

DELVAL EQUIPMENT SUCCESS STORIES

High-rise Condominium Complex Converts to Camus

When the original flexible-tube design, hydronic boilers in a large-scale condominium complex failed within 8 years of installation, they turned to Camus for an efficient and reliable replacement.



[Delval Equipment](#) recently worked with [Rich Energy Solutions](#) to deploy advanced boiler technology at the Waterfront Square a 25 story condominium building in Philadelphia with over 250 individual units. [Rich Energy Solutions](#) is an energy solutions and construction management firm with [successfully completed projects in 30 states](#) and across multiple market segments. The Waterfront Square is managed by Grasso Holdings, LLC which also owns the Graham Building in downtown Philadelphia where two Camus boilers were installed in 2014. *When it comes to selecting the best equipment for the job, there is no more discerning customer than an energy solutions provider.* With energy ROI providing the entire impetus for the job, wasting energy is something that simply cannot be tolerated. Every dollar and every minute spent goes directly against the bottom line. That's why Rich Energy consistently turns to Camus Hydronics ([a Cleaver Brooks company](#)) for their boiler solutions. Efficient, reliable performance and ease of field installation make the Camus unit the best choice for the job. Delval's 100% in-house service staff also means that the customer will receive

immediate response for start-up and service through the entire life of the boiler. No other commercial boiler provider can compete with [Delval's full-service approach](#) to customer satisfaction.

The original three million BTU/HR flexible tube boilers at this facility were never quite what the owners expected and after multiple tube failures and persistent leaking, the decision was made to begin a long-term replacement project. [Rich Energy Solutions](#), who delivered excellent results on previous projects, was contacted to look at replacing the failing units with modern, efficient condensing boilers that will be more reliable and reduce the energy usage in the building. They replaced the single, traditional boiler with a pair of high-efficiency [Camus DynaForce](#) stainless steel, watertube condensing boilers that are staged in a lead-lag configuration and take advantage of outdoor reset temperature schedules to maximize the efficiency gains. Rich Energy was also able to help secure energy credits and utility grants to assist with financing the project and expects that the total payback period for the replacement will be less than three years to be followed by positive cash flow for years to come!

"In upgrading our aging boiler plants at two properties, we decided to install Camus condensing boilers with their compact size, which was ideal for this retrofit where narrow openings would have made the installation very challenging. The efficiency of the boilers has been evident in our decreasing monthly utility billings with no loss of performance. Our new Camus boilers have already added value to both assets where they have been installed."

*- Ryan Ziechner
Property Manager - Grasso Holdings*

For more information, visit [Delval Equipment](#) , [Camus Hydronics](#) and [Rich Energy Solutions](#).

