Why 100% outside air HTHV heaters have the lowest total installed cost.

COMMITTED TO COST CONTAINMENT>>
Looking at the whole picture may help you win more projects.

As a contractor, you need to be competitive and still remain profitable. You can’t always give away the farm to get the next job. Keeping your customers happy is what leads to those ever-so-desirable referrals—and future business. That’s why meeting today’s energy efficiency codes is a real budget challenge. Knowing that HTHV technology will solve your customers’ heating, ventilating and air destratifying problems with one piece of equipment is a huge industry breakthrough that can make all the difference for you and your business.

We get it!
But, if HTHV equipment costs are higher...

How can HTHV technology actually lead to the lowest total installed costs for my customers?

**IT’S AS SIMPLE AS:**

1. **REDUCE INSTALLATION COSTS**
2. **REDUCE FACILITY IMPACT COSTS**
3. **REDUCE OPERATING COSTS**

Call Mark Struckman:
(800) 530-6019
www.cambridgeair.com
With HTHV, total installation costs are dramatically reduced.

There’s just less to do.

Installation cost often exceeds equipment cost. Consider this, indirect fired heaters require flue installations, roof penetrations, and condensate piping. Wall mounted HTHV heaters require no roof penetrations or structural building modification. Also, fewer heaters mean less gas piping and electrical wiring, reducing labor and materials costs.
Minimizing the impact on the facility reduces your labor costs.

Respect the building. Respect the budget.

The best heating system adds value, solves problems and reduces facility operating costs. HTHV maximizes usable floor area and vertical racking space which increases production, storage space and other profit producing activities. The wrong heating system impacts a building in ways that just increase costs.

1. Be Responsible
   Before any structural adjustments are made, before any demolition begins, before any project is started, determine if it is absolutely necessary. Is there another way to solve this problem for my clients?

2. Be Smart
   Proceed with cautious optimism, develop a clear plan of attack, minimize as much risk as possible. Account for the costs, but include the limitations and long term impact. A fully informed decision based on all facts is usually better in the long run for everyone.

3. Be Innovative
   Before planning to retrofit an inferior option, determine if this is truly the right solution. Progress requires objectivity and prioritization. Your customers only want what is best for them.

4. Be A Guide
   Build trust with your customers by keeping their best interest in mind. Being a champion of the best solutions is key to earning your customers’ respect. Let them know you understand their problems and concerns. Help them through the process, so the end result will meet their expectations.

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Direct fired HTHV is the most energy efficient technology available.

**Consume less gas.** Direct fired HTHV has been proven to show at least a 20% reduction in natural gas consumption compared to standard unit heaters.

**Minimize stratification.** High velocity airflow minimizes temperature stratification negating the need to install large fans which, in turn, also reduces the consumption of electricity.

**Improve ventilation.** Continuous supply of 100% outside air eliminates need for an additional ventilation system. Direct fired HTHV also provides a higher discharge temperature and temperature rise which reduces the airflow required to deliver heat to the space.

**D.O.E. TEST RESULTS**

<table>
<thead>
<tr>
<th>Outside Air Temperature</th>
<th>HTHV</th>
<th>Unit Heater</th>
</tr>
</thead>
<tbody>
<tr>
<td>-10° to 50°</td>
<td>68°</td>
<td>66°</td>
</tr>
<tr>
<td>50°</td>
<td></td>
<td></td>
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</tbody>
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High Velocity Blower = Destratification = Less Energy Consumption

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Cambridge Engineering has been manufacturing commercial and industrial heating equipment since 1963. Our commitment to energy efficiency and innovation are the guiding principles for everything that we manufacture. With over 2 billion s/f of space heated and 30,000+ installations, we have been very busy. But, we couldn’t have done it without your help...thank you.

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