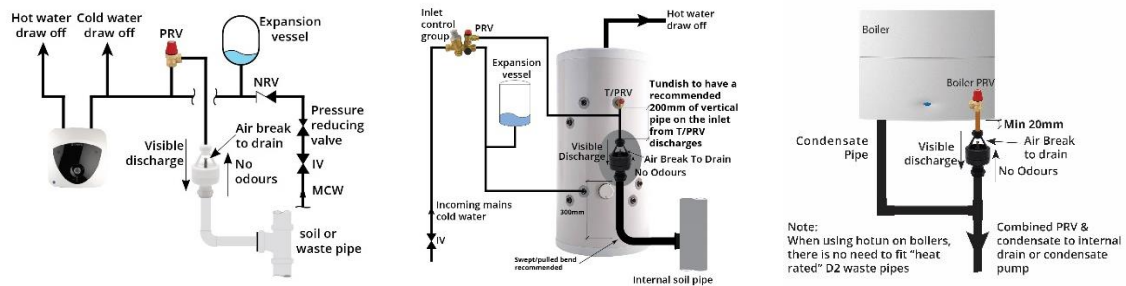


# 7 Proven Ways for Installers to Increase Their Profits When Installing a Boiler or Unvented Water Heater/Cylinder



By reading this article you will discover 7 proven ways to enable you to make extra profit on every installation you do, increasing your income.

As you make this extra profit you will also be giving your customer many benefits and peace of mind. For example either the boiler does not lock out due to low pressure at the most inconvenient of times, or saving them from wasting heated water!

This article is written by professional plumber, HVAC design engineer and industry expert Russell Armstrong, inventor of the hotun dry trap tundish and hotun detect tundish alarm unit

**Please start your journey to gaining more profit....**

## **Increase your profits tip #1**

### **Fit the hotun dry trap tundish to an internal (land locked) boiler installation**



**This tip can save you maybe as much as 3 or 4 hours of installation time (plus reduce the materials you would normally use) making you more profit.**

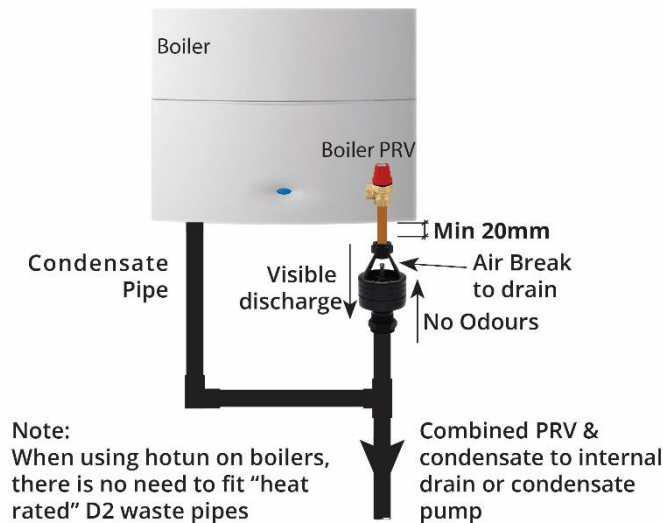
#### **How this works saving you time and money:-**

If you are swapping out an old vented cylinder for a combi boiler in an airing cupboard, or any other location where the boiler would be “land locked”, and you have access to a local waste or soil pipe, then fitting a hotun dry trap tundish becomes the most logical choice for you to make. When done correctly, this will save you time and

therefore money and increase your profits. Or it might be the difference that wins you the job if you pass that saving onto your customer at the time of quoting!

Rather than try and find a route out of the building with the PRV or have to fit an expensive heat rated condensate pump, you can simply fit hotun below the PRV then common-up the D2 with the condensate pipe running to the waste pipe (see pic below).

The piping route from a land locked boiler can sometimes be really difficult and could result in you having to move furniture, taking up carpets, cutting joists, etc.



**Typical hotun tundish, boiler PRV discharge layout: D1/D2 and condensate**

Using this "one pipe" solution vs running outside to an external wall, can also save you meters of expensive copper tubing, not to mention you will still have to clip

the tube and then drill a hole through the external fabric of the building, sleeve and seal the hole and fit some sort of external termination which may be up at the first floor level. All whilst working up a ladder!

Having just one pipe that needs to be fitted to run the combined condensate and PRV to a waste pipe and using a minimal amount of copper PRV pipe (as little as 30mm) you can make a saving of maybe £30-50 on materials alone!

Don't forget when using a hotun tundish you do NOT have to use heat rated D2 pipe. The temperature drop through hotun is as much as 20°C so the outgoing flow from hotun is well within the capability of any waste pipe (including standard condensate pipe!)

As the hotun dry trap tundish will only cost you about £20, the saving on your hours of installation time (depending on your hourly or day rates) can be significant and allowing you to complete the installation quicker.

Another benefit is that you also then bring the point of the visibility of the PRV discharge to inside the building (and underneath the boiler) making the task of checking for faults developing really easy for your customers benefit.



With hotun's unique open sided design it makes it a simple task for the home owner to check for PRV discharge, they can easily see inside the bowl of the tundish making it obvious if something has happened and the PRV has been passing (no other dry trap tundish on the market has this patented feature).

Of course, you will now realise that with one more upgrade (getting your customer to invest in the alarm unit), the notion of automating the checking of the tundish becomes obvious and for a minimal outlay you can charge for the upgrade and make more profit! (See tip # 4)

**WIN-WIN-WIN**

## **Increase your profits tip #2**

### **Fit the hotun dry trap tundish to a boiler installation (external wall)**

**This tip can save you as much as an hour or two of installation time, allowing you to make more profit and saving on materials not having to insulate the condensate pipe!**

#### **Why this can save you money**

Although most installers find it second nature to simply drill 2 holes through the external fabric of the building (one for the PRV and the other for the condensate), the new regulations are making an ever-increasing time and cost penalty to do this. This is due to having to upgrade to a larger size condensate pipe (32mm) if you are running it externally, and then having to insulate the condensate pipe and carry that insulation through the cavity of the wall drilling a 65 or 75mm core drill for the now insulated condensate pipe. This type of installation is no longer a simple issue.

Most boilers are usually located in the kitchen or utility area, where there are normally exposed waste pipes already fitted.

So just think of the time saving, by not drilling holes, that you can achieve by not having to run either the PRV or condensate to outside?

Therefore, like with tip#1 you run the PRV to a hotun dry trap tundish and then combining it with the condensate and then running the (D2) single plastic pipe to the internal waste will save you time and cost of materials

Maybe saving you 1-2 hours of time and the cost of the expensive external condensate insulation and core drilling a 65-70mm hole, that's like core drilling another flue! – No thanks!

So with this tip, you can once again save on installation time AND materials

### **Save more by upgrading to hotun detect!**

When you fit a hotun dry trap (for whatever reason) the alarm unit upsell to your customer is always the next logical step to take to earn you more profit and give your customer the best service and benefits both of you whilst earning you more profit! See tip #4

## **Increase your profit tip #3**

### **Fit the hotun dry trap tundish to a boiler installation (loft installation)**



**This tip can save you 3 -4 hours of installation time, making more profit and saving time by combining the PRV and condensate and not having to run them separately to outside the building.**

### **Why this can save you money**

If there is an internal soil pipe running up into the loft or a waste pipe in, say, the bathroom below the loft, you can run the PRV and condensate (in a one pipe solution) to either the soil pipe or the waste pipe below. This is an effective and cost saving solution.



Fitting the hotun dry trap is quick and easy and when you fit hotun, on boilers, this combined pipe doesn't need to be heat rated.

Versus running separate pipes (with the PRV being run in 15mm copper) you are also going to make savings on materials as well as only having to install just one plastic pipe, not two pipes (one copper and one plastic).

The main benefit of fitting a boiler or unvented water heater in the loft is to release space in the living area. However, we unfortunately introduce a drawback/compromise.

### **Who checks to see if the PRV is dripping?**

This is a major benefit of upgrading the tundish with the hotun detect alarm unit.

But what about muting the alarm, who is going to go up in the loft to do that?

Two ways, first the hotun detect has a 12 hour auto mute. This means that after 12 hours it will auto mute itself for 24 hours. After that, if the sensor is still wet, the alarm will sound again until the problem is fixed but that is good because when there is a fault to fix, the installer

gets paid (outside of the warranty period) However, we have developed another product to overcome that issue.

### **hotun detect remote.**

The alarm that would normally have been fitted in the loft is now accompanied by a wired slave repeater unit fitted to a remote location of your choice. This slave unit has all the features of the master unit (audible and visual alerts) minus the sensor board, and you can easily mute both alarms from the slave unit.

The upsell to the hotun detect remote kit is a practical way of the home owner to keep an “eye” on any PRV discharging and enables them to be aware of anything potentially going wrong. They can then make a timely call to you to come and fix the problem, earning you money for the remedial repair

**WIN-WIN-WIN**

## Increase profit #4

**Upsell the hotun detect alarm unit to your customer to gain profit for supplying the unit.**



**This amazingly inexpensive little device is your doorway to making more profit.**

## **How you upsell to your customer**

Have a hotun detect alarm unit with you in the van.

When you have won the job and before you start the installation, you can offer your customer, an upgrade.

You can explain that for a small extra outlay, that you can fit the latest detection technology to their system.

Explain to your customer how, by fitting the hotun alarm unit, they will benefit (see below) and if they would like one fitted that it will only cost them £X (cost plus your markup/profit).

A hotun alarm unit will normally cost you £25 plus vat, so by charging the customer (say) £60 that's extra on the invoice and £30 extra profit for you!

### **How/Why the alarm unit works as an upgrade**

Simply stated, any water dripping from the prv through the hotun tundish will be detected by the sensor and it then alerts the customer to there being something wrong with the system with an audible and visual alert.

### **How the customer (and the installer) benefits (as well as you making the approx.. £30 profit on the install!)**

Now that the customer is aware that there is water in the PRV they then call you, the installer, to come and fix whatever is going wrong. (There is a space for you to write your phone number on the case of the alarm unit)



This benefits both you and the customer because if they don't know that the boiler PRV is discharging the boiler will simply lock out when it gets down to a low enough pressure. That is inevitable, the only factor that needs to be considered is *when* that lock out might happen and if it might happen at the most awkward of times.  
(disturbing both you and your customers day)

By fitting hotun detect, you eliminate this doubt, ensuring that if there is any alarm, it can be dealt with at an appropriate and mutually convenient time, saving you and your customer the inconvenience of an unwanted boiler lock out at an inappropriate time.

**WIN-WIN-WIN**

## Increase profit #5

**Upsell the hotun detect alarm unit(s) to your customer to gain future remedial and maintenance work**

**This amazingly inexpensive little device is your doorway to making more profit.**



## How you upsell to your customer

How do you encourage your customer to come to you to give you repair work if things go wrong after a few years?

All installers and maintenance engineers want to build a long term relationship with their customers. The better the relationship, the more likely that your customer will

come back to you to fix things that do go wrong and to give you work on new projects.

Customers are never really that upset when things go wrong but they really appreciate a good response when they do.

When you upsell your customer into the hotun detect alarm unit you are letting your customer know you are planning to build a long term relationship with them as your customer.

We don't want things to go wrong, but if they do, you want your customers to have enough trust in you to ask you to carry out the remedial.

The alarm gives your customer the alert at the first sign of trouble, giving them time to effect a timely repair and when they come to you before things have gone really badly, then this means that you don't have to react to an emergency situation, just a planned visit to fix things

## Increase profit #6

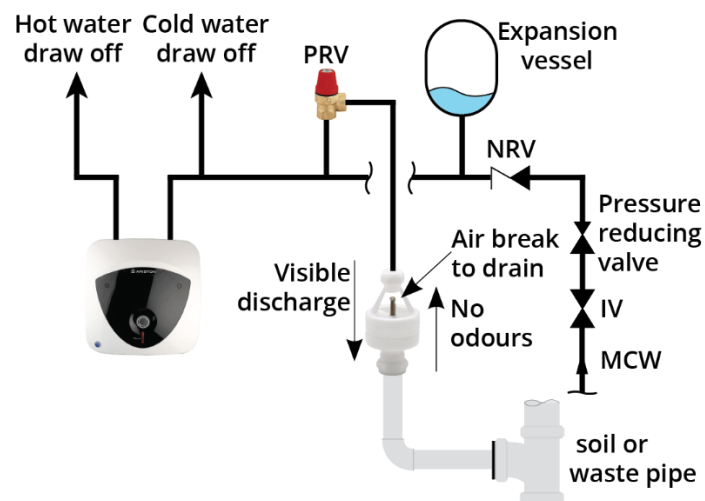
**Make installation compliance quick and easy to make more profit on an undercounter water heater**

**Many installers are tempted to shortcut the issue of compliance because they don't have a suitable solution, with hotun the road to compliance is easy to do and can win you work.**

## How you upsell to your customer

You know that your competitors are pricing and installing non compliantly by hard piping the PRV to drain. This means they can install quickly but are not providing a professional installation.

By using the hotun tundish you are making it easy to comply and just as quick to instal as hard piping.





This means you can install professionally to meet with the Compliance regulations and have made savings on the installation time, thus can compete against those who are not installing compliantly.

Then, once you have won the project, you can persuade the customer that by fitting the hotun detect alarm unit they will save on not wasting water because the alarm alerts them if something goes wrong straight away.

As you have supplied quality components it may take some time but things could go wrong. Let's say that happens outside of the warranty period, then the repair that you will carry out will be a charged remedial and you will make money from that AND it gives you an excuse to talk about maintenance and setting some form of maintenance agreement with them. This too will make you money every year, and to be fair, asking for £30-40 (or whatever you charge) to maintain the installation, is not a lot of money nor is doing the maintenance hard work for you.

Keeping your customers is your easiest way to help build your business, and, you will also start to get referrals because when things go wrong customers think about how you responded and how you dealt with things.

By fitting the hotun detect alarm unit you and your customer hold all the aces!

**MADE IN BRITAIN**  **Your Complete Award Winning Solution!**

**PATENTED**  
Patent Nos: 2522634 & 2568065

**hotun**<sup>®</sup>

**hotun detect**<sup>®</sup>

**hotun protect**<sup>®</sup>



The sensor detects water and sounds the alarm. Water then passes through to drain

World's first

hotun dry trap tundish  
hotun detect alarm unit  
hotun protect (vented shield)

The image shows a hotun detect alarm unit assembly. It consists of a hotun dry trap tundish (top), a hotun detect alarm unit (middle), and a hotun protect vented shield (bottom). The alarm unit is a black rectangular box with a red LED indicator and a speaker grille. A red circle highlights the sensor area on the tundish. A yellow callout bubble explains the sensor's function. A yellow callout bubble with a red arrow points to the sensor. The background is red with white and yellow text.

**Increase profit's tip #7 – this may surprise you.....  
send a text to 07768-594949 putting "Tip #7" in the  
text and we will call you with details of tip number #7**

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