

GOOD GOVERNMENT

# YOU NEED RESOURCES FOR YOUR PROGRAMS

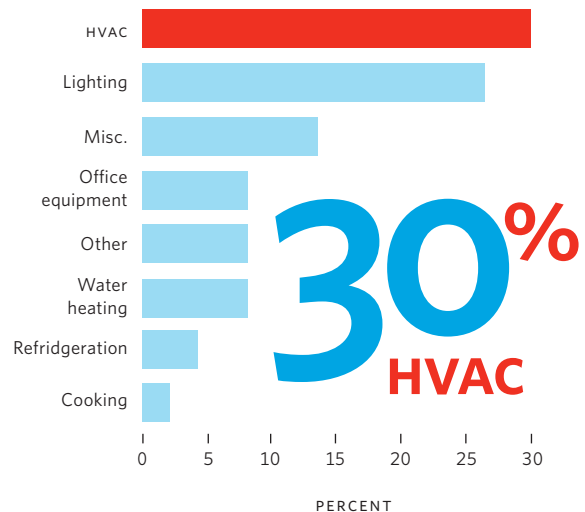
## WE'LL HELP YOU CUT BUILDING COSTS

### GOVERNMENT

**E**very year you face growing demands on your building resources, and the need to work within the restrictions of fixed budgets and timetables. Somewhere, somehow, public sector managers have to find ways to cut operating costs and still provide services to the community.

One area you may want to consider: reducing your energy spending by improving the efficiency of your HVAC systems. HVAC systems typically represent 30% of a building's total energy usage, and that energy cost is approximately 50% of the annual operating cost for the entire building.

Typical building  
energy consump-  
tion breakdown



## Cut your costs. Leverage your budgets.

Here's the key point: potential savings in energy efficiency are often so substantial you may even be able to pay for the equipment upgrades using the first year of energy savings. And if you have a fixed timeframe in which to deliver a project, Armstrong can prepare a packaged system to be delivered within a specific period, and arrange for the invoicing to match the availability and timing of your budgets.

## Know where your potential savings are

Armstrong can help you review the HVAC systems in your existing buildings and point out opportunities for bigger savings and faster payback. Our retrofit solutions can provide annual savings of tens of thousands of dollars.

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## Engineering services

Working within fixed budgets can be a trying experience. Responding to the need for flexible and innovative approaches is another challenge. Armstrong integrated solutions offer not only the lowest first cost but also a wide range of performance capabilities, so that your HVAC capacity matches your requirements, and is flexible enough to accommodate changes in your system demand. Armstrong has invested in infrastructure and systems, including project management group capabilities, to assure on-time deliveries. Our Design Envelope selection methodology minimizes the risk involved in designing new systems and assures greater flexibility for accommodating ever changing heating and cooling demands.

## Green initiative goals and requirements

The requirement to reduce environmental impact, especially in the area of carbon footprint, challenges organizations of all sizes and types. Addressing the need for energy efficiency, Armstrong offers the latest technologies to help you meet and exceed your targets for low-impact operations. A typical building of 40,000 to 100,000 ft<sup>2</sup> can reduce energy usage (and carbon footprint) by 35 to 45%.

## Building reliability

Armstrong integrated solutions also provide minimized risk, because we stay engaged in the project from design through to completion. We partner with our customers, and collaborate appropriately with all stakeholders to design the system, source the components, assemble, test, deliver and install. This ensures that the installed solution will serve the requirements of the building.

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	Cooling load (tons)	Efficiency (kW/ton)	Operating hours	Utility rate (\$/kW hr)	Operating cooling cost
Old system (10-15 years)	700	0.95	3120	0.1	\$207,480
Newer system (3-10 years)	700	0.75	3120	0.1	\$163,800
Armstrong control solution	700	0.50	3120	0.1	\$109,200
<b>Savings over old system</b>					<b>\$98,280</b>
<b>Savings over newer system</b>					<b>\$54,600</b>