



It all adds up to reduced costs and bottom line savings for heating and cooling



Energy efficiency never ends

Energy efficiency is all about continuous improvement. It includes everything from designing new and replacement systems, to making good equipment choices, all the way up to successfully operating and maintaining the systems and equipment you install.

Call the energy experts at Union Gas

Union Gas is committed to helping commercial and industrial customers make energy efficiency part of their business planning. The EnerSmart program offers commercial and industrial customers a full range of support every step of the way. Our team of energy experts can help you find the best solutions for your facility.

The EnerSmart program provides significant incentives for new and retrofitted energy efficient equipment and technologies that yield immediate and ongoing savings on utility costs. If you'd like to learn more about our financial support for high efficiency equipment and studies, visit our website at enersmart.com/largebusiness or contact your Union Gas Account Manager

Commercial, Institutional, Agricultural Account Managers – uniongas.com/cams
Industrial & Large Commercial Account Managers – uniongas.com/iams

Supporting your energy team

Union Gas can also assist your energy team and help you build a culture of awareness within your organization. Check the energy team support section on our website – enersmart.com/energyteam You'll find all sorts of ideas about starting, organizing, managing, sustaining and funding your energy team.

Kick start your energy team today and start delivering bottom-line results for your organization.



Energy efficiency projects pay you year after year!

EnerSmart Programs



Profit from heating & ventilation system efficiencies ...with help from Union Gas



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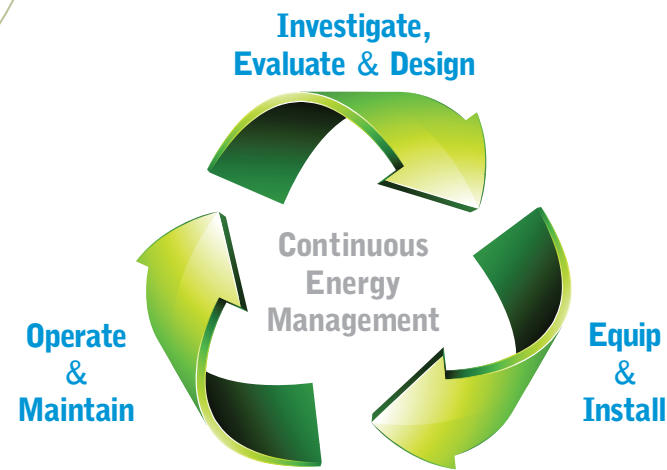
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Union Gas will pay you to improve your heating & ventilation

Some common energy efficiency opportunities and incentives

Investigate, Evaluate and Design

- Energy efficiency feasibility study
 - Plant feasibility study
 - Natural gas burner combustion testing and analysis
 - Heating, Ventilation, Air Conditioning (HVAC) and make-up air study
 - Process ventilation study

Energy efficiency feasibility study analysis incentives available from Union Gas.

Industrial process study financial incentives available from Union Gas.

Equip and Install

- Condensing unit heaters
- Natural gas control systems
- Electronic natural gas burner controls
- Infrared heaters
- Boilers
 - Economizers
 - Condensing boilers
- Heat recovery
 - Make-up air units and ventilation
 - Heat recovery ventilators
- Energy recovery ventilators
- Air distribution systems
- Demand Control Kitchen Ventilation (DCKV)
- Destratification fans
- Air doors
- Programmable thermostats

Equipment installation financial incentives available from Union Gas. Equipment must save natural gas.

Operate and Maintain

- Building system improvements
- Heating, Ventilation, Air Conditioning (HVAC) and make-up air system improvements
- Operator training workshops (energy-related)

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Hot ideas and cool energy savings

You can save substantial energy costs when you increase the efficiency of your heating and ventilation systems.

New heating and heat capture technologies offer opportunities to improve your system efficiency. Make-up air, air doors and other envelope improvements can reduce the need for heating in winter and cooling in summer.

New controls let you run the systems as efficiently as possible. They allow you to match ventilation with occupancy or substitute outside air for conditioned air. **It all adds up to reduced costs and bottom line savings for heating and cooling.**

Today these energy efficient solutions are more cost-effective than ever. What's more, efficient systems not only save money on energy costs, they also help improve comfort levels for your employees.

Companies are making serious commitments to continuous improvement. Energy efficiency should be a key part of this continuous improvement equation. The energy experts at Union Gas can help you find cost-effective opportunities that will save you energy and money.



Norfolk General Hospital – high efficiency fans save on heating costs while parts of the hospital cut cooling costs in half



Norfolk General Hospital is a 111-bed, full service facility located in Simcoe, Ontario. When it came time to replace an old, poorly functioning general supply fan system, the hospital opted for a new high efficiency system with return air capability and variable frequency drives. The new fan reduces total heating demand by one sixth and operating costs by the same proportion.

With the growth of new technologies the hospital's cooling load was going up every year. But the new fans cut the need for cooling drastically, saving the hospital the \$350,000 installed cost of a new chiller and reducing electrical consumption and demand charges. The hospital is also saving over 49,000 m³ of natural gas a year.

Best of all, the increased ventilation delivers better control of temperatures and humidity. This has greatly increased patient and staff comfort in key nursing wings.

Union Gas provided a \$30,000 equipment incentive that helped make the project payback too good to ignore.



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What would I say to other facility managers? With the energy cost savings available through utilization of new technologies and the incentives that are out there, you would be foolish not to choose something that pays for itself.”

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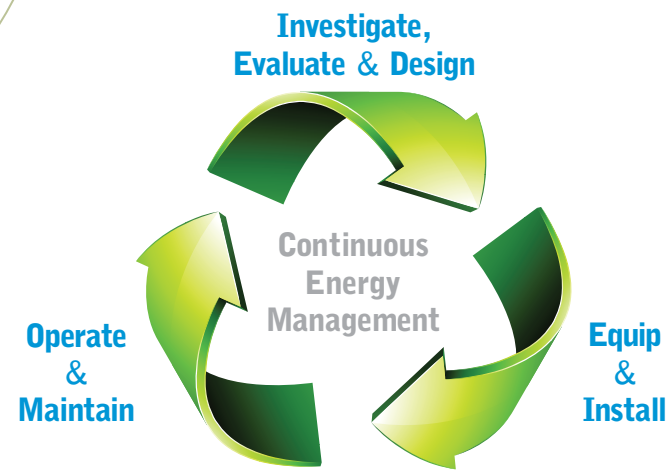
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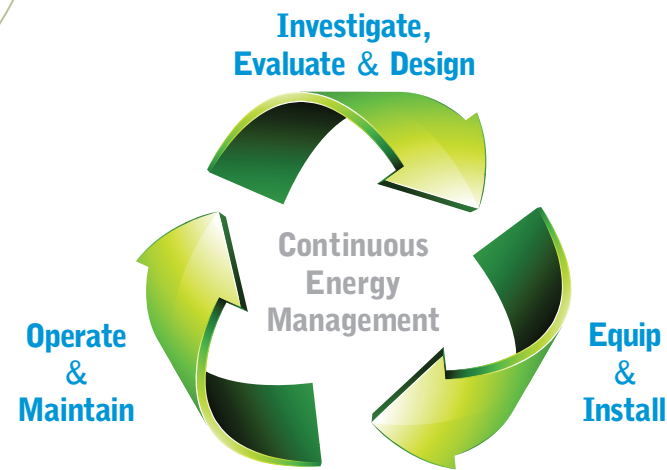


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