

# **NORITZ®** **HOW TO SELL** **A TANKLESS** **INSTEAD OF A** **TANK**

*It's easier than you think!*



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## **TANKLESS BENEFITS**

- Never run out of hot water
- Reclaim space in the home
- Higher efficiency than tanks
- Longer life expectancy
- Precise temperature control

**NORITZ®**



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# HOW TO SIZE A TANKLESS



Proper sizing is a key aspect of the customers experience and satisfaction with their tankless.

An undersized tankless *will* provide the proper temperature but the customer will not be able to run as many hot water fixtures at the same time as they want.

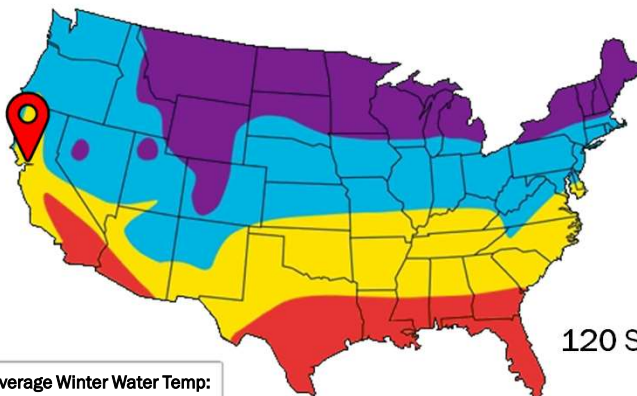
This problem will be more apparent in the wintertime as the cold-water temperatures are even colder.



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## STEP ONE

Determine your maximum temperature rise. This is the difference between the tankless set temp. and the wintertime ground water temp.



| Average Winter Water Temp: |        |
|----------------------------|--------|
| 35° - 40° F                | Purple |
| 45° - 50° F                | Blue   |
| 55° - 60° F                | Yellow |
| 65° - 70°+ F               | Red    |

For the purpose of this example let's say the home is in the Bay Area of California.

Based on the map, we'll say the winter ground water temp is 60 F.

Now you can determine the wintertime temperature rise:

$$120 \text{ Set Temp} - 60 \text{ Ground Water Temp} = 60$$



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# STEP TWO

Determine the peak hot water demand of the home. If possible, ask the homeowner.

Fixtures and appliances all have different flow rates depending on manufacturer however you can use an average amount to get a ballpark figure:

- Shower: 2 gpm
- Lav Sink: 1 gpm
- Kitchen Sink: 1.5 gpm
- Dishwasher: 2 gpm
- Washing Machine: 2 gpm



**Example 1:**  
Peak usage: 2 Showers & Washing Machine = 6 gpm

**Example 2:**  
Peak usage: 4 Showers & Dishwasher = 10 gpm



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# STEP THREE



Select the proper unit or pair of units using the sizing chart found online or in the product catalog.

Simply find the Temperature Rise on the left then match up a unit or pair of units that provides the approximate flow rate needed.

**Temp Rise: 60**

**Example 1:**  
Peak usage: 2 Showers & Washing Machine = 6 gpm

**Ideal Models:**  
EZ111, NRCR111, NRC111

**Example 2:**  
Peak usage: 4 Showers & Dish Washer = 10 gpm

**Ideal Models:**  
Pair of EZ71, EZ98, NRCR92, NRC98, NR98 or NR83

| Temp Rise (F) | Condensing |             |        |          |       |            |          |        |                 | Non-Condensing |      |       |       |
|---------------|------------|-------------|--------|----------|-------|------------|----------|--------|-----------------|----------------|------|-------|-------|
|               | EZ111 PRO  | NRCR111 PRO | NRC111 | EZ98 PRO | NRC98 | NRCR92 PRO | EZ71 PRO | NRC711 | NRC663 (EZTR40) | NR98           | NR83 | NR662 | NR501 |
| 30            | 11.1       | 11.1        | 11.1   | 9.8      | 9.8   | 9.2        | 9.0      | 7.1    | 6.6             | 9.8            | 8.3  | 6.6   | 5.0   |
| 35            | 11.1       | 10.9        | 9.8    | 9.8      | 9.6   | 9.2        | 8.4      | 7.1    | 6.4             | 9.6            | 8.3  | 6.6   | 5.0   |
| 40            | 9.8        | 9.7         | 9.3    | 8.6      | 8.4   | 8.0        | 7.7      | 7.1    | 5.5             | 8.4            | 7.6  | 5.8   | 5.0   |
| 45            | 8.7        | 8.6         | 8.4    | 7.6      | 7.4   | 7.1        | 6.9      | 6.5    | 4.9             | 7.5            | 6.7  | 5.3   | 4.2   |
| 50            | 7.8        | 7.8         | 7.4    | 6.9      | 6.7   | 6.4        | 6.2      | 5.8    | 4.4             | 6.7            | 6.1  | 4.6   | 3.9   |
| 55            | 7.1        | 7.1         | 6.9    | 6.3      | 6.1   | 5.8        | 5.7      | 5.3    | 4.1             | 6.1            | 5.5  | 4.3   | 3.7   |
| 60            | 6.5        | 6.5         | 6.2    | 5.7      | 5.6   | 5.3        | 5.2      | 4.9    | 3.7             | 5.6            | 5.0  | 3.8   | 3.3   |
| 65            | 5.6        | 5.5         | 5.3    | 5.3      | 4.8   | 4.6        | 4.4      | 4.5    | 3.4             | 5.2            | 4.7  | 3.6   | 3.1   |
| 70            | 5.2        | 5.2         | 5.1    | 4.9      | 4.8   | 4.6        | 4.4      | 4.2    | 3.2             | 4.8            | 4.3  | 3.3   | 2.8   |
| 75            | 5.2        | 5.2         | 5.1    | 4.6      | 4.5   | 4.3        | 4.0      | 3.9    | 3.0             | 4.5            | 4.0  | 3.1   | 2.7   |
| 80            | 4.9        | 4.8         | 4.6    | 4.4      | 4.2   | 4.0        | 3.9      | 3.7    | 2.8             | 4.2            | 3.8  | 2.9   | 2.5   |
| 85            | 4.6        | 4.6         | 4.5    | 4.1      | 3.9   | 3.8        | 3.6      | 3.4    | 2.6             | 4.0            | 3.6  | 2.8   | 2.4   |
| 90            | 4.4        | 4.3         | 4.1    | 3.8      | 3.7   | 3.6        | 3.4      | 3.2    | 2.5             | 3.7            | 3.4  | 2.6   | 2.2   |
| 95            | 4.1        | 4.1         | 4.0    | 3.6      | 3.5   | 3.4        | 3.2      | 3.1    | 2.3             | 3.5            | 3.2  | 2.5   | 2.1   |
| 100           | 3.9        | 3.9         | 3.7    | 3.4      | 3.4   | 3.2        | 3.1      | 2.9    | 2.2             | 3.4            | 3.0  | 2.3   | 2.0   |

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## ARE YOU REPLACING A TANK?

### Key Questions to ask:

- What size is the current tank style water heater?
- Is the current vent system 3" or 4" Round B-Vent?
- How long is the current vent run?
- How many bathrooms?
- Do they have a return line? Or want quicker hot water to the fixture?



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## EZTR SERIES

- These bundle packages make it easy for the contractor to replace a tank style water heater.
- The EZTR package includes tankless water heater, isolation valves and 25' of flex vent.
- Top Mounted Water Connections save time and materials.
- Longer Warranty than a tank style water heater.



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## EZTR SERIES REQUIREMENTS

- **Current B-Vent must be 3" or 4" round**  
(Oval venting will not work)
- **The vent run is 25' or less**  
(Optional 35' kit sold separately)
- **Not Common Vented to any other appliance.**

If the current installation applies the EZTR Series is a great replacement option.



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## EZTR40 PACKAGE



- **EZ Tank Replacement of a 40 Gallon Tank**
- **Top Mounted Water Connections**
- **25' Flex Included, 35' Optional**
- **120k Max btu High Efficiency Unit**
- **6.6 gpm Max**
- **12 Years Heat Exchanger Warranty**
- **Based on a 60° F rise this unit is good for 2 bath home**

The EZTR40 can *only* be used when replacing a tank and using the flexible venting, it *cannot* be adapted to vent with PVC or other rigid plastic venting.



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## EZTR50 & EZTR75 PACKAGES



### EZ Tank Replacement of a 50 or 75 Gallon Tank

**NEW:** .98 UEF

**NEW:** EZ Start Plus Bluetooth® App

**NEW:** Built-in Operation Panel

**NEW:** Field Gas Conversion

- Top Mounted Water Connections
- 25' of 2" Flexible Vent Included, 35' Optional (sold separately)
- Isolation Kit Included
- Dual Stainless Steel Heat Exchangers
- Based on 60° F rise, EZTR50 is good for 3-3.5 bath home
- Based on 60° F rise, EZTR75 is good for 4-4.5 bath home
- 25 Year Heat Exchanger Warranty

*\*New for 2024 Pro Series*



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## WHAT IF YOU DON'T HAVE AN EZTR IN STOCK?

Check your inventory for EZ Series

- The unit in the EZTR40 is not sold separately but **EZ71** would be heater option so you don't lose the sale
- EZTR50 = **EZ98** unit
- EZTR75 = **EZ111** unit
- Sell the unit and needed accessories

(see following slides for accessories)



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## CAN'T USE CURRENT VENT SYSTEM

- Oval vent
- Common vented to another appliance
- Vent run is over 25'

The EZTR Series is not the best option, however the **EZ Series** Units are still a great option to save time due to top mounted water connections.



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## EZ SERIES SPECIFICATIONS



**EZ71**

**EZ98**

**EZ111**

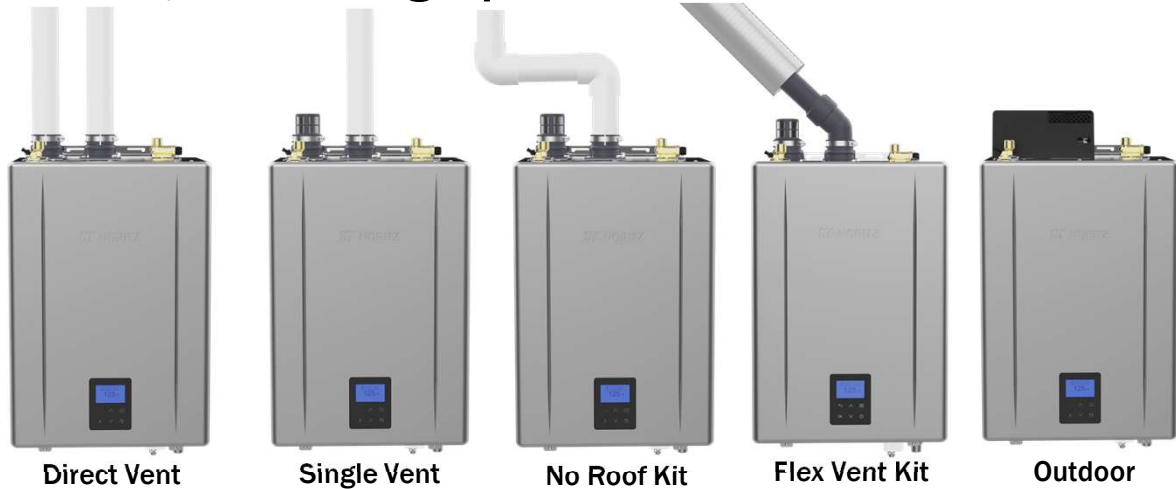
|                      |        | EZ71  | EZ98 | EZ111 |
|----------------------|--------|---|------|-------|
| BTU                  | Min    | 12,800  |      |       |
|                      | Max    | 160k  | 180k | 199k  |
| UEF                  |        | 0.98  |      |       |
| Warranty             |        | 25 Year Heat Exchanger, 5 Years Parts, 1 Year Labor |      |       |
| Field Gas Conversion |        | Yes (Included)                                      |      |       |
| Steady BTU           |        | Yes   |      |       |
| Remote Control       |        | Built In Display (External Optional)                |      |       |
| Water Connections    |        | Top   |      |       |
| Dimensions           | Height | 26.1"   |      |       |
|                      | Width  | 18.1"   |      |       |
|                      | Depth  | 11.8"   |      |       |
| Weight               |        | 60 lbs  |      |       |
| Vent Length          | 2"     | 75ft  |      |       |
|                      | 3"     | 150ft   |      |       |
|                      | 4"     | 65ft  |      |       |
| Max Elevation        |        | 10,200ft  |      |       |



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# VERSATILE VENT SYSTEM

One SKU, All Venting Options.



Direct Vent

Single Vent

No Roof Kit

Flex Vent Kit

Outdoor



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# VENT ACCESSORIES FOR EZ SERIES



- 25' Flex Vent Kit: EZ2FVK-1
- or
- 35' Flex Vent Kit : EZ2FVK-2-1

and

- Flex Vent 2" Conversion Kit: EZ2-CK-1

**NOTE:** Flexible vent can be shortened but you cannot join 2 pieces of flexible vent to extend the length.

These kits can be used on EZ71, EZ98, EZ111 and NRGR Series



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## VENT ACCESSORIES FOR EZ SERIES

### SV-CK-2-1: SV Conversion Kit



### VC-6-1: Outdoor Vent Cap



### NRK-1: No Roof Kit



These accessories can be used on EZ71, EZ98, EZ111 and NRCR Series

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## ACCESSORIES FOR EZ SERIES

Does the customer have a return line already?

RPK-EXT is a pump that plugs into the EZ Series units and is programmed by the EZ Start App.

The customer can program every day differently.

Requires a return line.



Commercial remote comes with the RPK-EXT but is optional when used with EZ Series Pro

This accessory can be used on EZ71, EZ98 and EZ111 Series



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# NRCR SERIES

Customer wants quicker hot water without a return line?

**Available Models:**

- NRCR111DV (Max 199k btu, 0.98 UEF)
- NRCR92DV (Max 165k btu, 0.98 UEF)
- **Key Features:**
  - 15 Year Heat Exchanger Warranty
  - Simple Auto Recirc Mode
  - Crossover Valve Compatible (CSV-BPK)
  - Flex Vent Capable (Just like EZ Series)
  - Steady BTU Control
- **Recirc Modes:**
  - Dedicated Recirculation
  - Crossover (Up to 2)



## Crossover Valve Kit

Item: CSV-BPK



*This accessory can be used on NRCR Series*



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# ADDITIONAL ACCESSORIES

Don't forget the additional accessories!!

**Isolation Valves:  
IK-WV-200-5-S**

*(not needed with an EZTR Bundle)*



**Condensate  
Neutralizer:  
NC-1W**



**Scale Shield:  
SS-HB-3**



*These accessories can be used on EZTR Series, EZ Series and NRCR Series*



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## **HELPFUL CONTACT INFO**

**866-7NORITZ (866-766-7489)**



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**THANK YOU  
and  
Happy Selling!!!**



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