



GENUINE CAMBRIDGE®

“Nothing Else Like It”

10 reasons why there is nothing else like a Genuine Cambridge® Heater

1. Experience

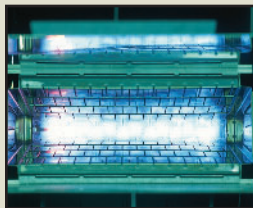
Cambridge was the first to pioneer the concept of using direct gas-fired heaters for industrial space heating applications over 45 years ago. In recent years, Cambridge has heated thousands of buildings and over one billion square feet.

WARNING DO NOT ATTEMPT TO SUBSTITUTE

any other heater for a Genuine Cambridge Blow-Thru® Space Heater. The technologies are different. Ability to heat the building will be jeopardized and energy costs will increase.

2. Cambridge Burners

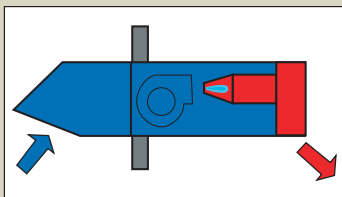
Unlike our competition, Cambridge designs and manufactures its own proprietary high efficiency stainless steel burners. You can't get the high performance of a Cambridge Burner unless you have a Cambridge Heater.



Proprietary Cambridge Burner

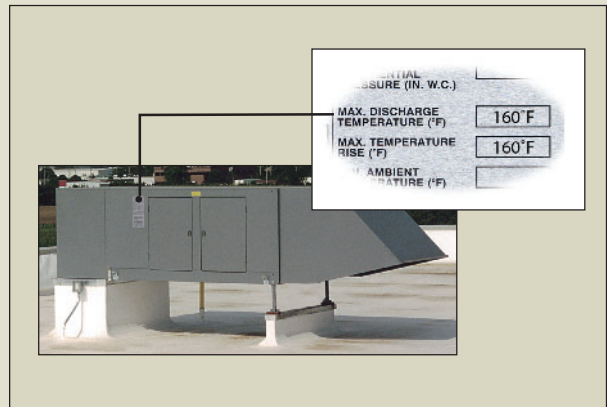
3. Blow-Thru® Space Heater

The Cambridge Burner, combined with Blow-Thru® technology outperforms every other direct gas-fired heater on the market. This means a higher BTU/CFM ratio and lower operating costs.



Blow-Thru® Cambridge Space Heater

- Burner is downstream of blower
- Components in the cold air stream
- Highest BTU/CFM Ratio
- More energy efficient
- Pre-qualified for EPA Act Federal tax deductions



4. 160°F Certified Heater

Despite misleading claims by our competitors, Cambridge is still the only manufacturer certified to ANSI Standard Z83.4/CSA 3.7 with a heater that will take 0°F inlet air and heat it through a 160°F temperature rise to achieve a max discharge temperature of 160°F. The max 160°F rating for both temperature rise and outlet temperature is crucial for space heating applications. It translates into a smaller, more energy efficient heater that uses a lower horsepower motor and most important of all, will heat a building using less outside air.



5. Save Energy and Reduce Carbon Footprint

High temperature rise, Blow-Thru® Space Heaters are 40% to 70% more energy efficient than all other types of indirect and direct gas-fired systems used to heat/ventilate large commercial and industrial facilities. Saving energy means a corresponding reduction in CO₂ emissions to reduce your building's carbon footprint. Cambridge heaters are recommended for LEED/Green buildings.

Other Industrial Heating Systems	Energy Savings with Blow-Thru® Space Heaters
Indirect Gas-Fired Systems	
Boilers	40% to 70%
Infrared (Radiant)	15% to 40%
Unit Heaters	30% to 50%
Air Turnover Systems	25% to 70%
Direct Gas-Fired Systems	
Make-Up Air (MUA)	20% to 50%
Recirculation (pressurization)	20% to 50%

6. Better Indoor Air Quality (IAQ)

Cambridge® heaters use 100% fresh air to improve IAQ. There are no IAQ problems from reheating and partial incineration of indoor air as with gas-fired equipment certified to ANSI Standard Z83.18 for recirculating type heaters.

7. Lower Installation Costs

Smaller, lightweight, pre-piped and pre-wired Cambridge heaters are available with five mounting options, including the popular "thru-wall" design for easier installation.

8. Reliability

With Cambridge you know it will ship on time and it will always work. Cambridge® heaters require little maintenance and are built to last. All units include the rugged stainless steel Cambridge Burner with a 5-year warranty. The complete heater has a 2-year warranty.

**Industry's Best
Warranty Package**

**Heater - 2 years
Burner - 5 years**

9. Best Customer Support

Cambridge has factory-trained sales/service representatives throughout North America who provide: heating and ventilating system design assistance, building heat loads, operating cost analysis, factory start-up and field service support. Surveys show that Cambridge provides the best overall customer support.

10. We Have the Proof

Saying it and doing it are two different things. We back up our claims with documented proof, including computer modeling and a growing list of over 300 onsite building studies and customer testimonials. See sample comparison study below.

Sample Comparison Study - 2 Identical Buildings

Cambridge Space Heaters

Warehouse #1

- 1,291,950 ft² x 36' high
- R-19 Roof / R-10 Walls
- 27,806 MBH / 132,340 CFM / 95 HP



Results: Cambridge system used over 47% less total energy on a cost per ft² basis

If Warehouse #2 had installed a high efficiency **Cambridge system** they could have saved

Other Gas Fired Heating System

Warehouse #2

- 1,296,950 ft² x 36' high
- R-19 Roof / R-10 Walls
- 30,315 MBH / 210,000 CFM / 150 HP



Gas Cost	Electric Cost	Annual Savings
\$.75 / therm	\$.08/kwh	\$ 142,000
1.00 / therm	.10/kwh	168,000
1.25 / therm	.12/kwh	233,000