

Utility Chooses Cambridge Heaters



Holyoke Gas and Electric (HG&E) has provided energy and steam to their New England customers since 1902. However, this historic utility announced during mid-2009 they were being forced to cease steam production operations by late 2010 due to the local economy and a major decrease in industrial demand for steam.

The closing of this steam plant meant that both HG&E and many of their industrial customers needed an alternate, cost effective way to heat their existing facilities. One solution they found is the use of energy efficient, direct gas-fired Blow-Thru® space heating units manufactured by Cambridge Engineering.

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Heating solution for steam to gas conversions

For starters, HG&E chose to retrofit one of their own steam heated buildings with Genuine Cambridge heaters.

They documented energy usage for the facility and were quite pleased to find the new Cambridge Blow-Thru space heating system saved them over \$54,000 during the 2009/2010 heating season. Based on this success, HG&E installed more Cambridge heaters in a second building, their former steam plant, which was at first mothballed and then converted to a maintenance facility using Cambridge heaters.

\$54,000 savings documented by utility



Blow-Thru® Space Heaters

Based on their own experience with energy efficient Cambridge heating technology, this New England utility set the example for companies wanting to convert from steam to natural gas for heating/ventilating their industrial facilities. Recommended retrofit applications include warehouses, manufacturing plants, maintenance facilities and other industrial buildings with large open spaces that require both space heating and some ventilation with outside air.



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