

## The never-ending pursuit of green heating solutions

In a 2007 field test conducted in southern Ontario, the combination heating and domestic hot water Baxi Luna 3 Comfort replaced an aging forced-air furnace and hot water tank system — saving homeowners up to 59% on their monthly gas bills compared to the previous year.

“I am thrilled with the Baxi Luna 3 Comfort,” said John Kosmer, owner of the solar home. “When you build a



The Baxi solar panels blend nicely with the south-facing windows of the Kosmer home.

‘green’ super energy efficient passive solar home, it seems unthinkable to have anything else but a super energy efficient source of domestic hot water and supplementary heat like the Baxi.

“Using only 115 gallons of propane in my 4,000 square-foot home from June to December is very impressive,” he noted.

According to Kosmer, any home design in the 21st century that does

not incorporate super energy efficiency for maximum total annual energy savings is a non-starter. “In this new epoch, if you don’t incorporate energy efficiency into a new home plan, you simply become a 21st century Nero: fiddling with home design as America burns fuel. The earlier you adjust to this new epoch and make the necessary conversions and alterations to your lifestyle, the better you will fare. A new ENERGY-STAR-qualified home, while a great improvement over traditional new homes, will simply not do. A new home, like the passive solar home I have built that is directly heated by the sun, is not just energy star efficient, it is energy super nova efficient,” said Kosmer.

Kosmer continued, “In our area, for the 2007/2008 heating season you can expect annual heat costs to run about \$3,000 - \$4,000 for a 2,000 - 2,500- sq.-ft. traditionally built home and electric to run about \$1,800 for a rough combined annual total of about \$5,000 - \$6,000.

“In a little over five years, as crude prices will likely blow well past \$200 a barrel, you may be paying over \$12,000 for your combined heat and electric. Even if you are only in the 20% tax bracket, you will have to earn \$15,000 a year to be left with the \$12,000 for those two costs alone before you begin to pay for anything else: before health insurance; before the car payment; before gasoline, before the mortgage; before telephone & cable or satellite; before food; before life. Will your income keep up with these two increases that are far and away outpacing inflation?”

Baxi Blue has been the corporate color of Europe’s second largest heat-

ing products manufacturer, but green is clearly a primary benefit of the company’s growing line of hydronic heating appliances in North America.



John Kosmer and his wife Linda take time out in their mechanical room.

The new Baxi Luna 3 Comfort wall-hung boiler is a green heating appliance that is sure to appeal to builders and homeowners seeking fuel consumption and cost savings, in addition to remarkable environmental benefits

Equally impressive, the Baxi system produced significant reductions in greenhouse gas emissions. The homeowners expect to cut their year-over-year fuel consumption in half, saving 530 therms of natural gas annually, or about 2.6 metric tons of carbon dioxide. To illustrate the environmental impact: a family

would have to park a car for six months to save the same amount of CO<sub>2</sub> — or it takes one year for an acre of trees to absorb 2.6 metric tons of CO<sub>2</sub>.

Ideal for high temperature applications, the fully modulating, non-condensing Baxi Luna 3 Comfort (85.5% AFUE) is in popular demand for new multi-unit housing, as well as retrofitting, among other applications. The modulating, condensing Baxi Luna HT line (92% AFUE) is ideal for low temperature applications, and can achieve thermal efficiencies up to 98%.

The Baxi Luna 3 Comfort wall-hung boiler was also selected, along with Baxi water heating solar panels and storage tanks, for installation in a new passive solar home located near Cooperstown, New York. This Baxi appliance is the first boiler ever produced to supplement a hot water solar system.

When there is a call for demand, the Baxi boiler feeds both the domestic hot water and hot water for a heat source. The wall-hung boiler can sense the temperature of the incoming water from the solar system and either circulate it to the proper call location. Or, the boiler will automatically heat the incoming water to meet the demand. Baxi boilers have a modulating fan and gas valve, which enable significant fuel and greenhouse gas emission savings.

“John Carrigan, general contractor of the solar home, added, “A home of equal size constructed in the area within the last five years uses some five times more energy just to heat the home.”

Marathon International is the exclusive distributor of Baxi products in North America. For more info, visit [www.wallhungboilers.com](http://www.wallhungboilers.com).

## INDUSTRY NEWS

### F.W. Webb announces ‘Lothar Kartanos Sales Award’ winner

BEDFORD, MASS. — The 2008 “Lothar Kartanos Memorial Sales Award” was presented to Devon Craig at the Vermont regional sales award meeting. “Lothar would have been pleased to know that Devon Craig was the first recipient of this new annual recognition,” said Ernie Coutermarsh, senior vice president, industrial sales and marketing, F.W. Webb.

Lothar Kartanos earned the respect of an industry that he loved. For almost 25 years he represented Webb in the

industrial marketplace. He spent a lifetime working with Webb sales people and customers in paper mills, power plants, chemical plants, colleges, hospitals and manufacturing sites.

Lothar was an expert at applying products to process. He conducted steam seminars and trap surveys and made presentations on vendor-managed inventory and targeted cost reduction programs. His reputation and legend grew, as did his contribution to customers and peers in the

New England and upstate New York marketplace. He truly loved walking the customers process from the pumps and piping to the process control and automation.

Lothar, would frequently say that his only regret was that he didn’t start his sales career at Webb. He will be missed and he truly made a difference. In his honor, Webb presents an annual sales award to the person that best exemplifies the excellence of his legacy.

For more info, [fwwebb.com](http://fwwebb.com).

