

# ELS CASE STUDY

## FORKLIFT SYSTEMS, INC.

### QUICK FACTS

- **Project Name:** Forklift Systems LED Retrofit
- **Location:** Nashville, TN, & Birmingham, AL
- **Gross Square Footage:** ~54,000



### PROJECT DESCRIPTION

Forklift Systems has over 30 years experience serving companies with their material handling needs. They carry several lines of world class new forklift equipment, a special department devoted to used forklift trucks, a large fleet of rental forklift trucks, aerial lifts, industrial floor cleaning machines, utility vehicles, and rack systems.

They brought in Energy Lighting Services in 2011 to begin a study on retrofitting their lighting. They chose between LEDs and T8 fluorescents. While the LED project cost more, they still opted to go to the best technology available: LEDs. Why? Because the energy savings, utility incentives, and long-life of the bulbs just made more sense. The project at their corporate HQ in Nashville was such a success, they chose to retrofit their location in Birmingham as well.

Energy Lighting Services

### ENVIRONMENTAL IMPACT

This energy efficiency project created a very favorable environmental impact. Not only did they save \$25,448 per year, they reduced their carbon footprint as well. The comparable metrics are as follows:



**4,680 tree seedlings grown for 10 years**



**24 passenger vehicles driven for 1 year**



**40 tons of carbon dioxide gas**

### KEY PROJECT RESULTS

Total Cost w/o Incentives	Financial Incentives	Net Cost of Project	Projected Annual Savings	Simple Payback Period	Return on Investment
<b>\$75,256</b>	<b>\$38,494</b>	<b>\$36,762</b>	<b>\$25,448</b>	<b>17 months</b>	<b>69%</b>
Annual Energy Use			Annual Energy Reduction		
<b>Before Project: 206,642 kWh</b> <b>After Project: 96,960 kWh</b>			<b>72%</b>		