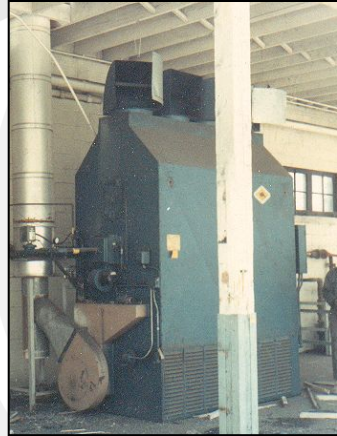


RETROFIT CASE STUDY

Cambridge Space Heaters vs. Air Turnover
Manufacturing Plant - Ohio

BEFORE

Indirect Fired Air Turnover



Performance

- Uneven temperatures
- Cold dock areas
- High maintenance costs

Operating Costs

\$0.33/ft² Gas cost @ \$1.00/therm
\$0.24/ft² Electric cost @
\$0.08/kWh

\$0.57/ft² Total cost

AFTER

Cambridge Space Heaters



Performance

- More even temperatures
- Provides summer ventilation

Operating Costs

\$0.19/ft² Gas cost @ \$1.00/therm
\$0.02/ft² Electric cost @
\$0.08/kWh

\$0.21/ft² Total cost

SUMMARY

The Cambridge system used **63% less** total energy.

The Cambridge system saved approximately **\$36,000/year**
operating at \$0.21/ft² vs. \$0.57/ft².