

# Ryan's Express

Ryan Company, Inc. Newsletter - August 2007

#### BOILERS • WATER HEATERS • BURNERS • CHIMNEYS • ACCESSORIES

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#### **Interesting Facts**



- A German WWII U-Boat was sunk due to a toilet malfunction.
- Early water pipes were made from fire charred bored logs.
- It is believed that each king in a deck of playing cards originally represented historical figures:
  Hearts Charlemagne
  Diamonds Julius Caesar
  Clubs Alexander the Great
  Spades King David

#### Sept. Dates to Remember

Sept. 3 - Labor Day

Sept. 11 - Xcel Energy Expo

Sept. 19-21 - MASMS 2007 Fall Conference, St. Cloud (See us at the trade show)

Sept. 25 - MN Blue Flame Seminar



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#### **FEATURED Products**



## **Lochinvar Knight Boiler**

Now Available in a Wall Mount Version! Same great features as the original Knight and it hangs on the wall. Each unit includes a boiler pump, Natural to LP conversion kit and a wall mount kit.

- Wall Mountable
- Condensing Boiler
- 93% AFUE
- · Stainless Steel Heat Exchanger
- Direct Vent w/ PVC
- Smart System Controller
  - » Full Modulation w/ 5:1 Turndown
  - » Outdoor Reset
  - » Freeze Protection
  - » Built-In Sequencer for up to 8 Units
- 5 Models ranging from 50-210 MBH Input (Floor Stand Units = 80-500 MBH Input)

Click here for more info

### **Lochinvar Demonstration Van**



- See "nuts & bolts" inside cutaway unit
- » Fully piped installation
- » View Smart System control & software

The van will be in the Twin Cities area the week of Oct 29th.







#### **Featured Inside**

- Floor Stand Knight Boiler
- Wall Mount Knight Boiler
- Solution Boiler



# LOCHINVAR KNIGHT **CONQUERS FUEL BILLS SAVES 30% IN FIRST EIGHT MONTHS**

Investors Real Estate Trust (IRET) has purchased multiple apartment complexes in the upper Midwest with the intent of improving the properties. They hired Greg Ernst, Ernst & Associates, to provide energy audits for all the buildings and Greg brought in Ryan Company to provide quotations to replace all of the boilers.



Four complexes (10 buildings located in Rochester, MN and Minot, ND) replaced their old cast iron boilers with Lochinvar Knight high efficiency boilers each having full modulating controls with 5:1 turndown. In addition, they replaced their tank style water heaters with Amtrol BoilerMates which are heated by the new Knight boilers. For the first 8 months, the buildings are seeing savings ranging from 19-45% with an average savings of 30%.

Don Peterson, VP Multi Family Asset Management - IRET, indicated "For the first 8 months of 2006, the new systems have reduced the fuel bills by 30%". He also stated "We are seeing significant savings during the warmer months. Bills that were \$1300-\$1500 are now \$300".



Dave Ledo, Ryan Company Salesman, added, "the customer wanted a high efficiency boiler with a small footprint and it needed to be capable of long venting runs".

The Lochinvar Knight boiler is a high efficiency, fully modulating unit loaded with standard features including: Modulating Burner with 5:1 Turndown, ASME Stainless Steel Heat Exchanger and PVC Venting up to 100ft. In addition, the Knight comes standard with the Smart System Control which controls the unit and up to three pumps (boiler pump, system pump & DHW pump). It also acts as a lead lag sequencer that will control up to 8 boilers with no additional equipment required. The Knights are available in sizes of 80, 105, 150, 210, 285, 399, and 500 MBH Input.

Investors Real Estate Trust (IRET), founded in 1970 and headquartered in Minot, North Dakota, with an additional office in Minneapolis, Minnesota, owns a diversified portfolio of income-producing properties. IRET's multi-family residential, office, medical, industrial and retail properties are located in 13 states, primarily in the Upper Midwest.





































