



## Cummins Inc.

### Case Study

Cummins Inc., a Fortune 500 corporation that designs, manufactures, distributes and services engines, filtration, and power generation products, saw new LED lighting as an opportunity to maximize energy savings and enhance interior and exterior work environments for its Kansas City, MO, sales and service location.

#### The Project

Having worked with Energy Management Collaborative (EMC) on projects at other Cummins locations, the company saw this site as an opportunity to apply best practices and optimize the lighting in the facility's large maintenance bays, offices, warehouse, customer waiting room and building exterior.

Cummins had already identified the standard light levels it wanted to meet or exceed so work, especially the engine repair services performed at the site, could be conducted in the most effective and safe manner.

This was particularly important for service areas where large vehicles were repaired. Good light diffusion and non-glary lens fixtures were vital for mechanics who routinely faced the ceilings while doing engine work. Outside the facility, safety and security were vital to protecting expensive vehicles and equipment parked there before or after repair.

#### The Solution

Working with EMC, Cummins set about putting best practices into play. They looked at what had worked at its other locations, but also considered the unique needs of the Kansas City operations. The project had two main objectives: meeting project payback goals and exceeding light level requirements. The one condition: the work needed to be done with minimum work disruptions.

EMC identified product/incentives that were able to reduce project cost by \$13,285. By taking a vendor-neutral approach for product selection, EMC was able to design and identify new lighting to meet corporate specifications while optimizing work areas and safety throughout the facility. Lastly, EMC installation partners worked around the clock to quickly complete the project yet keep out of the way of the mechanics, office staff and customers at the busy location.

#### The Results

Attractive and bright across all areas, the Cummins Kansas City Sales and Service location now delivers \$22,730 in annual energy and HVAC savings, further enhancing the company's sustainability best practices playbook.

### Investment Summary

Project Cost

**\$111,906**

Incentives

**\$13,285**

Energy Savings

**\$20,201**

Maintenance Savings

**\$5,595**

HVAC Savings

**\$2,529**

Payback

**3.48 years**