



The Latest News and Information On Advanced Heating and Water Systems



ModCon Installation Modernizes Historic Building's Heating and Hot Water System

At HTP, we aim to produce high-efficiency heating and hot water systems that provide customer comfort and convenience, while simultaneously benefitting both the environment and consumers' wallets. We believe that improving a heating system should also improve the customer's quality of life. We are always on the lookout for projects that exemplify these goals.

One such project is the historic Wakefield Place apartment building in Gardner, Massachusetts. The building is listed on the National Register of Historic Places and was formerly the home of Heywood Wakefield Mills, once the world's largest furniture factory. The building now contains 175 apartments.



Until recently, the building's heating and hot water system was operating on 20-year-old technology. For heating, the building utilized 17 low-efficiency cast iron boilers totaling 5 million BTUs. For hot water, the building used three hot water supply boilers. The hot water supply boilers were 20 years old, while the heating boilers had been replaced just five years ago, but were still utilizing the old technology.

To bring this historic building up to present standards of energy efficiency, the 17 heating boilers were replaced with six 850,000 BTU ModCon commercial boilers. For domestic hot water, the contractors replaced the three units with two 500,000 BTU ModCon VWH Hot Water Supply Boilers. The ModCons were stacked 2 boilers high, so the total installation took less than 1/3 as much space as the previous system.

The installation was performed by Bill Frasier and David Connolly of Alternative Creative Energy & HVAC, Inc., in Blackstone, Massachusetts. The entire installation took 4-5 weeks. To ensure the building residents were not unduly inconvenienced, the old equipment stayed in place during the entire installation. Frasier and Connolly were able to build the system right in the boiler room and gradually demolish old components that were in the way of the new installation. The new HTP equipment went into service on December 11, 2009.

Since the new system went into service, the building inhabitants have experienced no issues with hot water, says Frasier. He also asserts that the new equipment is far easier to maintain than the former system.



Bob Algier, the Project Manager at the Wakefield Place Apartments, has noticed a significant fuel savings since putting in the new high efficiency system. Algier also acknowledged that the equipment upgrade was prompted by available energy rebates offered by Unitil, the local gas company. Algier was able to take advantage of \$50,000 in incentive rebates for the Wakefield Place installation. Many state, local, utility, and federal incentives exist for both residential and commercial customers who upgrade to energy efficient new heating and hot water systems. You can check for available rebates and tax credits by visiting www.dsireusa.org, a comprehensive source of information on state, local, utility, and federal incentives that promote energy efficiency.

What's In Your Wallet?

From the
Desk of... *David R. Martin*



My dad had some key financial principles he tried to instill in me, with varying degrees of success. One of them was: "It's not what you make that's important; it's what you keep."

Data from the first quarter of 2010 shows that residential construction activity is increasing from last year's record lows. Good news for all of us! On the commercial front, retrofits and replacements make up the majority of construction activity. Much of the activity in this category involves upgrading mechanical systems to increase efficiency and comfort, reduce utility expenses, and take advantage of federal, state, and utility incentives.

In this newsletter, we share the story of Wakefield Place Apartments, located in Gardner, Massachusetts. The apartment building switched from low efficiency cast iron boilers to our ModCon series high efficiency commercial heating and hot water supply boilers. As a result, the tenants are warm and supplied with abundant hot water, while the building's owner was able to significantly reduce utility bills and reduce greenhouse gases, as well.

The icing on the cake is that Wakefield Place was able to offset a significant portion of the up-front cost of the project through utility rebates.

Are you familiar with the incentives, tax credits, and rebates that are available in your locality for installing HTP high efficiency heating and water heating equipment? For example, if you install a 500,000 to 999,000 BTU boiler in the state of Massachusetts, you are eligible for a \$5,000 utility rebate per boiler. Nice.

So help your customers keep more money in their wallets by installing HTP high efficiency heating and water heating equipment. Check out www.dsireusa.org for a list of incentives available in your area.

Product Enhancement Notice

Since 1980, HTP has been making high-quality, high-efficiency indirect-fired water heaters for the commercial and residential markets. Our years of experience in manufacturing and designing indirect systems have culminated in the development of the SuperStor Ultra, which boasts best-in-class features such as stainless steel tank construction, a high-output cupronickel heat exchanger and two inches of environmentally safe foam insulation.

Effective in March of 2010, HTP has further improved the design of this versatile and popular appliance. Since indirect tanks have no internal combustion system and utilize energy from a boiler to transfer heat to the water in the indirect tank, there must be some form of connector between the two appliances. On SuperStor tanks, this connection consists of a brass flare nut which secures boiler piping to a stainless steel coupling, which is welded to the indirect tank.

Formerly, the coupling was buried in that same two inches of foam insulation that prevents heat loss and gives SuperStor tanks their impressive thermal efficiency. HTP has now increased the depth of the coupling from one inch to two inches, so that the brass nut is visible outside the tank's plastic casing. This enhancement makes it possible for those installing and servicing the tank to see the fitting between the nut and the coupling and visually determine if the join is tight enough to prevent leaks.



Tech Tip – Boiler Sizing 101



From the
Tech Wizard...

In the past boilers were (and sometimes still are) sized by the following criteria: "Big house, big boiler! Smaller house, smaller boiler!" Other rules of thumb exist, some better than others, but at best they are still only guesses. There is truly only one accurate way to design a home comfort system: provide a heat loss calculation. In a new home this is without a doubt the only way to determine the size of equipment that should be selected.

In an existing home where equipment is being replaced, a heat loss calculation may be too late! For such situations we have compiled a few helpful hints to assist with product selection when a heat loss calculation is not feasible. The following information is not meant to replace a proper heat loss calculation, but when there are a known amount of heat emitters in a space, we can deduce that this is the total amount of BTUH available to use as output. With some simple math or a check of manufacturers' specifications, we can select appropriately sized heating equipment.

<u>Heat Output Type</u>	GPM	Supply Temp	BTUH/FT	GPM	Supply Temp	BTUH/FT
3/4" Fin Tube Baseboard	1	180	580	4	180	610
1/2" Fin Tube Baseboard	1	180	550	4	180	580

<u>Heat Output Type</u>	GPM	Supply Temp	BTUH	GPM	Supply Temp	BTUH
1 1/2 Ton Hydro-air Handler	1	180	26,800	3	180	38,700
2 Ton Hydro-air Handler	1	180	28,800	3	180	41,300
3 Ton Hydro-air Handler	2	180	51,500	6	180	65,200
4 Ton Hydro-air Handler	2	180	75,500	6	180	104,700
5 Ton Hydro-air Handler	5	180	117,100	9	180	131,700

* Baseboard Information based on Slant-Fin # 30/15 Fin tube radiation

* Hydro-Air information based on First Co. Units with Fan on High Speed.

A proper size heating system is critical to assure that we are delivering what we are selling, **COMFORT!**



Heat Transfer Products

Post Office Box 429 • East Freetown, MA 02717 • www.htproducts.com • April 2010

Colleen Johnson - It's about the People



HTP Names Colleen Johnson in New Role of Communications Manager

Heat Transfer Products (HTP), the makers of high-efficiency heating and hot water systems, has taken an unusual step for a company of its size by hiring an internal Communications Manager to handle all verbal content management for the company. Colleen Johnson joins the firm to round out the existing marketing team, which also includes Art Director Tony Rennick and Marketing Coordinator Alicia Lusignan. The team is headed by Vice President of Sales and Marketing Todd Romig.

HTP added the Communications Manager role to maintain the integrity of its messaging, rather than putting the firm's content management in the hands of an external marketing agency. HTP's commitment to quality informed the decision to bring the company's creative resources in house, ensuring that communications are derived from a perspective of product knowledge and strategic planning.

This unique step is in line with HTP's history of innovation within their field. HTP is the maker of the industry-changing Munchkin boilers, SuperStor indirect tanks, and Phoenix Evolution integrated space/water heating appliances.

As Communications Manager, Colleen Johnson brings a diverse set of skills and professional experiences to her new role. Prior to joining HTP, Johnson worked in fields as diverse as publishing, education, volunteer management, and business consulting. The driving factor in all her professional endeavors has been her love of language and her desire to improve professional interactions through effective, respectful, informative communications.

Johnson is excited to join the HTP team and shares the company's commitment to responsible energy consumption and environmental conservation. Originally from Oregon, Johnson enjoys outdoor recreation and applauds HTP's efforts to preserve our natural resources for future generations. She holds a Bachelor of Arts in English from Linfield College and a Master of Arts in English from King's College London.

In addition to creating and managing marketing materials and corporate communications, Johnson will manage advertising schedules and budgets, media relations, and government relations.



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