



**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 de-stratifying 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!



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(800) 530-6019
www.cambridgeair.com



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



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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.



X FLUE INSTALLATION GONE	X ROOF PENETRATION GONE	X CONDENSATE PIPING GONE	X STRUCTURAL BUILDING MODIFICATIONS GONE
X HIGHER GAS BILLS GONE	X HIGHER ELECTRIC BILLS GONE	X HIGHER YEARLY MAINTENANCE COSTS GONE	X ADDITIONAL VENTILATION SYSTEM GONE
X ADDITIONAL ELECTRICAL LABOR GONE	X ADDITIONAL PLUMBING LABOR GONE	X ADDITIONAL MATERIALS COSTS GONE	X ADDITIONAL EQUIPMENT RENTAL GONE
X ADDITIONAL BIG ASS FAN INSTALLATION GONE	X NEGATIVE AIR PROBLEMS GONE	X ADDITIONAL HIDDEN COSTS GONE	X EMPLOYEE IAQ COMPLAINTS GONE



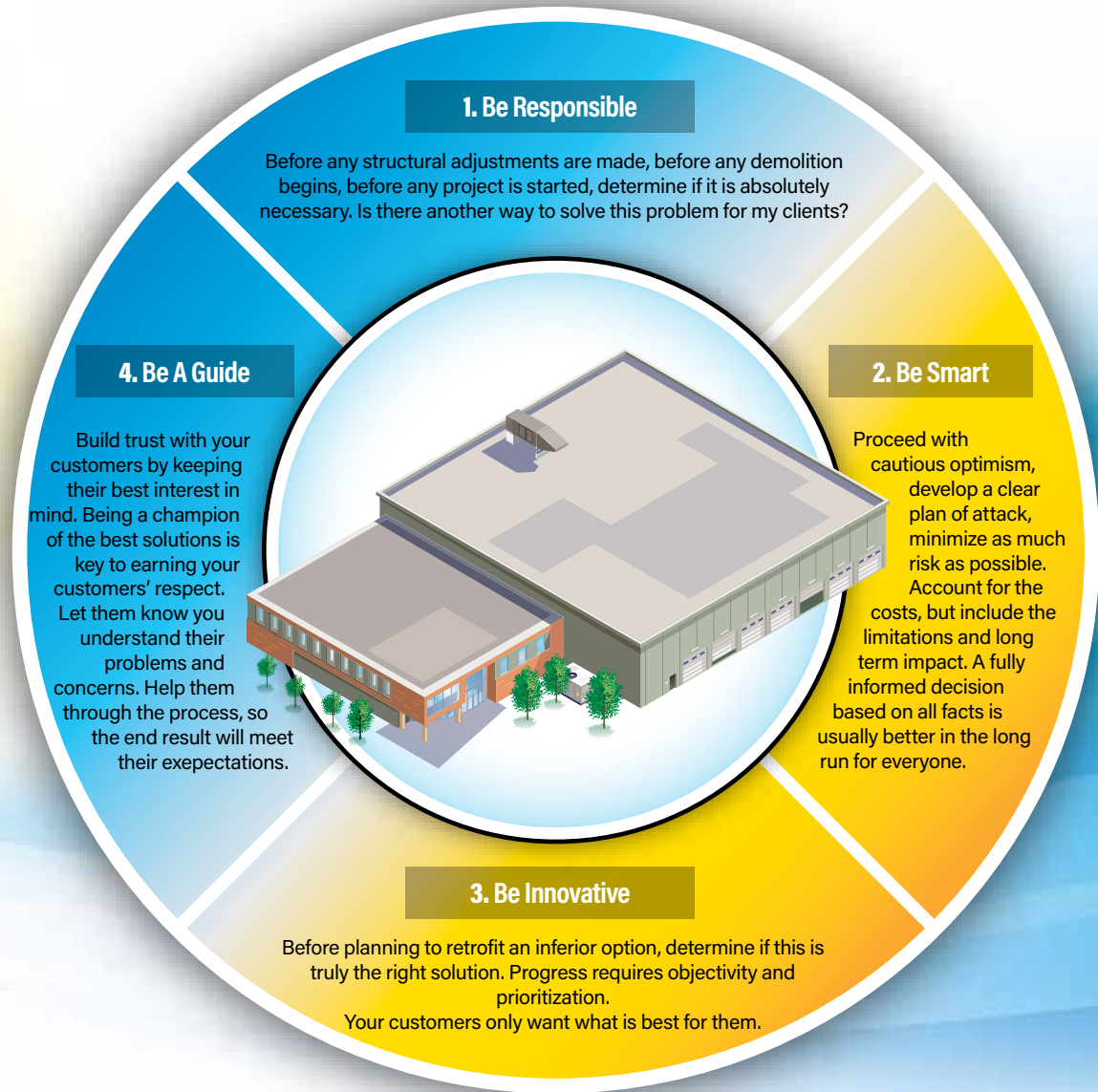
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Minimizing the impact on the facility reduces your labor costs.

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.



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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.



D.O.E. TEST RESULTS

20%
LESS GAS (therms)

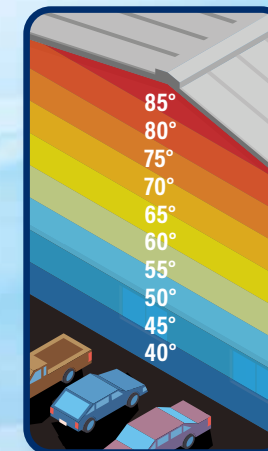
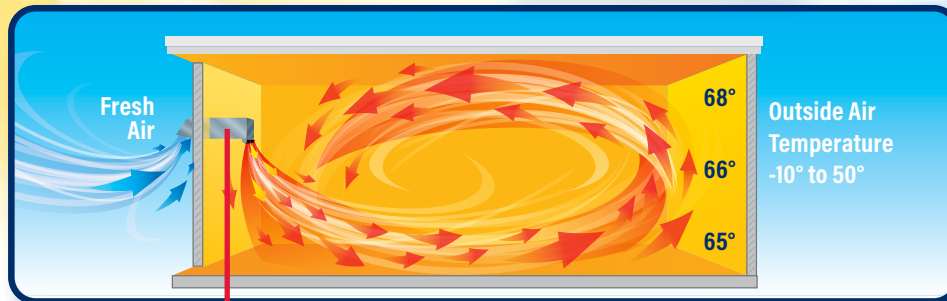
[CLICK HERE FOR FULL D.O.E. REPORT](#)

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.



UNIT HEATER STRATIFICATION



DIRECT FIRED HTHV STRATIFICATION

High Velocity Blower = Destratification = Less Energy Consumption



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Helping contractors win bids for over 50 years.

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.**

ASHRAE
62.1

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