

## RETROFIT CASE STUDY

### Cambridge Space Heaters vs. Make Up Air Distribution Center



#### Before – Make Up Air

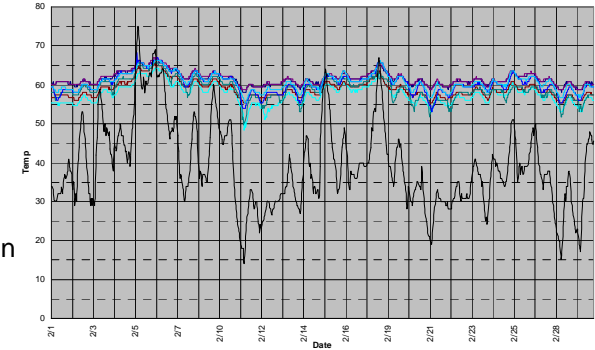
##### Performance

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

##### Operating Costs

Based on:  
159,814 therms for 2007-08 heating season  
Normalized to 30 yr avg. @ **59°** avg. temp

**\$0.23/ft<sup>2</sup> Gas cost @ \$1.00/therm**



#### Building Specifications

- 700,000 ft<sup>2</sup>
- 17 year old building
- Located in Shenandoah Valley, VA

#### After - Cambridge Space Heaters

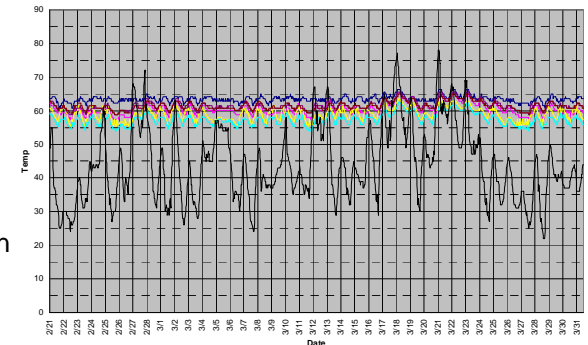
##### Performance

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

##### Operating Costs

Based on:  
116,235 therms for 2010-11 heating season  
Normalized to 30 yr avg. @ **61°** avg. temp

**\$0.17/ft<sup>2</sup> Gas cost @ \$1.00/therm**



#### Summary

The Cambridge system used **27% less** gas.

The Cambridge system saved approximately **\$42,000/year** in gas cost operating at \$0.17/ft<sup>2</sup> vs. \$0.23/ft<sup>2</sup>.

The savings would have been **35%** if the same building temperature had been maintained.