



# The Salvation Army

Southfield, Michigan



The Salvation Army Division Headquarters completes an energy-effective lighting project with MTI Lighting Specialists. MTI offered this lighting project with **no capital expenditure** and was completely funded through their energy savings.

In January, 2001, MTI Lighting Specialists implemented a professionally engineered lighting study and completed a lighting project for the Salvation Army Headquarters, Southfield, Michigan.



## Cleaning the Environment...

Energy-Effective Lighting and Pollution Prevention

At the Salvation Army, their energy-effective retrofit means that they will remove 9 cars permanently from the road / plant 18.49 acres of trees.

It will also remove:

- 135,000 pounds of CO<sub>2</sub> prevented per year
- 18,000 ounces of SO<sub>2</sub> prevented per year
- 8,100 ounces of NO<sub>x</sub> prevented per year

A GREAT IMPROVEMENT FOR OUR ENVIRONMENT!

BELOW: Major Loren E. Carter accepts a Certificate of Achievement completing Stage One of the EPA Energy Star Buildings program. Pictured with Major Carter is Bernard Antonelli representing MTI Lighting Specialists.



## RETROFIT AND MAINTENANCE PROGRAM

Major Carter takes advantage of MTI's R.A.M.P. program. MTI Lighting Specialists developed a unique program that is structured as a combination of a lighting system upgrade and an ongoing maintenance program to provide our customers with an all-inclusive worry-free lighting system.

## Lighting Upgrade Projects Deliver Savings and Value For Non-Profit Organizations

IT TAKES AN **ARMY** TO RUN THEIR MISSION!!!

The Salvation Army needed to find ways to cut overhead costs and still be able to operate normal business hours. By completing this professionally engineered lighting project, the Salvation Army will have a savings of \$48,483.18 annually. This means that they can house and feed an additional 13 people per day, annually!

## CASE STUDY

The Salvation Army Headquarters  
Southfield, Michigan

Over a Ten Year Period, the Salvation Army Southfield location will save over \$485,000. That's Not Bad, for an Energy Bill.

D	Total Number of Retrofits.....	1,246
E	Project Cost.....	\$105,205.00
T	Annual Energy Cost Savings Due to Reduced Lamp Wattage.....	\$37,494.22
A	Annual HVAC Energy Savings Due to Reduced Lamp Heat.....	\$9,944.16
I	Annual Maintenance Cost Savings Due to Reduced Lamp Changes.....	\$1,144.80
L	Total Annual Cost Savings.....	\$48,583.18
S	Monthly Energy Cost Savings Total.....	\$3,124.52
	*Return on Investment.....	25.99 months
	Projected 10 Year Energy Cost Savings.....	\$485,831.78
	Average Utility Cost per kWh.....	\$0.098
	Total Kilowatt Reduction.....	90
	<b>*Return on investment includes a 60 month worry-free maintenance program</b>	

As part of this project MTI completed these other locations:

Wayne Westland Corp, Pontiac Corp, Detroit Corp, Mount Clemens and The Denby Center