancements give you a competitive advantage, the differing feature sets between CSB**S, CSB**I and SSE allow opportunities to sell-up within the commercial electric product line. Please familiarize yourself with the exciting new features that are available now with the State commercial electric models.

Regards,

A handwritten signature in black ink that reads "Howard Holliman".

Howard Holliman
Product Manager
Specialty Commercial

A handwritten signature in black ink that reads "Matt Schulz".

Matt Schulz
Product Manager
Standard Commercial