

Watertube & Firetube Boilers

High-efficiency commercial and industrial boiler-room equipment • Quoted through AHS

BOILER ROOM

Watertube and firetube options for commercial and industrial plants.

PEER CLASS

Competes with Cleaver-Brooks on many named boiler specs.

AHS PACKAGE

Boilers plus burners, steam specialties, and local support.

What to keep straight — first-pass orientation

- Match steaming rate, fuel, efficiency path, and footprint — not just “a boiler.”
- Cleaver-Brooks is the usual named peer for Unilux on AHS jobs.
- AHS orientation leave-behind — confirm with current Unilux and project data.

Unilux vs Cleaver-Brooks — where each one wins

	Unilux	Cleaver-Brooks (typical)
Line	Watertube / firetube / condensing options	Broad CB commercial & industrial line
Best fit	When alternate is open and Unilux fits duty	Named CB or installed CB base

BID RULE OF THUMB

- Push Unilux when efficiency, footprint, and alternate language work.
- Do not force against hard-named CB without engineer buy-in.

First-pass crossover — confirm output, fuel, and mechanical room constraints

Replacement jobs need breeching, pad, and controls review.

Duty	Unilux offer	CB closest class	Talk track
Commercial steam/HW	Unilux commercial boiler	CB commercial class	Efficiency
Industrial	Unilux industrial package	CB industrial class	Footprint
Condensing HW	Unilux condensing option	CB condensing peer	Venting
Retube / parts	Unilux support path	CB parts path	Downtime

Spec language that kills a swap

- CB-only specs.
- Incompatible breeching/pad.
- Locked CB control system.

How we help you win the job

- Room layout review.
- Burner & steam accessory package.
- Alternate submittal language.
- Local AHS follow-through.

NEXT STEP

Send load, fuel, and room constraints.
AHS returns Unilux selection and CB cross notes.
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