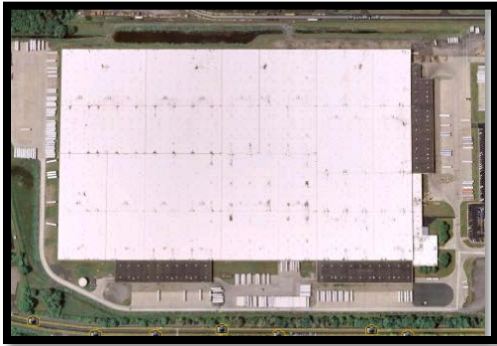


Retrofit Case Study

Cambridge Space Heaters vs. Oil Fired Heater

Distribution Warehouse



Building Specifications

- 2,000,000 ft²
- 30 year old building
- Located in Fairless Hills, PA

Additional Benefits

- \$40,000 less Electric (\$.02 sq/ft)
- Higher Temperatures (+5 -+ 7)
- 1760 tons reduction of CO₂
- Less intrusive heating system
- Eliminated \$150,000/year in maintenance
- Eliminated \$60,000/year in oil spill clean-up

Before – Oil Fired Heater

Performance

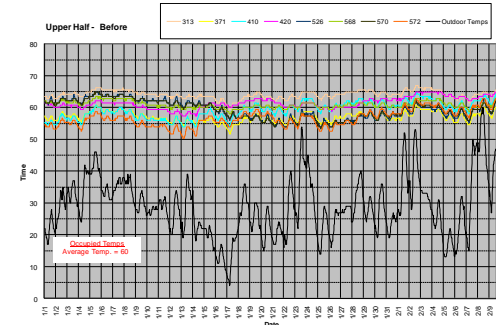
- Uneven temperatures 50° -65°
- High fuel costs
- Oil clean up (spills)
- High maintenance cost (old heaters)
- 900 HP total

Operating Costs

Based on:

187,539 gallons of #2 Fuel Oil
2007-08 heating season
Normalized to 30 year averages

\$0.29/ft² Oil cost @ \$3.12/gallon #2 oil(@60°)



After - Cambridge Space Heaters

Performance

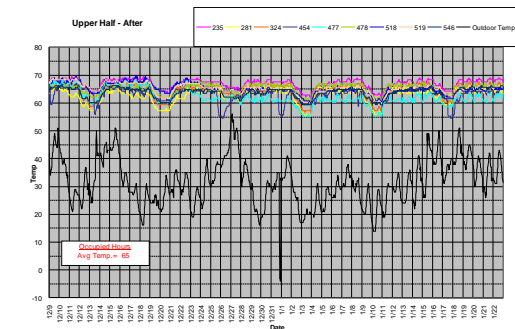
- Higher overall temperature
- Improved indoor air quality
- Lower maintenance cost
- 105 HP total

Operating Costs

Based on:

221,430 therms
2009-10 heating season
Normalized to 30 year averages

\$0.11/ft² Gas cost @ \$1.00/therm(@65°)



Summary

The Cambridge system required **62% less** energy to maintain 65° vs. 60° in prior year.
The Cambridge system saved approximately **\$557,000/year** in energy cost, maintenance and oil clean-up
The payback for installing Cambridge was 1.75 years.



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