

# KAMAX



With twelve international locations in Europe, North America, and Asia, KAMAX is a global player doing business with DTE Energy. They are a leading manufacturer of high-strength fasteners and specialize in complex cold-formed parts.

**“We are really happy with the partnership we created. Air Technologies brought in the expertise and know-how to evaluate the highest opportunities for efficiency and helped us develop a business case and return on our investment when also working with DTE’s incentives”.**

**- Thomas Wheeler**

## Case study

Known for their innovation and quality, KAMAX has made their commitment to the environment essential to doing business, always striving to optimize products and processes with targeted energy-saving measures. In many regards, their internal guidelines are often more strict than local codes and regulations.

Keeping this in mind, KAMAX has been a partner of DTE’s Energy Efficiency Program for Business since the program’s inception in 2009. Over the years KAMAX has completed several projects receiving almost \$250,000 in incentives, focusing on lighting and compressed air.

Their most recent project in compressed air is a benchmark for increasing energy efficiency, fine-tuning demand, and lowering their operating expenses. Thanks to the improvements on their compressed air system, KAMAX will have more precise control to further explore the management potential and efficiency they could achieve with their new system.

# DTE

Energy Efficiency Program for Business

# Project summary



For this compressed air project, KAMAX chose to partner with Air Technologies, North America's largest industrial solutions provider focused on compressor distribution and servicing. Working together, Air Technologies and KAMAX developed a solution that not only improved operational and equipment reliability but also reduced maintenance and purchase costs, replacing six less efficient models with four air compressors better suited to the demands and growth plan of the facility. Since the installation of the new compressors and the ManagAIR system, KAMAX has seen real energy savings over \$10,000 per month.

## Energy savings summary

The energy savings results of these measures are summarized as follows:

Measure description	Unit	Annual energy savings	Annual cost savings	Incentive received
Compressed air	kWh	2,984,669.54	\$328,313.64	\$149,233.48
Lighting retrofit	kWh	1,067,237.86	\$117,396.16	\$82,110.36

## About our program

The DTE Energy Efficiency Program for Business offers a comprehensive set of incentives for both electric and natural gas users designed to help you invest in energy efficient technologies. Here are three ways to save:

### Prescriptive

Prescriptive incentives are available for many common energy efficiency measures and typically average 20% to 50% of the incremental cost of the equipment or services provided. Incentives are based on predetermined energy savings.

### Custom

Custom incentives are offered for capital investment projects that are not eligible for a prescriptive incentive. Incentives are determined on a case-by-case basis and are paid per unit energy saved. Custom incentives are capped at 50% of project costs.

### New construction

New construction/major renovation incentives are available for new facilities, the renovation of existing facilities or a change of use project, such as converting a warehouse into an office complex. Incentives also are available for adding load.

\*Funds will be awarded on a first-come, first-served basis; program based on availability of funding and may end at any time; certain other conditions apply

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