



## CUSTOMER SUCCESS STORIES

**KANDU INCORPORATED**  
HOLLAND, MICHIGAN



### PROJECT OVERVIEW

#### Details

T8 6-Lamp High Bays and  
Occupancy Sensors

#### Total Project Cost

\$25,965

#### Incentive

\$12,982 (50% Cap)

#### Estimated Annual Energy Savings

168,505 kWh

#### Estimated Annual Savings

\$13,480

### THE STORY

After discussing the Energy Smart program with their electrical contractor, Kandu Incorporated CEO Tom Vreeman opted to take advantage of the energy efficiency program's benefits. Not only were the prospects of long-term cost reduction and energy conservation attractive, but the available incentives made the installation of T8 6-Lamp High Bays and Occupancy Sensors a reality.

Once the project was initiated, Vreeman experienced no

obstacles and was pleased that it was smooth sailing from the installation process to the projected savings. In short, "the results were as planned" and "... to our satisfaction."

In fact, Vreeman describes how everyone on the team worked in harmony to bring the project to completion. "The electrical contractor assisted with the paperwork; the lighting supplier assisted with cost reductions and deliv-

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## THE STORY

*Continued from front.*

material; [and] the product was financed under a lease to own,” says Vreeman. The entire process was so positive, Vreeman says the company’s outlook on energy conservation and reductions have improved. In fact, they are currently looking into installing motion sensors throughout the plant, along with other opportunities.

The reaction within Kandu Incorporated has been doubly positive. “Employees have had a great response to the improved lighting,” which Vreeman adds, “...has improved morale and [...] the process flow.” In addition, the Kandu Incorporated leadership team is enjoying the utility savings. Especially considering those savings will pay back on the project cost in less than a year!

The Michigan Municipal **ENERGY SMART** Program is a portfolio of voluntary energy efficiency programs designed to assist residential, commercial and industrial electric customers in using energy more efficiently. In partnership with the Michigan Public Power Agency (MPPA) which is made up of the Holland Board of Public Works and nineteen other municipal utilities, Energy Smart programs provide rebates and incentives designed to encourage the implementation of energy efficient projects and the adoption of efficient behaviors. Technical assistance and financial incentives are available to eligible commercial and industrial customers. Residential program participants may be eligible for HVAC, lighting and ENERGY STAR® rebates, as well as refrigerator/ freezer turn-in services and recycling.

