



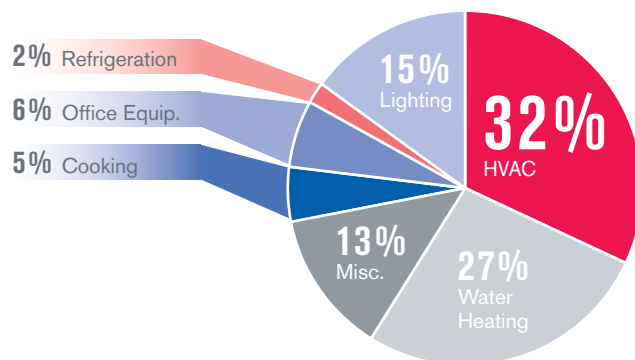
You Need Your Funding for Patients. We'll Help You See Where You're Bleeding...

...In Your Health Care Facilities

Healthcare facilities run on funding and budgets. The buildings are staffed with caring devoted professionals, all working to make a difference. But they need supplies and equipment and beds and plenty of budget to pay for it all. All this leaves administrators and managers searching for ways to reduce spending without affecting service levels. We can help.

Your facility is likely spending more on HVAC than you have to. Maintenance costs are a factor, but the biggest number is energy usage. Armstrong can help you review your HVAC systems, identify energy saving opportunities and design a retrofit solution. It's not a difficult process, but it requires the knowledge of an experienced industry professional.

Healthcare Energy Consumption



Source: Platts 2004

Cut your costs. Leverage your budgets

Here's the key point. The efficiency improvements are so substantial, the payback periods are short. Armstrong HVAC retrofit solutions can provide payback periods from 6 to 36 months and annual savings of tens of thousands of dollars. In some instances you may even be able to pay for the equipment upgrades using the first year of energy savings. No need for a special capital request or fund-raising effort to pull together the budget. And every year, for the life of the system your facility, your staff and your patients see the benefits of those energy savings.

Here's another way to look at it. Healthcare organizations spend nearly \$8.8 billion* on energy each year to meet patient needs. Every dollar a non-profit health care organization saves on energy has the equivalent impact on the operating margin as increasing revenues by \$20**. Once you've passed the initial payback period for your new equipment, the benefits of your upgrade project are multiplied many times over.

Savings are generated through a combination of new thinking and new technologies to meet the challenges of energy efficiency and cost reduction. The process starts with planning your retrofit projects differently.

Specific changes Armstrong can help you implement include:

- A new approach to equipment sizing and selection
- A plan to pay for equipment upgrades using the savings from reduced energy usage
- Lower installed costs for high-value energy-saving solutions
- 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.

Armstrong offers high-efficiency solutions to give you the lowest life-cycle cost. In many instances Armstrong

solutions also provide the lowest first cost, so there's no premium attached to higher quality, higher efficiency options.

With appropriate installation and control, no energy is lost to excessive heating or cooling. IPC controls and building monitoring solutions provide better awareness of building operations and temperatures. Better monitoring, paired with variable speed solutions, leads to reduced temperature variation and increased patient comfort.

Based on the reductions in energy usage, Armstrong solutions can also help you to reach your environmental objectives through reduced carbon footprint. With proper application of energy-saving technology you may qualify for an Energy Star rating. This rating represents proof of your organization's success in implementing sustainable practices and your commitment to reducing carbon emissions.

Industry-Standard Solutions You May Have Installed	Armstrong Solutions Available	Additional Benefits
Constant speed pumps Constant flow systems	<ul style="list-style-type: none"> • Variable speed pumps and controls • Variable flow systems 	<ul style="list-style-type: none"> • Occupant comfort • Space savings • Future proofing your building • Longer equipment life
Constant speed chiller	<ul style="list-style-type: none"> • Controls and sizing for part-load efficiency 	<ul style="list-style-type: none"> • Occupant comfort • Space savings • Future proofing your building • Longer equipment life
Large storage tanks	<ul style="list-style-type: none"> • Instantaneous water heater 	<ul style="list-style-type: none"> • Space savings • Health benefits • Reduced maintenance costs • Improved reliability
Base mounted pumps	<ul style="list-style-type: none"> • Vertical in-line and dualArm pumps 	<ul style="list-style-type: none"> • Maintenance savings • Space savings • Installation savings • Piping savings • Friction and energy savings