



CUSTOMER SUCCESS STORY

Terumo Medical Corporation
Elkton, Maryland

Jonathan Pusey
Project Manager

PRESCRIPTIVE PROGRAM

Improving Air Quality, Inside and Out

For over 50 years, Terumo Medical Corporation in Elkton, Md., has provided the best possible solutions to health care providers and their patients. Under its mission of “Contributing to Society through Healthcare,” Terumo’s products and services respond to the changing needs of today’s medical settings.

After partnering with Delmarva Power on multiple projects over the past five years, Terumo initiated two new phases of energy upgrades that are on track to save the company over 2 million kWh of energy. These upgrades have been completed, with savings realized in 2026.

The Opportunity

Like many medium-to-large sized companies, Terumo has made social and environmental commitments to reducing energy, CO2 emissions, and its global footprint through green initiatives. Replacing old heating, ventilation, and air-conditioning (HVAC) equipment and control systems offered energy savings, improved comfort and indoor air quality, enhanced safety, and reliability.

Savings at a Glance

Delmarva Power Prescriptive Program

The Terumo Medical Corporation upgraded its HVAC systems and much more.

Project Costs

\$46,000

Total project cost

\$134,398

Incentives paid

Estimated Annual Savings

463,000

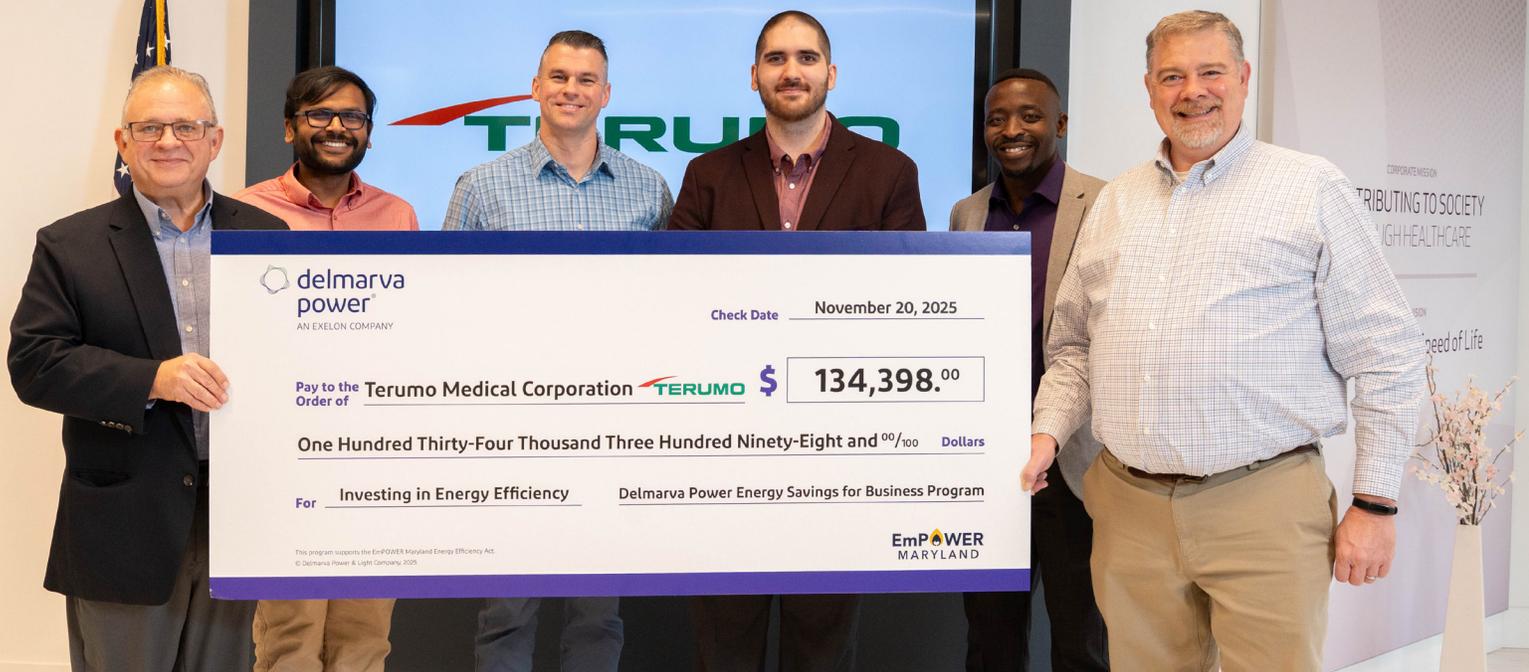
kWh per year

\$46,000

per year

“Our partnership with Delmarva Power helped us modernize decades-old HVAC systems without disrupting our 24/7 operations. The results are undeniable: improved indoor air quality, enhanced reliability, and significant energy savings that reduce both cost and carbon footprint.”

—Jonathan Pusey, Project Manager



The Upgrades

Phase One of the project focused on replacing three large air handlers that support administrative offices and production support areas. Thirty-five-year-old air handlers were replaced with new equipment that uses multiple fan arrays with electronically commutated motor controls.

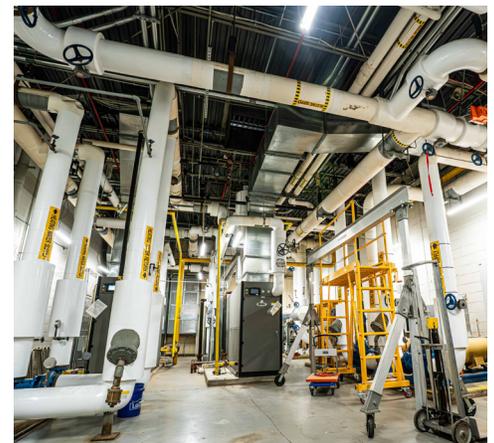
In Phase Two, two makeup air units (MAU) were installed for Terumo's manufacturing cleanroom HVAC systems. The MAU fans are controlled through the Building Automation System and variable frequency drives to maintain a predetermined airflow.

The Results

The new equipment reduced Terumo's energy usage and provided long-term savings for the business.

Get started now.

For more information, visit delmarva.com/Business or call **866-353-5799**.



Experience success firsthand.

Delmarva Power offers a variety of incentive programs to suit your needs, whether that's optimizing existing equipment and controls, or upgrading to new energy-saving equipment. Prescriptive incentives are available for lighting, HVAC systems, variable frequency drives, food service equipment, air compressors, and more. And for system optimization or large, complex projects, consider our Building Tune-up or Custom programs.

Offer valid for Delmarva Power commercial customers in Maryland only. EmPOWER programs can help you reduce your energy consumption and save you money. To learn more about EmPOWER and how you can participate, go to delmarva.com/SaveEnergy.

© Delmarva Power & Light Company, 2026

PCBT-10126

EmPOWER
MARYLAND