

A match made in heaven for a hydronic system

*Easy install meets good-looking, high-quality equipment when Grundfos and PAW get together.*

Carlisle, MA

Looks aren't everything, but they sure can help. Combining a good-looking hydronic system with simple installation, superior quality, and energy efficiency can satisfy your customers and make you look pretty good, too. That's what Eric C. Foster Plumbing, Heating & Cooling found when they combined a Grundfos variable-speed ALPHA pump with a PAW manifold to build a system for a new high-end home with radiant heat in Carlisle, Massachusetts, a community located just northwest of Boston.

The house itself is beautiful, and Foster Plumbing, Heating & Cooling decided to use high-end equipment in keeping with the modern feel of the home. "We wanted to use the best of the best and really make it look nice," installer Todd Foster explains.

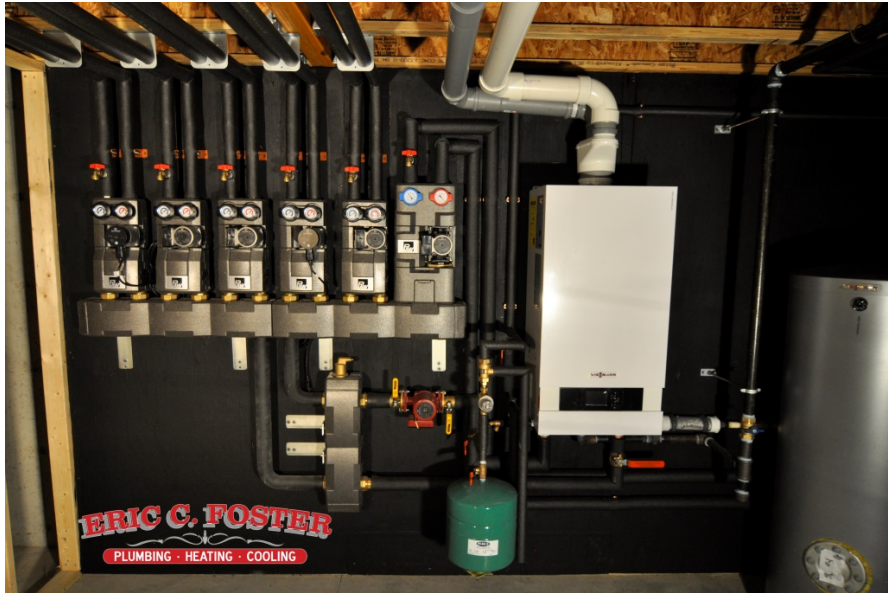
Grundfos pumps have long been Foster Plumbing, Heating & Cooling's go-to equipment, so when it came to the Carlisle installation, Todd Foster naturally went with a pump he knows and trusts. Grundfos, one of the world's leading pump manufacturers, maintains a commitment to quality and stands behind its products. Foster says that his company has been using Grundfos pumps for as long as he can remember, particularly because of their durability and use of variable speeds. He thinks they look good, too, which doesn't hurt.

When it came to the manifold, Foster decided to try something new. "We pride ourselves on doing the cleanest job possible," he says, "and we always want it to look great." He'd heard about and had seen photos of PAW products but had never installed them himself. He learned that PAW, like Grundfos, guarantees high-quality performance. He liked PAW's straightforward, sleek-looking design, which fit with the home's aesthetic, but he was most intrigued by PAW's ability to significantly cut installation time. He wanted to try it out to see how it would compare to a traditional installation.

Foster decided on a PAW manifold but, being aware of the brand's flexibility, specially requested Grundfos pumps. His company reached out to PAW North America on a Friday and PAW N.A. had the equipment with the selected pumps ready to go for installation the following Monday. PAW N.A.'s representative told Foster that installation would be easy, but that they were happy to help guide him. Foster, however, didn't want to wait.

"I just put it together and had at it," he says. And it really was easy, even for a first-time installation. While a typical installation takes close to full day to set up, Foster estimates that it took him half that time, and he was able to do it by himself even though he had another installer there with him. "It was very easy to put together. There was hardly any soldering there. I pretty much just hung the brackets, strapped the manifold to it, hung the pump modules onto it, and that

was pretty much it.” In fact, it was so easy that Foster says he doesn’t think he should take all the credit for this attention-getting install. “All I did was just put the thing up,” he says. “A lot of it was just the PAW – it’s easy to make it look good.”



*A PAW manifold and Grundfos ALPHA pump team up with beautiful results.*

The photo says it all. Foster says that when the install was complete, the customer, the contractor, and anyone else who looked at the system raved about its appearance. The homeowner couldn’t believe she was looking at a heating system. “I knew it was going to look nice because I saw some of the pictures, but it *really* looks nice,” Foster says. “We chose PAW because it looked like a high-end product and it would cut down installation time. It costs a little more money but when you’re done, someone can stand back and say, ‘Wow, that looks like art.’”

Foster Plumbing & Heating takes pride in the fact that all of its boilers look good, but this installation looks especially “clean and classy,” and people are taking notice. Todd Foster thinks he knows why there’s so much fuss: “Most people don’t think of a boiler as something that looks nice. I think that’s why everyone’s raving about this.”

The system’s energy efficiency just adds to the fuss. PAW’s pre-insulated manifold allows it to lose a lot less heat, and its use of motorized mixing valves for mixing and zoning reduces operating costs and lowers utility bills. Grundfos’ variable-speed ALPHA pump increases the system’s efficiency by allowing installers to put a couple of different zones on that pump. It then adjusts its speed based on how many zones are calling. “It’s not a like a traditional pump where it kicks on full-speed,” Foster explains. “The ALPHA pump will ramp up and down and not use as much electricity.”

Todd Foster says that he would definitely pair PAW and Grundfos products for future hydronic installations. He believes he could cut his installation time even more with subsequent

installs. PAW and Grundfos products fit his company well, Foster says, because they're high-end products with manufacturers that stand behind them. "That's pretty much what we do. That's how my dad made this company into what it is now... He only uses good products, products that companies stand behind, and we stand behind them because we put them in... You're paying all that money. It should look nice. That's how you get customers. We've had returning customers for over 30 years now."

In this case, when paired with quality, looks seem to go a long way.