

Based upon the success of last month's boiler report, *Phc News* offers its 2010 tankless report, featuring the latest news, trends and technologies from the major players in tankless manufacturing.

Phc News asked manufacturers the history of their company, what's new with the company,

thoughts regarding the economy, green building participation, contractor frequently asked questions and new product lines.

Here is a compilation of companies interviewed. They appear in alphabetical order.

Phc News would like to thank the manufacturers that participated in this report.

American Hometec, Inc.
3411 Silverside Road -Hanby Building
Wilmington, DE 19810
877-NO-COILS
www.AmericanHometec.com

Company profile: American Hometec, Inc. designs, manufactures and sells tankless water heaters utilizing breakthrough, patented technologies. The company's high efficiency Coilless Technology® water heaters provide unlimited hot water with no lime scaling buildup, no required maintenance and adjustable power consumption. The products offer numerous unique advantages for both commercial and residential applications. In addition to being the innovator of Coilless Technology® for electric tankless, American Hometec is the first company to offer H2O Saver Technology™, which enables water conservation with gas tankless.

What's new: In January, American Hometec introduced its AHQ-C10 electric tankless water heater unit, which is designed for low flow multi-lavatory and single use applications. Now, the company is getting ready to introduce its Model AHQ-T16 that meets all hot water demands of an average bathroom since it provides the versatility to heat a sink and shower simultaneously. The T16 is suited for both residential and commercial applications. In addition, the T16 unit is modern looking and compact in size for point-of-use installation, which enables water conservation. With a sleek design and modern blue LED smooth touch® temperature control panel, the unit offers an easy-clean surface that is unsusceptible to dirt or moisture.

On the economy: "Contractors know that during this questionable economy, they need to differentiate their business and offerings; tankless is a hot topic right now as many consumers are demanding green and energy efficient products," said Dave Millilo, vice president of marketing for American Hometec.

On going green: American Hometec's C10 unit comes with three capacity settings in one unit, which allows for adjustable power consumption and energy saving optimization. This exclusive design also reduces inventory cost, saves space and provides a great deal of convenience to both distributors and contractors. American Hometec's units qualify for LEED points, meet NAHB green building standards, Green Plumbers USA® preferred method, EPA's Watersense®.



Because there are no coils with American Hometec's technology, the electric components are never in direct contact with the water being heated, preventing accumulation of lime scale inside the unit and increasing longevity of the unit.

Chronomite Laboratories, Inc.
17451 Hurley Street
City of Industry, CA 91744
800-447-4962
www.chronomite.com

Company profile: Chronomite began in 1966 providing hot water for point-of-use commercial and industrial applications. At only the size of a dictionary, Chronomite tankless water heaters use electricity to supply hot water on demand to remote locations. After developing Omni Flow Controls in 1982, the company proved that water flow rate could be reduced while still producing a pressure-compensated flow rate. In 1992, Chronomite Laboratories Inc. patented the first microprocessor controlled tankless



The size of a standard dictionary, one small unit provides endless solutions in meeting a project's demands and space constraints. No need for pressure and temperature relief valves — just a cold-water connection and an electrical hookup to operate.

Bosch Thermotechnology Corp.
50 Wentworth Avenue
Londonderry, NH 03053
866-642-3198
www.boschpro.com

Company profile: With more than 100 years of engineering experience, Bosch has a water heater solution that's ideal for every home or commercial project. From high-efficient gas condensing tankless water heaters to compact electric models and mini-tanks for those situations where you need hot water at the point-of-use, you can trust Bosch to build something to suit every application. Best of all, Bosch products are designed to complement one another, fit together and work together in solar thermal, cascading and recirculation systems, so you can tackle more jobs and customize solutions with greater confidence.

What's new: Bosch is putting the finishing touches on its newest North American training facility in Irvine, California. Eric Moffroid, sr. vice president of sales said, "California is a strategic market for both gas tankless, as well as solar thermal, and as such, Bosch felt it critical to develop a presence in this very large market." Updates, including the official grand opening, as well as training dates and registration details will be posted at www.boschpro.com.

• EnerBank and Bosch have teamed up to offer "Same-As-Cash" financing, which is widely used by homeowners to finance more than 50% of all home improvements of \$5,000 or more. Cade Bryant, EnerBank AVP relationship manager said, "So far we've exceeded expectations and have found that Bosch customers prefer the 6- or 12-month 'Same-As-Cash' options, which allow qualified homeowners to buy today (up to \$45,000 per job) and pay absolutely nothing until the end of the promotion period."

• Bosch Introduces HVAC Loyalty Program. As a member of the Bosch HVAC Loyalty Program you will be able to take part in exclusive activities all of which offer you the opportunity to earn valuable rewards.

In addition to earning rewards for products that you sell, the Bosch Loyalty Program provides the opportunity to expand your knowledge about Bosch, Buderus, and FHP products, gives you access to tools designed to help grow your business, gives you a competitive advantage and gets you closer to the reward of your choice.

You can redeem points at any time in the online shop. Points are accumulated by claiming eligible sales and participating in various program activities including trainings, "Question of the Week" quizzes, surveys and referrals. Sign up today and start earning rewards at www.BoschHVACLoyalty.com.

On the economy: Environmental stewardship is a core philosophy that drives all decisions and product development at Bosch. Today, Bosch is a leader in the development of next-generation technologies that deliver improved performance and efficiency while conserving our natural resources. The cutting-edge system for the training facility in Irvine will save about 75,000 gallons of potable water per year by recycling water used in live tankless training workshops. The closed-loop reclamation system includes a large storage vessel, high-head pump and evaporative rooftop chillers to cool the water from our multiple demo water heaters.



The quality materials, construction and unique engineering of Bosch condensing tankless models ensures robust performance and 20+ year life expectancy.

water heater to provide unlimited hot water simultaneously to multiple lavatories with one heater. Utilizing state of the art technology, the microprocessor reduces hot water delivery time, is 99% energy efficient and meets user demands for a cost-saving, quick-return product.

What's new: An all-new website at www.Chronomite.com that now features an online configurator to determine the precise model that's right for the job. The site also includes more educational and product resources, including step-by-step instructions on how to install. Updated spec sheets, downloads, comparison charts and online manuals make finding information more user-friendly.

On the economy: "The current or conventional infrastructure in place for energy, water and utilities is being reevaluated to protect our precious resources, and the alternative has the potential to be costly. Now, more than ever, there is a demand for eco-friendly alternatives. But also because of the economy, companies must provide solutions that are immediately accessible — low-cost alternatives that produce quick results in efficiency and fast payback for utilities," said Dennis Morris — president, Chronomite Laboratories, Inc.

Eemax, Inc.
353 Christian Street
Oxford, CT 06478
800-543-6163
www.eemax.com



Company profile: Eemax Inc, founded in 1988, is a leading “electric tankless water heater” manufacturer in the United States specializing in “green” hot water solutions for industrial, commercial and residential applications. Eemax has positioned itself as the market leader in the electric tankless water heater market with product innovation and the widest range of products.

Rated 99% efficient, flow activates the Eemax tankless water heater and creates hot water as long as needed. And, because it is electric, no expensive or complicated venting is needed.

What’s new: Recent product introductions include HomeAdvantage — a full feature residential electric tankless water heater line with high end stainless steel cover, digital finger tip temperature adjustment with LED display, easy 3/4 inch “quick connect” water fittings, patented staged heating element power modulation, and rated 99% energy efficient for maximum energy savings.

An Eemax industrial introduction includes the super powerful three-phase “Series Twelve” to comply with ANSI “tepid” water requirement for emergency eye, eye/face and safety showers up to 25 GPM.

On the economy: “The outlook for 2010 and 2011 are for slow recovery in construction, but electric tankless water heater segment looks to grow its market share in the water heater segment at an above average level,” said Aaron Siegal, vice president of sales, Eemax.

On going green: Eemax is very focused on providing green hot water solutions that are safe for its customers and the environment. Recently, Eemax obtained third-party certification, indicating all of its electric tankless water heaters meet lead-free legislation in Calif. and Vt. Also, because you can locate electric tankless water heaters close to the point of use, they can be used to achieve the stringent requirements of the new WaterSense® for the Homes program.

Hubbell Electric Heater Co.
PO Box 288
Stratford, CT 06615-0288
877-649-8589
www.buytankless.com



Company profile: Hubbell is a U.S. manufacturer of a full line of electric water heaters serving the residential, commercial, industrial, food service and marine/naval markets. Founded in 1920, Hubbell has pioneered the use of new technology in electric water heating, and in fact first advertised its point-of-use instantaneous water heater in 1926. Today, Hubbell’s full line of electric tankless water heaters are available in a broad range of sizes and features.

With proper sizing, the newest generation of electric tankless water heaters are available in sizes that can provide hot water in flows in excess of 20 GPM. With models available in 1 and 3 phase power, there is a Hubbell electric tankless water heater for just about every application.

What’s new: Hubbell’s advanced control system displays information that simplifies the operation, maintenance and service of the Hubbell tankless. Adjustable in 1° increments in either °C or °F, the Hubbell heater maintains highly accurate and consistent hot water temperatures even at flows as low as 0.2 GPM. For the energy conscious user, the Hubbell heater displays kW Hrs consumed, total operating cost in dollars and total hot water usage (in liters or gallons).

On the economy: “Hubbell has advanced the electric tankless water heater market from a point-of-use hand washing product to a multi-fixture product capable of supplying hot water to an entire home or building. With the focus on improved efficiency and reduced operating costs, and the ever increasing emphasis on renewable energy sources for clean electric power, the market for electric tankless water heaters is poised for excellent growth,” said Sean Clarke, national sales manager, Hubbell.

FAQ: Why are gas tankless heaters ENERGY STAR labeled and Electric tankless water heaters are not? Because electric tankless water heaters are already 97%+ efficient, the DOE determined that the ENERGY STAR program was not needed to encourage consumers to take advantage of this already efficient technology.

Grand Hall, USA, Inc.
3838 West Miller Road
Garland, TX 75041
866-946-1096
www.eternalcondensed.com



Company profile: Headquartered in Taipei, Taiwan since 1976, and with the U.S. office operating out of Dallas since 1985, Grand Hall serves as a leading manufacturer of innovative gas appliances and components for more than 30 years. Grand Hall’s top award-winning product, introduced in 2006, the original Eternal Hybrid Water Heater, has received industry accolades.

Eternal Condensing Hybrid can either be wall mounted or floor standing with water connections on unit’s top. Features venting with 2” or 3” PVC up to 100 ft., direct vent sealed combustion convertible, natural gas or propane on the same unit, and the indoor unit also can be converted for outdoors.

What’s new: Contractor Rewards Program is the newest incentive designed to support advanced training and specialized expertise for contractors. Contractors who register online to the company’s Dashboard system are eligible to earn points for every Eternal installed, as well as attend online classes, submit warranty registrations and surveys. For each registered Eternal product installation the system will automatically deposit points into the contractor’s account. During “Heating Season,” specifically the months of May and June, the reward points will be tripled. Top performing contractors will have the opportunity to gain enough points to redeem a Porsche as the potential top prize.

F.A.S.T. Class — Grand Hall’s Factory Authorized Service Technician (F.A.S.T.) program (http://eternalwaterheater.com/support/contact_us.aspx) designed to provide reliable and quality installation and repair service to Grand Hall’s water heating systems — held its first training session for the new Eternal Condensing Hybrid Water Heater earlier this year. Led by F.A.S.T. Program Developer Jim Firlein, the F.A.S.T. Class involved more than 40 contractors and resulted in two full classes. The class is a supplement of the F.A.S.T. program, which provides each contractor member with ongoing training, factory support and one-on-one instruction.

Navien America Inc.
1371 Santa Fe Drive
Tustin, CA 92780
800-519-8794
www.navienamerica.com



Company profile: In 2006, Navien America, Inc. was established to open new markets in the United States and Canada for KD Navien’s technologically advanced products. Navien America is eager to continuously provide higher quality and innovative products that are more environmentally friendly, energy saving and comfortable and convenient.

What’s new: The Navien “Condensing 98%” is one of the most environmentally friendly tankless water heater on the market. The Navien models eliminate more than 85% of the flue gas wasted by standard tankless water heaters, reducing CO₂ emissions by at least 420 lbs. less per unit per year. That equates to the photosynthesis work of approximately 14 trees or driving a car 420 miles less per year.

Navien comes to market with an exceptional collection of features including:

- PVC venting up to 100 feet;
- Exceptional performance: the optional “A” models include a mini-buffer tank eliminating the minimum flow rate requirement and the so-called “cold water sandwich” and a built-in pump offers recirculation capability for hot water to the faucets quicker and water savings;
- Precision Technology: with Navien’s patented Gas-Air Ratio Control (GARC), ideal combustion and steady temperatures are continuously monitored and maintained; and
- Premium materials: dual stainless heat exchangers for much longer life cycles than copper.

Navien’s “Condensing 98%” is the most environmentally friendly tankless water heaters on the market, eliminating more than 85% of the flue gas that standard tankless water heaters waste, reducing CO₂ emissions by at least 420 lbs less per unit per year. Navien’s commercial models incorporate full stainless steel internal piping that withstands most aggressive volumes and water types.

Noritz America
11160 Grace Avenue
Fountain Valley, CA 92708
714-433-2905
www.noritz.com



Noritz N-1321M-ASME commercial tankless water heaters supply endless hot water to 208 guest rooms in a California hotel.

Company profile: Noritz America is the U.S. arm of the Japan-based Noritz Group, which is the largest producer of tankless water heaters in the world. Noritz Group began producing water heaters in 1951 and tankless water heaters in 1966. In 1981, Noritz produced the first electronically controlled tankless water heater, which is the precursor to today's advanced tankless technology. Noritz established Noritz America in California in 2002. Today, Noritz has corporate offices, which include showroom, training, and technical support facilities, in five U.S. locations: Fountain Valley, Calif.; Dallas; Marietta, Ga.; Hawthorne, N.Y.; and Elk Grove Village, Ill.

What's new: The H2FLOW Cartridge-based, Scale Prevention System: The Ultimate Tankless Hard-Water Solution. Noritz has launched its new H2FLOW system to prevent scale buildup in water heaters. Scale buildup in hard water locations is the bane of any water heater. The H2FLOW is a cartridge-based system that crystallizes minerals as water enters the water heater. While crystallized, the minerals in the water will not scale up the water heater or the bathroom fixtures. Not only will the water heater last longer, but it also will perform at a higher efficiency.

H2FLOW is available in both residential and commercial models. The commercial solutions can treat up to 75 gallons per minute (single solution), and multiple units can be plumbed together to handle flow rates of over 1,000 gpm.

The cartridge for the residential version of H2FLOW needs to be changed only once every two years. Commercial versions will last for three years without having to replace the cartridge media. The system uses no chemicals or salt and is virtually maintenance-free. For contractors who install water heaters in hard-water areas, this is an up-sell that will give their customers peace of mind when investing in a Noritz tankless water heater.

Condensing in commercial. Condensing models are also gaining traction in the commercial segment. Right now, Noritz's commercial condensing model, the NCC199, is being installed in a common-vented, multi-unit configuration to provide sanitary hot water to a new hotel. Actually, it is a dual-plant approach, because the project owner decided to build two separate, multi-unit systems, using its modular approach and its condensing units.

180,000 BTU Concentrically Vented Tankless Water Heater. Noritz will launch its first-ever 180,000 BTU concentrically-vented model on September 1 to round out our line of whole-house tankless water heaters. The new model will use the same zero-clearance, 3" x 5" concentric venting solution as our larger, whole-home model, the NR98-DVC.

On the economy: "Sales to the new housing sector have been replaced by a stronger retrofit market, which has been fueled by federal tax credits and utility rebates in many locales. As a result, the impact on the contractor has depended in large measure on what part of the industry sandbox he or she plays in. As a result, we have seen a number of new-build contractors reorient their businesses to retrofit and replacement," said Jason Corey, branch manager, Midwest Region, Noritz America.

Quietside
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Company profile: Founded in 1998, Quietside brings energy efficient, environmentally friendly HVAC products from across the world to the North American market — Samsung Mini Splits, Samsung System AC and Quietside tankless and dual purpose water heaters. Starting with a single location in Los Angeles, Quietside has grown to add two more locations in Carlisle Pa. and Fort Worth, Texas to expand its inventory and technical support of its products. The ODW tankless water heater was launched in 2008 as a result of three

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www.rheem.com



Company profile: Rheem Manufacturing Company was established in the mid-1920s when brothers Richard and Donald Rheem acquired a galvanizing plant in San Francisco. In the 1930s, Rheem began manufacturing water heaters, and by 1936 had coast-to-coast distribution. During the 1940s and 1950s, the company increased its product line to include space heating units for homes, oil furnaces and air conditioners.

In 1959, Rheem acquired Ruud Manufacturing Company, a pioneer in the water heating industry with a well-regarded product line and a distribution network throughout North America. In subsequent years, Rheem entered the heating and air conditioning market and expanded in the late 1960s and 1970s with the rapid growth of the central air conditioning industry. In 1985, the company acquired Raypak, a leading producer of copper tube boilers used for swimming pool heating and commercial hot water supply and hydronic heating.

In 1987, Rheem became a wholly-owned subsidiary of Paloma Industries of Nagoya, Japan, the world's largest producer of gas appliances.

Today, Rheem is a leading global producer of residential and commercial water heaters, central warm air furnaces and air conditioners, and swimming pool heaters, commercial boilers and other whole home comfort products.

Rheem is headquartered in Atlanta. Rheem has manufacturing facilities in Montgomery, Alabama; Fort Smith, Arkansas; Milledgeville, Georgia; and Oxnard, California. Rheem has two Canadian locations in Hamilton, Ontario and Mississauga, Ontario, and one Australian location in Mulgrave, Victoria. Rheem also has two manufacturing facilities in Mexico, one in Nuevo Laredo and one in Mexicali. All manufacturing facilities are ISO 9001 certified.

What's new: Rheem has added tankless electric water heaters and the industry-leading Rheem 95 Series tankless water heaters to its expansive line of water heating products available nationwide. These next generation tankless water heaters offer smart features designed to save contractors money on installation costs, while also helping today's water-conscious customers.

Rheem 95 Series Tankless Water Heaters: Available as indoor direct vent or outdoor models, the Rheem 95 Series tankless water heaters come with a .26 GPM minimum flow rate, the industry's best minimum flow rate, an important feature that ensures homeowners using low-flow fixtures receive warm water without having to increase the flow of hot water.

Rheem Tankless Electric Water Heaters: Capable of providing nearly instantaneous hot water, these new products are available in six capacities ranging from a 3 kW 110 volt model to a 27 kW 240 volt model.

In addition, Rheem has added two new environmentally-conscious solar water heating solutions to the company's line of SolPak active solar water heating systems: tankless gas products and Marathon™ storage tanks.

Capable of providing nearly instantaneous hot water, the new Rheem Tankless Electric Water Heaters feature a compact, durable design that can be installed where hot water is needed.

years of R&D to be one of the first condensing tankless water heaters on the market in North America.

What's new: Quietside opened its third location in Fort Worth in the first quarter, and it is actively providing training at its facilities or its distribution base. Also, Quietside is expanding the ODW product offering later this summer. Quietside was one of the first companies in the HVAC industry to have social networking on both Facebook and Twitter; it is constantly updating these to provide interesting information on our products and training/sales operations.

On the economy: "We feel that tankless has become a more viable product, especially with the ARRA tax credits and the utility rebate programs. Consumers, when faced with a need for a water heater, are looking closely for a product that is energy efficient and allows them to maximize rebates. This is creating demand and the contractors are recognizing this and more are offering tankless products where before they ignored that market segment," said John Miles, vice president of sales and engineering, Quietside.

Rinnai America Corporation
103 International Drive
Peachtree City, GA 30269
800-621-9419
www.rinnai.us



Company profile: Rinnai America Corporation, a subsidiary of Rinnai Corporation in Nagoya, Japan, was established in 1974 and is headquartered in Peachtree City, Ga. Rinnai Corporation manufactures gas appliances including tankless water heaters, a wide range of kitchen appliances and heating and air conditioning units. As one of the technology leaders in its industry, Rinnai is the largest gas appliance manufacturer in Japan and is the number one selling brand of tankless gas water heaters in North America. Annual corporate revenues, including those of its subsidiaries, are in excess of \$2.5 billion. With a global perspective to create 21st century products for the home and business, Rinnai Corporation commits itself to safety and the pursuit of comfortable lifestyles.

What's new: Rinnai is focusing on training and events surrounding its new condensing products, the condensing tankless and condensing wall-hung boiler. Rinnai introduced the combination of tankless technology and concentric venting to North America to deliver a high level of comfort, efficiency and safety. In keeping with its commitment to reliability and safety, Rinnai has introduced a new line of concentric venting with a polypropylene inner pipe for Rinnai Condensing Tankless Water Heaters. Rinnai's condensing concentric venting is the safe and cost effective choice for venting.

FAQ: How can this little box provide enough hot water for my whole house?

Tankless water heaters heat water on demand and can provide up to 9.8 gallons per minute of hot water per unit. One unit can provide enough hot water for the average 2 1/2 -3 bedroom house but can be banked to provide enough capacity for large homes and commercial applications.

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Company profile: Safety, quality and service are the cornerstones of Takagi's success. Takagi has been making tankless water heaters since 1952. The commitment to innovation and customer satisfaction is evidenced by the revolutionary and highly efficient tankless water heaters it has produced over the years. "As industry leaders, we pride ourselves with being 'the first' in many areas including the following:

- Takagi is the first tankless water heater company specializing in tankless-only products to enter the North American market.

- Takagi is the first tankless water heater company to offer a tankless product (the T-H1) with a thermal efficiency rating of up to 95%.

- Takagi is the first tankless water heater company to offer a "direct vent convertible" tankless model (the T-K3), which allows you to convert the unit to a direct vent unit.

- Takagi is the first tankless water heater company to utilize the air-fuel ratio rod, a unique safety device," said Koji Matsumura, general manager, Takagi.

Takagi is currently working with the Federal Government to help set standards in terms of getting tankless water heaters approved by Energy Star ratings.

Takagi maintains regional offices in California, Florida, Illinois, New Jersey, Texas, and global offices in Canada and Japan.

What's new: Takagi has also introduced the Authorized Takagi Service Representative (ATSR) program. This is available to any installer that has already completed the takagi basic training class.

Takagi introduced the T-H2-DV and T-H2-OS the 2nd generation condensing tankless model, capable of venting with 3" or 4" schedule 40 PVC. Concentric termination is made of PVC for 0" clearance to combustible and one-wall penetration for a clean install. The T-H2-DV and T-H2-OS also feature Takagi's Easy link system allowing for installation of up to 4 units with the use of a controller box. The T-H2-DV and T-H2-OS offer 9 GPM Max of endless hot water and can provide up to 36 GPM max when using the Easy link system.

Stiebel Eltron, Inc.
17 West St.
West Hatfield, MA 01088
800-582-8423
www.stiebel-eltron-usa.com



Company profile: Stiebel Eltron was founded in 1924 by Dr. Theodore Stiebel in Berlin. Initially, the company concentrated on the manufacture of electric water heaters for the German market. In the decades that followed, Stiebel Eltron branched out into additional products and pioneered the development of tankless, electric water heaters starting in the 1950s. Today, Stiebel Eltron is one of the largest manufacturers of tankless, electric water heaters in the world. The solar water heating and heat pump systems have been developed over the last 30 years and Stiebel Eltron is a world leader in solar thermal and heat pump technology, as well. The company has been located in North America since 1980.

What's new: The Stiebel Eltron Tempra® models have a digital display for °F or °C readout and Advanced Flow Control™ to automatically adjust the flow rate in order to maintain set point temperature. Further, the Tempra® series is now an ideal backup for solar thermal systems.

The Stiebel Eltron new concept Accelera® 300 heat pump water heater works like an air conditioner but instead of dumping the heat outdoors, it puts it into the 80-gal. tank of water. The Accelera® 300 heat pump water heater can extract up to 80% of its energy requirements from the energy in the air around it. Compressor and fan consume only 1kWh of electricity to generate the heat equivalent of 3 – 5kWh. Among heat pump water heaters the Accelera® 300 has the largest capacity (80 gal), highest energy factor (2.5), highest first hour rating (78 gal) and lowest power consumption (1739 kWh/year) as determined by DOE testing.

Stiebel Eltron's new warehouse in West Hatfield is slated for completion in July 2010. It will be a state-of-the-art energy efficient building and it will feature solar thermal heating, a super-insulated structure and a green roof.

Tempra® Plus models deliver output up to 140° and include heavy-duty electronics, single flow sensor, easy access hinged cover and a larger inlet filter screen.

WaiWela/Efficient Technology Sales (ETS)
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800-605-6542
www.waiwela.com



Company profile: ETS/WaiWela was founded in 2004 by Neil Greenzweig, whose tankless experience began in 1976. ETS was founded to bring technical experience, product knowledge and marketing know how to the rapidly expanding tankless water heater market. Said another way, "I could no longer continue gardening on Maui when the opportunity to participate in my area of expertise manifested itself," said Neil Greenzweig, CEO, WaiWela.

What's new: The new WaiWela PH2-28RDVS tankless water heater is excellent for average 2-3 bath applications. Remote included. High altitude capability. Easily convertible from residential to commercial unit. Temperature range from 85F to 140F or 185F with commercial conversion kit. 54 lbs; versatile venting. Ideal for solar back up. ENERGY STAR rated and qualifies for Federal Tax Credit up to \$1,500.

- Mezzanine expansion project to create solar DHW/tankless training facility nears completion despite a spectrum of obstacles.

On the economy: "Tankless is a tougher sell for the contractor in the wake of shrinking home equity and job insecurity but tax credits continue to motivate buyers and product offering are becoming more installer friendly," said Greenzweig.

On going green: "Our company is the largest wholesaler of solar thermal products in Colorado. We continue to tweak our product offerings to become more of an environmental advocate. We look at product lifecycle recycling options," said Greenzweig.

The new WaiWela PH2-28RDVS tankless water heater is excellent for average 2-3 bath applications. Ideal for solar back up, it is ENERGY STAR rated and qualifies for Federal Tax Credit up to \$1,500.

Noritz opens tankless showroom

MARIETTA, GA. — Noritz America Corp. recently opened a new showroom and contractor training facility in the Atlanta suburb of Marietta, with the goal of providing hands-on instruction on the benefits of tankless water heating for plumbing, me-



chanical and HVAC trades people, as well as their residential and commercial customers. The newly renovated, 1,650-square-foot showcase is part of Noritz's 13,000-square-foot

distribution center in Marietta that serves as a logistical hub for the Southeastern United States.

"The design and layout of our new product showroom is technically focused to quickly familiarize a visitor with the critical details of tankless water heating technology," said branch manager Adam Brown. "This approach will not only support 'Noritz University,' our contractor school that offers monthly training sessions; but it will also help educate homeowners and commercial end users looking to learn how tankless works, where it can be installed, and whether they need help from one of our factory-qualified installers."

- Residential: This section offer both indoor and outdoor installs, including a basement setup as well as an outside vignette with the unit housed inside a protective metallic

box that is recessed into the exterior wall. "Before vs. After" vignettes demonstrate the considerable space savings of a tankless installation versus tank-type water heater.

- Commercial: Besides individual commercial models, this section features a multi-unit, manifold setup with common venting for heavy-duty projects requiring large volumes of hot water in a small time frame. The "Before vs. After" display in this area features a Noritz commercial tankless model next to a large commercial tank-type water heater.

Additional displays include a high-efficiency condensing tankless water heater, as well as a hydro-air install featuring tankless with an air handler.

For more information, visit Noritz online at www.noritz.com.

Rinnai products showcased in HGTV Green Home 2010

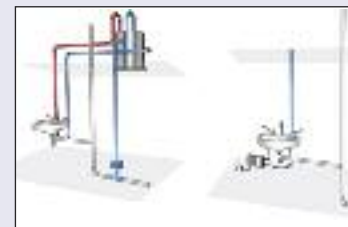
PEACHTREE CITY, GA. — Rinnai Corp. announced that products from its energy efficient product line are featured in the HGTV Green Home 2010. Located in Plymouth, Mass., the HGTV Green Home 2010 features a decor that is both stylish and earth-friendly. Rinnai's RC80HPi condensing tankless water heater and Q85S condensing wall-mounted boiler provide energy-efficient water heating and home heating to the HGTV Green Home, while the company's EnergySaver™ intelligent fireplace brings warmth and high-efficiency heating to the home's living room. In celebration of the company's sponsorship of the HGTV Green Home, Rinnai is giving away one tankless water heater each week through June 4, 2010, in its "Win a Tankless" online sweepstakes for consumers.

The HGTV Green Home 2010 contains two of Rinnai's most energy-saving products — the RC80HPi condensing tankless water heater and Q85S condensing wall-mounted boiler. Rinnai's tankless technology heats water only when needed and shuts down when demand ceases, significantly reducing energy consumption when compared to standard tank-style water heaters, which constantly heat water even when it is unnecessary. The ENERGY STAR® qualified tankless unit provides the HGTV Green Home's kitchen, master bathroom, laundry room and kids' bathroom with continuous hot water and demonstrates the ability of Rinnai® tankless models to supply multiple

Chronomite launches redesigned website

LOS ANGELES — Chronomite®, a manufacturer of point-of-use instantaneous water heaters, announced its redesigned website at www.Chronomite.com.

The redesigned website now features an online configurator to determine the precise model that's right for the job. The site also includes more educational and product resources for Chronomite's eco-friendly tankless electric water heaters, including step-by-step instructions on how to install. Updated spec sheets, downloads,



The left configuration depicts a hot water supply with conventional tank heater; the right is a hot water supply with Chronomite® tankless heater. Using only a cold water line and electrical hookup, installation costs are minimal, and there is no need for a costly piping/valving associated with conventional hot water heaters.

comparison charts, and online manuals make finding information more user-friendly. Model information is also organized specific to a user's interest. For instance, a contractor, specifier or owner now experiences streamlined searches and tailored resources. Anyone interested may visit the website to learn more about how Chronomite works and discover all the valued benefits delivered from the first innovators of tankless water heaters.

hot water appliances at once. In addition to its convenience and energy saving benefits, the RC80HPi model also helps protect the environment with very low CO₂ and NO_x emissions.

The HGTV Green Home uses Rinnai's ENERGY STAR qualified Q85S condensing wall-mounted boiler to heat and circulate warm air throughout the house, creating a comfortable indoor environment. The Q85S model operates at up to 96.5 percent AFUE efficiency and uses considerably less energy than a traditional gas boiler thanks to the unit's condensing technology, which recaptures residual heat from flue gases and transfers it into the water and air being heated.

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connections – 2 to the collector(s), 2 to the storage tank's heat exchanger, and 1 to the expansion tank – the installation is done!

Flexible applications.

All Taco solar products work beautifully with any solar thermal application: open or closed loop, drain-back, 1 or 2 storage tanks and more. And each is a snap to install. It's solar everyone can warm up to.

