



You Need Your Budget for Students. We'll Help You See Where It's Hiding...

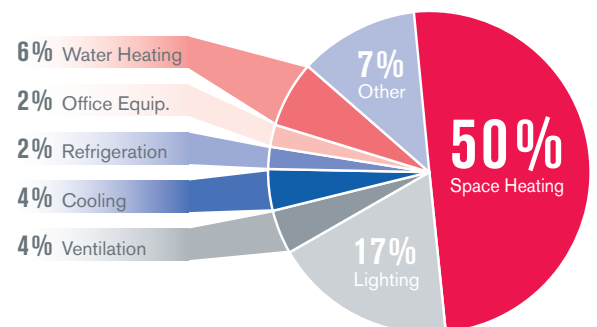
...In Your Education Facilities

It's amazing how much it costs to run a school at any level. The shell games around money and projects seem to go on forever. You need every dollar for programs and qualified staff to run them, so you can't afford an expensive HVAC retrofit. After all, who wants to save thousands of dollars on energy and maintenance costs?

That's right. Thousands of dollars. In some cases, tens of thousands. Armstrong has helped dozens of educational facilities with retrofit projects to consolidate existing systems, improve occupant comfort, eliminate maintenance headaches and reduce energy usage. Most administrators in educational institutions aren't fully aware of the scale of potential savings available. In some instances the energy savings from a retrofit project will offer payback within a year, so that the equipment and installation costs can be paid for immediately out of the savings. And the school is left to enjoy the savings every year for the life of the system.

Turning up efficiencies in your HVAC system isn't difficult, but it does require the perspective and in-depth knowledge of an experienced HVAC professional. Your local Armstrong representative will be pleased to work with you through the planning and selection process to ensure that your retrofit project is a success, and provides concrete savings that can be redirected towards education.

Energy Usage in Educational Facilities



Armstrong offers a combination of new thinking and new technologies to help you meet the challenges of energy efficiency and cost reduction.

Benefits Armstrong Offers When Helping Plan Your Next Retrofit Project

A new approach to equipment sizing and selection

A plan to pay for equipment upgrades using the savings from reduced energy usage

Equipment selection processes that show you your savings in advance of installation

Documented case studies illustrating installation effectiveness and energy savings

A mechanical room design that provides an integrated, clean solution addressing repeated incremental upgrades that are not energy efficient and are difficult to maintain

Appropriate sizing, installation and control of your HVAC system leads to reduced instances of excessive heating and cooling. This creates a healthier, safer, and more energy-efficient teaching and learning environment.

Our packaged solutions also give facility managers a great deal more flexibility in managing building assets. Should you wish to re-purpose a building, an Armstrong packaged solution on a skid can be moved to serve a different facility.

Armstrong solutions will also help you to achieve your environmental objectives through reduced carbon footprint. Even if you have a co-generation solution in place, the improved energy efficiency of your HVAC system will lead to a reduced carbon footprint. Beyond the decades of energy savings, sustainable solutions can also affect the performance of an institution. A recent survey of executives involved with college and university facilities that had adopted sustainable practices reported on the

benefits of sustainable initiatives. Survey respondents noted improvements in:

- Ability to attract and retain faculty (71%)
- Ability to attract students (70%)
- Student performance (59%)
- Ability to secure research funding (59%)

Source: Turner Construction Company - August 2006

Armstrong partners with our customers and works closely with all stakeholders from the design stages of a project through to completion and installation. This minimizes the risk that the installed solution will not serve the requirements of the building. On our packaged system installations, our assurance of single source of responsibility means Armstrong supports every component of the installed solution.

Industry-Standard Solutions You May Have Installed	Armstrong Solutions Available	Additional Benefits
Constant speed pumps Constant flow systems	Variable speed pumps and controls Variable flow systems	Occupant comfort, space savings, future proofing your building, longer equipment life
Constant speed chiller	Controls and sizing for part-load efficiency	Occupant comfort, space savings, future proofing your building, longer equipment life
Large storage tanks	Instantaneous water heater	Space-saving, health benefits, reduced maintenance costs, improved reliability
Base mounted pumps	Vertical In-line and dualArm pumps	Maintenance savings, space savings, installation savings, piping savings, friction and energy savings