COMPARATIVE CASE STUDY

Cambridge Space Heaters vs. Air Turnover
Paper Products Distributor

Cambridge Space Heaters

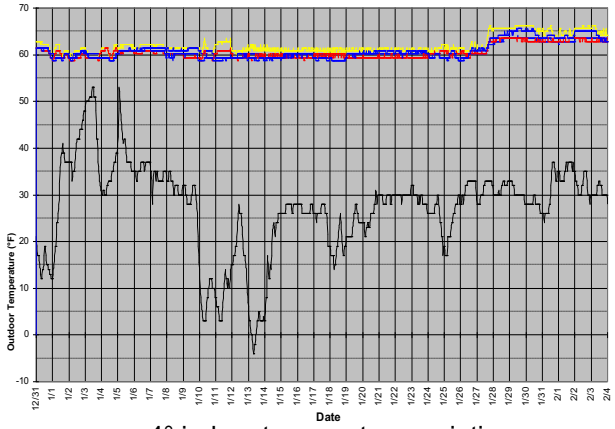
Operating Costs
Based on 7,086 Heating Degree Days @ 65°

$0.11/ft^2 Gas cost @ $1.00/therm
$0.02/ft^2 Electric cost @ $0.08/kWh

$0.13/ft^2 Total cost

Building Specifications
- 215,040 ft^2 x 30’ high
- R-19 Roof / R-11 Walls
- 33 active doors
- Located in Milwaukee, WI

Heating System
- (3) Cambridge Space Heaters
- Thru wall mounting
- 3,615 MBH total
- 20,820 CFM total
- 15 HP total - intermittent



± 4° indoor temperature variation
from 60°/63° setpoint

Air Turnover

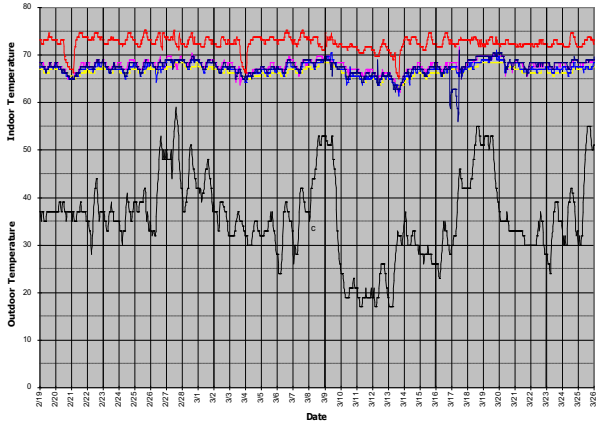
Operating Costs
Based on 6,485 Heating Degree Days @ 65°

$0.31/ft^2 Gas cost @ $1.00/therm
$0.07/ft^2 Electric cost @ $0.08/kWh

$0.38/ft^2 Total cost

Building Specifications
- 228,000 ft^2 x 27’ high
- R-19 Roof / R-10 Walls
- 23 active doors
- Located in Chicago, IL

Heating System
- (2) Air Turnover Heaters
- Floor mounting
- 6,250 MBH total
- 200,000 CFM total
- 40 HP total - continuous



± 9° indoor temperature variation
from 65° setpoint

Summary

The Cambridge system used **66% less** total energy in a colder climate.

If the 228,000 ft^2 facility had installed a Cambridge system they could have saved approximately **$57,000/year** operating at $0.13/ft^2 vs. $0.38/ft^2.

CAMBRIDGE™ AIR SOLUTIONS
Enriching Lives