

**ARMSTRONG**



# YOUR BUILDING SPEAKS TO YOU

## WE'LL HELP IT TELL A NEW STORY

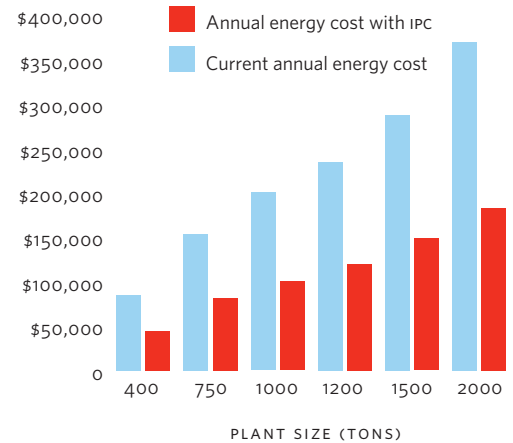
### FACILITY MANAGER

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hat a difference a few years can make. Not long ago, integrated all-variable-speed HVAC solutions weren't financially viable for the commercial market. Now, Armstrong offers fully integrated, variable-speed solutions that will cut your energy costs dramatically. The cost differences are so large that "energy obsolescence" has become a competitive issue. Your existing HVAC systems will cost more to operate and put you at a disadvantage compared to facilities using upgraded systems.

Armstrong offers innovative HVAC solutions to make your retrofit projects financially viable. In many instances, payback on your retrofit project will be from 6–36 months. Adding to that, with new equipment in place, your MRO costs will be more predictable. Perhaps the most difficult aspect of a retrofit

project is navigating the decision-making process within your organization. To help you with that complex and frustrating process, Armstrong can provide the appropriate supporting data, financial calculations, case histories and references to explain the solution and prove the savings.



Installing an IPC unit can reduce the annual energy consumption of your HVAC system by 35–50%. That's a savings opportunity you can't afford to miss.

## Meeting your schedule

Armstrong has adopted a comprehensive set of customer-centric operating standards to support your project. Our project managers ensure adherence to construction and shipping timelines by coordinating all planned activities. Project managers also facilitate communication between all key stakeholders and provide continuous project updates. Thanks to these efforts, Armstrong builds and delivers systems and product solutions that meet and exceed your delivery expectations.

## Integrated solutions make your life easier

We are leaders in energy and innovation. We can work with you to supply components or we can add even more value by prefabricating your HVAC system off-site. We can design, plan, source, assemble and test your HVAC packaged system in a clean plant environment and remove all those tasks

from your list. Factory assembly and testing also assures proper integration of system components and easy system commissioning. For a retrofit installation, delivery of the completed package system also means minimized downtime for your heating and cooling systems.

## HVAC solutions that make good financial sense

Armstrong HVAC retrofit solutions are applicable to both new and old buildings, at the lowest installed cost. Armstrong retrofit solutions draw on advanced technologies and proven efficiencies that will deliver the energy savings to support your internal hurdles for ROI and payback period.

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### Industry-standard solutions

### Problems you may experience

### Armstrong solutions available

### Additional benefits

Chilled water systems

- High operating costs
- Unacceptable temperature swings

- Integrated chilled water plants
- Patented controls

- Redundancy
- Improved temperature control
- Reduced maintenance
- Extended life-cycle
- Low operating cost

Boilers

- High operating costs
- Repeated cycling

- Modular boiler systems

- Improved efficiency in a part-load environment
- Improved temperature control

Heat exchangers

- High cost of maintenance
- Capacity shortages

- Retrofit heat exchanger options

- Improved maintenance and control

Pumps

- Overpumping
- High cost of maintenance

- Variable speed pumps with integrated controls

- Space savings
- Low operating cost
- Improved maintenance and control

Fire systems

- Insufficient alarms
- Lack of reporting and data logging

- Remote fire monitoring systems

- Alarms
- Data logging
- Text messaging

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