You Should Be Pitching NTI Trinity Fire Tube Boilers

Not all boilers are created equal. This is especially true when it comes to the high-efficiency condensing models. Over the last decade condensing boilers have gained a lot of traction in the United States, but there have also been plenty of cases where poor choices regarding materials and components have resulted in serious equipment failures. These catastrophic failures can end up costing customers thousands of dollars, and they can end up costing contractors long term business. So how do you avoid these issues? You recommend manufacturers and products with a proven track record of success. Manufacturers like NTI and products like their Trinity Fire Tube (Tft) boiler.

For many homeowners, first cost is the only cost. Obviously, this isn't the truth of the matter, but the back end costs like maintenance, early replacement, and higher energy bills are out of sight and, therefore, out of mind. When it comes to selling a high-efficiency condensing boiler, the steep initial cost is your first obstacle. A condensing boiler represents a major purchase. The equipment plus installation cost is going to comparable to a nice used car. You need to make the customer recognize the boiler will be used more frequently and be of more importance than a car. Sticking with the car analogy, ask them if they would buy a car that guzzles gas from a manufacturer with virtually no name recognition.

From there, you can move on to the issues of reliability, efficiency, and performance. A well-designed condensing boiler will last longer, use less gas, and provide better comfort than a bargain boiler. Here are some suggested talking points for pitching a Trinity Fire Tube from NTI.

- Compare the long term savings potential of going with a 90% AFUE Tft vs an 80% cast-iron model
- Explain the comfort advantages offered by the modulating Trinity Fire Tube's 8:1 turndown ratio when compared to single or two-stage operation
- Tell them about how the down-fired Fire Tube heat exchanger not only enhances heat transfer efficiency, it also requires servicing less frequently than other designs
- Mention that NTI uses high-grade stainless steel in their heat exchangers for superior corrosion resistance
- Explain that the versatile venting options available with the Trinity Fire Tube make installation easier, quicker, and more affordable than other condensing models
- Describe how the Sola controller with a touchscreen iflex interface expedites maintenance and gives them more control over their comfort
- Include a note about how NTI's boilers are run and calibrated in the factory for optimal

performance before being shipped
- Explain NTI’s limited lifetime warranty and their five-year parts warranty

A high-efficiency boiler is the sum of its parts, not just the number at the bottom of the quote. Don’t let initial resistance to an expensive option stop you from offering your customers the best possible products. And remember, NTI Trinity Fire Tube boilers purchased before March 31st, 2016 include a free Bell & Gossett ecocirc vario circulator pump.