



The Detroit Thermal

VOICE

FOURTH QUARTER 2011

Company wins international recognition — again

Nearly three million square feet added or recommitted in 2010

Detroit Thermal has once again received international recognition for the extraordinary rate at which it added building space and signed long-term recommitment contracts in 2010.

The IDEA Bronze Award in the Most Total Square Footage Committed—North America category was presented to Detroit Thermal by the International District Energy Association (IDEA) at its annual conference, held this summer in Toronto. Despite the economic uncertainty that continues to grip the nation, nearly three million square feet of building space was added or committed, under long-term agreements, to Detroit Thermal's service system — growth that was topped only by the systems in Boston and New York. More than 800 district energy executives from around the world applauded Detroit Thermal's achievement.

"This honor reflects not only the hard work of our entire staff, but also the confidence we have earned with the Detroit business community," said Detroit Thermal President, Vic Koppang.

This is the second time in recent years that Detroit Thermal has received the Bronze Award. The company also won in 2009 when it realized similar gains in square footage during 2008.



Vic Koppang proudly displays the latest in Detroit Thermal's awards from the International District Energy Association.

Contributing to Detroit Thermal's ongoing success is new business from Blue Cross Blue Shield of Michigan, which returned to the district energy system after more than 30 years of maintaining its own steam generators. Another major project was the addition of the Detroit Medical Center Rehabilitation Institute of Michigan, which involved running 350 feet of new pipe from a feeder line into a building that had never used district energy before.

Detroit Thermal also benefitted from the signing of long-term renewal contracts for such landmark facilities as the McNamara Federal Building and the Levin federal courthouse.

"Interest in our service keeps growing as more people recognize district energy as a cost-effective, environmentally friendly, safe way to meet their heating needs," said Scott Barr, Detroit Thermal director of business development. "Our achievement in signing renewal contracts, winning back customers that had left the system and adding buildings that had not been designed for district energy points to the advantages Detroit Thermal brings to all types of facilities."

As the company grows and improves its own infrastructure, it contributes to the infrastructure of the city. A strong district energy system is an asset for existing businesses and for companies thinking of coming into the area.

Rob Thornton, president of the IDEA, praised Detroit Thermal. "Winning the Bronze Award is quite an achievement, especially given today's market conditions and the competition among energy systems across North America," Thornton said. "We commend Detroit Thermal for their continued effort and outstanding achievement." ●



detroit thermal

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The underground Detroit-Paris connection

Both rely on district energy systems fueled by municipal waste

At first glance, it might appear that there are not a lot of similarities between Detroit, Michigan; and Paris, France. Paris has the Eiffel Tower; Detroit has the Joe Louis Memorial arm-and-fist statue. Paris has napoleons; Detroit has paczkis. But look again.

Beneath the hustle and bustle of both cities lie growing district energy systems fueled in part by steam from municipal waste-to-energy plants.

Like Detroit Thermal, the Paris district heating system, Compagnie



Parisienne de Chauffage Urbain (CPCU), is a growing enterprise. It currently maintains a distribution system that covers about 265 miles and serves almost 6,000 buildings, comprising approximately 377 million square feet. As in Detroit, the CPCU system serves the most prestigious museums, the Louvre and Musée d’Orsay; the tallest skyscraper, the

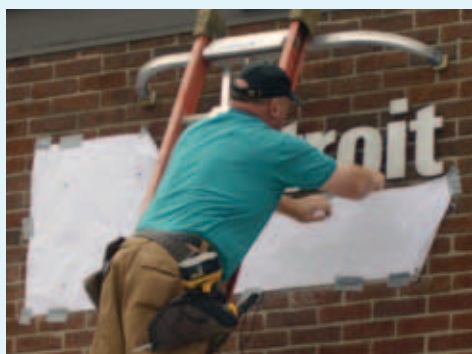


Tour Montparnasse; and numerous government buildings including the French National Assembly and Senate.

In fact, the Paris system is many times the size of the Detroit system (Paris has a population of well over two million and continues to grow at a rate of about five percent per year). But both systems are growing as more and more building owners and facility managers take advantage of the many benefits of district energy.

New sign identifies headquarters

Since the 1920s a large red brick building served as a beacon, marking the entrance to downtown Detroit. But the landmark building, at what is now



A member of the Lost Art Studio team installs letters spelling out Detroit Thermal.

the Chrysler Expressway entrance to downtown, kept its identity a secret.

Now the building, officially known as Detroit Thermal’s Beacon Heating Plant proudly displays the Detroit Thermal name and logo in custom-cut aluminum.

“The mortar and bricks are different than those used today. The installation required very careful placement and drilling,” said Alex Stchekine. Stchekine is the owner of Lost Art Studio that made and installed the sign. ●

Both cities also incorporate modern municipal waste-to-energy facilities in their generation programs. In Paris, the CPCU buys steam from three incineration plants. Here, Detroit Thermal uses steam produced at the Detroit Renewable Power plant, located at Russell and Ferry streets.

Detroit and Paris are very different cities with very different energy needs. But they are linked by history — it was a Frenchman, Antoine Laumet de Lamothe-Cadillac, who founded the settlement that has grown into present-day Detroit — as well as by their recognition of the many benefits of district energy and their use of waste-to-energy steam generation. ●

SAFETY CORNER

Seabee brings home gift for colleagues

Flag is 'a token of my appreciation'

When Navy Seabee Matt Howard, operations chief of Naval Mobile Construction Battalion 26, recently returned from Kandahar, Afghanistan, he brought a special gift to his colleagues at Detroit Thermal — an American flag that was flown over the base during Howard's deployment.

"Detroit Thermal has been very supportive of my career in the Navy, and I want the company to have the flag, which was flown over the Seabee compound in Kandahar, as a token of my appreciation," Howard said.

Howard, an electrical instrumentation technician at Detroit Thermal, has been with the company for eight years. He has been in the Navy 19 years, including six years on active duty and almost 13 years in the reserves. He has been sent to the Mideast four times and recently returned from a one-year deployment that included eight months in Afghanistan.



Matt Howard presented the flag and a Certificate of Authenticity to Vic Koppang.

"Operations is the backbone of a battalion," Howard said, explaining that as senior operations chief he was in charge of construction, combat movement and contingencies for 587 people and more than 600 pieces of equipment.

"We will display this flag proudly," Vic Koppang said. "We are pleased and humbled that Matt has honored us with this gift and very thankful that he has returned home safely." ●

Company offers free hepatitis A vaccinations

Attention to safety is part of the culture at Detroit Thermal. The company recently expanded its efforts in this area through an innovative program that offers free hepatitis A vaccinations to employees.

"Individuals who work in manholes and tunnels under the street may come in contact with unclean conditions that might expose them to illness," explained Sandra Kirsten, owner of The Safety Equation, who has been engaged by Detroit Thermal to design and implement new safety programs. "There have been no incidents of hepatitis A, and the company took this extra step to be sure that there never is one."

It takes three inoculations, scheduled 30 days apart, to provide protection. A small clinic was set up in the office area of Beacon, and an on-site medical services company was hired to administer the vaccinations. More than 20 employees took advantage of the voluntary program.

"Preventing illness is part of working safe," Kirsten said. "It is part of Detroit Thermal's STEP — Safety Takes Every Person — program." ●

Listen for the sound of the steam whistle



Detroit Lions fans hope to hear the Detroit Thermal steam whistle often during this football season. The whistle signals a score by the Lions and introduces the Scoring Run Recap. Listen for the whistle, watch the recap sponsored by Detroit Thermal and cheer for the Lions. ●

Avoid steam plumes

Never walk through a steam plume or on a manhole cover that is leaking steam. The plume may be hot. Avoid the plume and call (313) 963-3707 to report its location. Steam plumes may be caused by a steam leak or by water leaking underground and hitting a hot steam line. ●

Prepare in autumn for the first cold gusts of winter

An ounce of prevention is a good investment

A careful check of steam equipment in the fall can help prevent problems during the height of the heating season.

“Too often customers that turn off their steam systems for the summer expect that they will be able to open the valve in the fall and all parts of the system will operate properly,” said Nick Razo, Detroit Thermal distribution planning

and metering supervisor. “Often that is the case, but it’s a good practice to check all parts of the system and make sure all controls work before it needs to be used heavily.”

Razo urges customers to take a few simple steps before the steam goes on:

- Check control valves.
- Clean coils.
- Change or clean air filters.
- Check thermostats.
- Check the clock that controls day-night operation (and check it again after the change from daylight savings to standard time).

As soon as the steam system is restarted:

- Make sure all necessary valves are open.
- Check radiators; make sure tops are clear of books, papers and other objects.
- Check steam pressure regulator — steam should enter a trap at a pressure of 15 psi.
- Check traps. If the line downstream from a trap is steam-hot, the trap is not working properly.
- Listen — the system should operate quietly. ●

A Detroit Renewable Energy LLC Company



Detroit Thermal provides safe, reliable, cost-effective heating services to more than 140 buildings in the city's central business district. Detroit Thermal is a Detroit Renewable Energy LLC company.

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