

Retrofit Case Study

Cambridge HTHV vs.
Makeup Air

Distribution Center



Building Specifications

- 700,000 ft²
- 17 year old building
- Located in Shenandoah Valley, VA

Before – Makeup Air Heaters

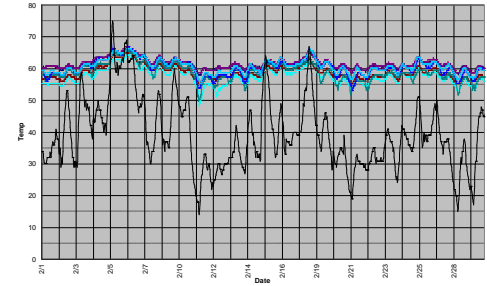
Performance

- Uneven temperatures
- Poor system control
- High operating costs
- Deteriorating system

Operating Costs

Based on 159,814 therms for 2007-08 heating season

\$ 0.23/ft² Gas cost @ \$1.00/therm



After - Cambridge HTHV Space Heaters

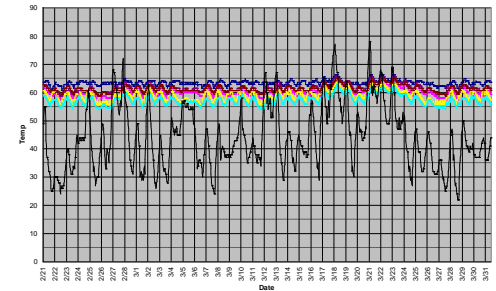
Performance

- More even temperatures
- Better system control
- Lower operating cost
- Qualified for EPAct tax deduction

Operating Costs

Based on 116,235 therms for 2010-11 heating season

\$0.17/ft² Gas cost @ \$1.00/therm



Summary

The Cambridge HTHV system used **27% less** gas at a higher average temperature and saved **\$42,000/year** operating at \$0.17/ft² vs. \$0.23/ft².