

# Atlantic Sands Hotel & Conference Center

Rehoboth Beach, DE



**SEIBERLICH**  
ENERGY SERVICES **TRANE**

## Project Objectives

- Improve guest and staff comfort
- Improve HVAC reliability
- Gain remote access for BAS
- Complete long-term capital upgrades

## Equipment Installed

- Trane air-cooled screw chiller
- 3 Trane rooftop units
- Trane SC+ BAS with remote access
- Building controls optimization
- Permanent roof safety railing

## Grants Awarded

Over \$13,000 in grants awarded by Delaware's Department of Natural Resources and Environmental Control.



Atlantic Sands Hotel & Conference Center has been a prominent fixture on the Rehoboth Beach boardwalk since 1955. Its prime location close to the beach, restaurants, and local entertainment, makes it a favored destination for visitors to Delaware's popular beach town.

The HVAC equipment on the hotel's roof was exposed to the salty ocean air leading to corrosion issues such as deteriorating coils and refrigerant leaks. Additionally, some units were improperly sized causing overcooling of spaces and excessive energy use. Seiberlich Trane Energy Services (STES) collaborated with the hotel's owner and facilities team to develop a multi-year plan to replace chillers and rooftop units during the winter months, minimizing disruption to summer guests. In addition to the unit replacements, STES upgraded their Building Automation System (BAS) to Trane SC+, providing the team with secure, remote oversight of the HVAC system.

STES also assisted in securing two Energy Efficiency Investment Fund grants through DNREC, recognizing the project's environmental benefits, including energy conservation, reduced greenhouse gas emissions, and lower operating costs. These additional funds enabled the hotel to further invest in their building.

**“**We're really happy with how the HVAC upgrade turned out. Seiberlich Trane Energy Services made it easy to replace our old equipment without bothering our guests. Getting the Energy Efficiency Investment Fund grant was a big help, allowing us to make more improvements and go greener. Overall, this project has made a big difference for our guests and our operations.**”**

John Edwards  
Chief Engineer

