



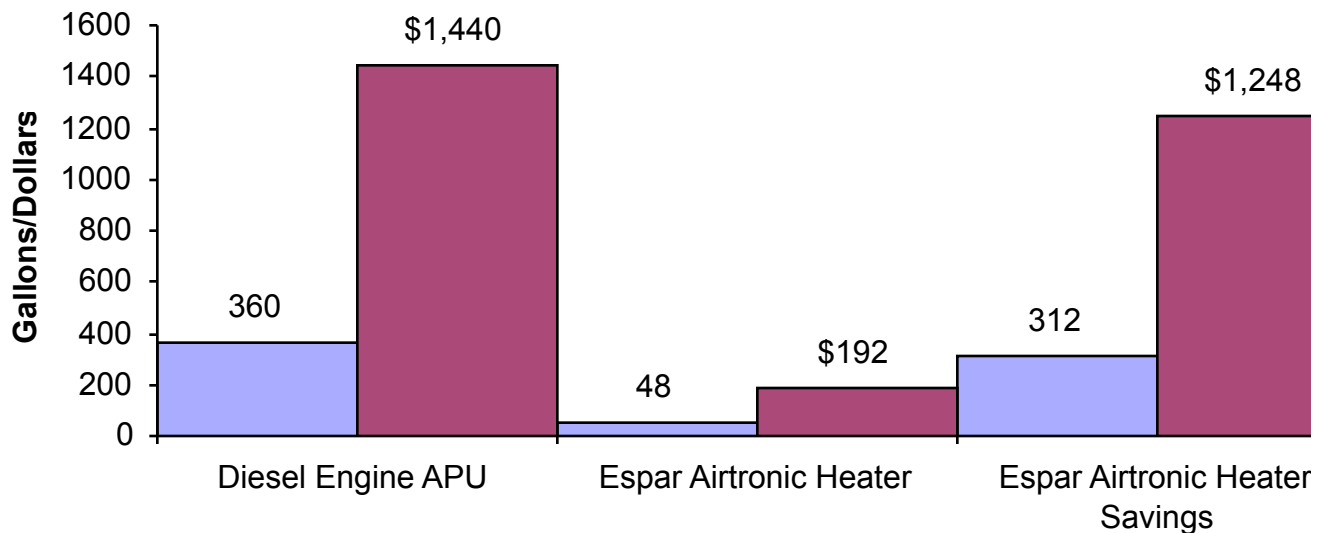
## Is it worth using an Espar Airtronic Heater for bunk heat instead of a diesel APU you already have?

| Baseline Data                  | Values      |
|--------------------------------|-------------|
| Fuel \$/gal                    | \$ 4.00     |
| Hr/Day                         | 8           |
| Heat Days                      | 150         |
| AC Days                        | 150         |
| Espar Airtronic G/Hr           | 0.04        |
| Espar Airtronic Maint \$/YR    | \$ 35.00    |
| Espar Airtronic Installed Cost | \$ 1,200.00 |
| Diesel Engine APU G/Hr         | 0.3         |
| Diesel Engine APU Maint \$/YR  | \$ 480.00   |
| Lifecycle Yrs                  | 4           |

| Operating Results                     | Hr/YR | Gal/Yr     | Fuel \$ YR         | Maint \$/YR      | Yearly Fuel and Maintenance Cost |
|---------------------------------------|-------|------------|--------------------|------------------|----------------------------------|
| Diesel Engine APU                     | 1200  | 360        | \$ 1,440.00        | \$ 480.00        | \$ 1,680.00                      |
| Espar Airtronic Heater                | 1200  | 48         | \$ 192.00          | \$ 35.00         | \$ 227.00                        |
| <b>Espar Airtronic Heater Savings</b> |       | <b>312</b> | <b>\$ 1,248.00</b> | <b>\$ 205.00</b> | <b>\$ 1,453.00</b>               |
| FOH Gain per day                      |       | 2.08       | \$ 8.32            | \$ 1.37          | \$ 9.69                          |

| Return On Investment            | Values |
|---------------------------------|--------|
| Espar Airtronic Breakeven Days  | 124    |
| Espar Airtronic Breakeven Years | 0.8    |
| Espar Airtronic Annual ROI      | 484%   |
| Espar Airtronic Lifecycle ROI   | 484%   |

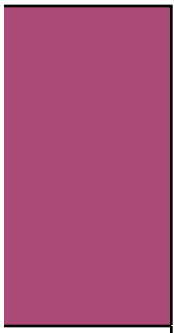
### Savings Earned by Espar Airtronic Heater



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Lifecycle  
Fuel and  
Maint Cost  
\$ 6,720.00  
\$ 908.00  
\$ 5,812.00

\$1,248



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