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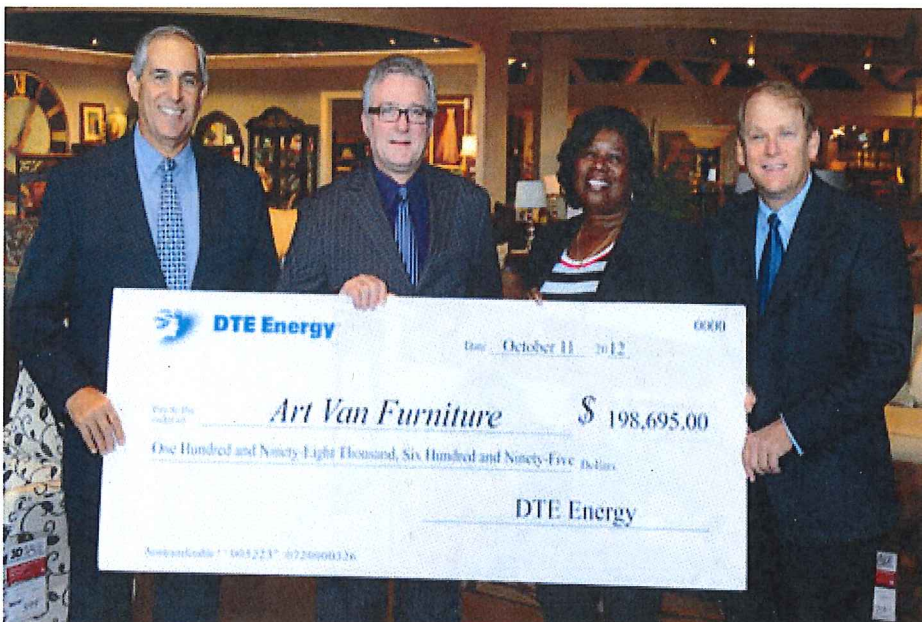
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Art Van Furniture wins spotlight for switching to LED lighting

By Sheila Nero
Photos by Dave Mitchell
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Ken Randazzo, manager, Energy Partnership; (left) Dave Winowicki, head of Property Management for Art Van Furniture; Yvette Johnson, manager, Major Accounts Services; and Gary Matthes, DTE principal account manager at the incentive check presentation at Art Van's headquarters in Warren, Mich.

Art Van Furniture recently received a DTE Energy incentive check for \$198,695 for replacing incandescent lighting with LED lights at 17 stores. The business's total energy consumption was reduced by an estimated 3.2 million kilowatt-hours per year. And more bright ideas are in store.

"Switching to LED is just a big savings for us all around," says **Dave Winowicki**, companywide manager, Property Management, Art Van Furniture. The total energy consumption reduction of an estimated 3.2 million kilowatt-hours per year equals over \$300,000 in savings annually.

"We even save on air conditioning because LED lights burn cooler. We used to get 250 degrees of heat from an incandescent bulb and now we get 83 degrees from an LED light. We don't have to turn on the air conditioning in our stores like we used to," Winowicki said.

The company, which has 34 stores in Michigan, replaced 40,000 bulbs total. The incentive check received in October reflects the total amount of 2012 incentives received by the 17 Art Van stores in DTE's service territory.

DTE Principal Account Manager **Gary Matthes** says, "We presented this cumulative ceremonial check to Art Van to celebrate and thank them for their energy efficiency efforts in 2012.

"Customers that install energy efficient equipment, such as LED lights, can benefit from our

program while reducing their carbon footprint," he added. "The total energy saved by Art Van is enough to operate approximately 40 percent of their headquarters in Warren or 440 homes per year, based on an average of 600 kWh per month."

Winowicki says more incentive checks will be earned because of projects under way. Art Van Furniture's future plans include these steps, among others:

- Exterior parking lot lights will be switched from high-pressure sodium to LED.
- Warehouses will be converted from high-bay fluorescent to LED.
- The neon-lit letters that spell the company's name will be converted to LED.
- Energy management systems, from lighting to heating and cooling, will be replaced with state-of-the art systems.

Proactive commercial use of LED

Winowicki credits Matthes with supporting Art Van's proactive conversion to LED.

"DTE does a great job of promoting the incentive program. I'm just shocked that more businesses don't take the time to participate in it," he says. "I mention to business people how easy it is to navigate the program, and how much we save. My trending reports based on kilowatt reduction alone were good, but the total energy bill savings was trending way higher than I ever anticipated. I just pulled another 60 days of reports and it's still continuing on that trend."

Winowicki is surprised that some businesses aren't planning ahead to comply with energy mandates. He adds, "By the time 2015 hits, we are not going to be able to buy standard incandescent light bulbs. It's inevitable."

DTE's Energy Efficiency Program goes beyond incentives. To learn more about DTE's energy efficiency offerings to businesses, [click here](#).

Winowicki says when the Warren, Mich.-based company opens stores in the Chicago market and Ohio market in 2013, those remodels will be designed to follow guidelines from Michigan. "In fact, we have already required a contractor at a future site to develop a fixture to handle our LED lighting needs," he says.



Gary Matthes, DTE principal account manager; (left) Ken Randazzo, manager, Energy Partnership; Dave Winowicki, head of Property Management for Art Van Furniture; and Yvette Johnson, manager, Major Accounts Services compare lighting at Art Van's headquarters in Warren, Mich.

On a green path

In May, Art Van Furniture won DTE's award for The Energy Savings Project of the Year reflecting conservation steps taken in 2011. It was presented to the company at the Annual Energy Conference and Exhibition, hosted by DTE and the Engineering Society of Detroit (ESD).

Winowicki said at the time, "Switching to LED gives us crisper, cleaner, brighter lighting, and longer lamp life, which equals far lower maintenance costs. We're doing something that is eco-friendly, saves the company money, and we won an award for doing it. You can't beat that."

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