

Spread the Field with Your Next Boiler Installation



It's no secret that we're big fans of indirect-fired water heaters here at Able Distributors. Using a high-efficiency boiler to handle multiple applications is an intelligent and economical decision. But, with the proper equipment and system design, water heating is just the tip of the iceberg. A correctly-sized modulating/condensing boiler can handle three to five applications easily. This kind of system is simpler to install, simpler to operate, and considerably more energy efficient.

Hydronic Versatility

When it comes to hydronic applications, there aren't a whole lot of things that a cutting edge boiler can't do in the right system. Your customer's boiler can be used for:

- Radiators
- Underfloor heating
- Water heating
- Hydronic air handlers
- Pool heating
- Snowmelt systems

Maybe you have a client that has desired a snowmelt or underfloor system, but hasn't bit the bullet due to costs. Pitch them a high-capacity, high-efficiency single boiler system that replaces his existing boiler, replaces his existing water heater, and adds snowmelt capabilities. The potential for long term savings could have them breaking even more quickly than they realize.

Installation Simplicity

Would you rather install, run venting, and setup controls for three separate appliances, or do all of that for a single piece of equipment? With the right system design and some fancy piping, you can reduce your onsite work while giving your customer a better complete system.

Design Assistance

If you would like some help, our outside sales team can help with everything from system design to sourcing components. On larger jobs, you may even be able to get special pricing to improve your margins. Each member of the outside sales team has over two decades of experience, so you know

you'll be in good hands if you go this route.

Customer Satisfaction

There are plenty of reasons to love these kinds of hydronic systems from a homeowner standpoint. Being able to manage multiple applications from a single controller is a huge advantage, and the substantial energy savings will help offset the installation cost immediately. If you're the first person to offer a customer the ability to handle multiple applications from a single piece of equipment, it can be a great source of word-of-mouth marketing.

The Bottom Line

Spreading the field with a high-efficiency boiler is advantageous for both you, the contractor, and your customers. It can help you expand projects to include applications that your customer would not have been willing to pay for otherwise, and it provides a much better user experience for the lifespan of the equipment.