

**Before – Direct Fired Recirculation**



**Operating Costs**

\$0.96/ft<sup>2</sup> Gas cost @ \$1.00/therm  
\$0.16/ft<sup>2</sup> Electric cost @ \$0.08/kWh

**\$1.12/ft<sup>2</sup> Total cost**

**Performance**

- Uneven temperatures
- High operating cost
- Cold dock areas
- High maintenance cost

**Building Specifications**

- 163,555 ft<sup>2</sup>
- Building height - 24'
- Metal w/ 1" insulation in walls
- Metal w/ 3" insulation in roof
- Over 40 year old building
- Located in Fairmont, WV

**After - Cambridge Space Heaters**



**Operating Costs**

\$0.62/ft<sup>2</sup> Gas cost @ \$1.00/therm  
\$0.03/ft<sup>2</sup> Electric cost @ \$0.08/kWh

**\$0.65/ft<sup>2</sup> Total cost**

**Performance**

- More even temperatures
- Lower operating cost
- Warmer dock areas
- Lower maintenance cost

**Performance Quotes by:**

*Ed Szygenda*  
*Plant Manager*

**Summary**

The Cambridge system used **42% less** total energy.

The Cambridge system saved approximately **\$77,000/year** operating at \$0.65/ft<sup>2</sup> vs. \$1.12/ft<sup>2</sup>.