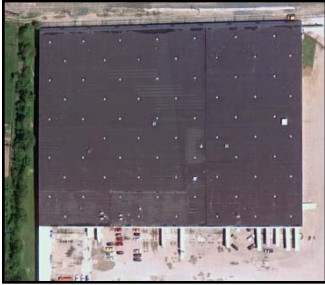


Retrofit Case Study

Cambridge HTHV vs.
Unit Heaters

Food Distribution Warehouse



Building Specifications

- 216,000 ft²
- Located in Indianapolis, IN

Before – Unit Heaters

Performance

- Uneven temperatures
- Cold dock areas
- High gas costs

Operating Costs

220,615 therms for 2007-08 heating season at 50 average

\$ 0.22/ft² Gas cost @ \$1.00/therm

After - Cambridge HTHV Space Heaters

Performance

- More even temperatures
- Better system control
- Lower operating costs

Operating Costs

130,953 therms for 2009 heating season at 60 average

\$0.21/ft² Total cost

Summary

The Cambridge HTHV system used **5% less** gas and saved **\$67,000/year** operating at \$0.21/ft² vs. \$0.22/ft².