



# Indoor LED Conversion

## Justice Stores

### Executive Summary

Loeb Electric provided the complete solution and converted over 800 Justice retail stores to LED lighting, saving the company over \$1.8M a year and over \$325K in rebates—all in a six-month time frame.

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### THE RESULTS\*

Net Cost ..... **\$2,975,246**  
 Incentives ..... **\$326,744**  
**1.4 Year Payback**

**76% Energy Cost Savings**  
 Total Savings: (includes maintenance and energy)  
 Monthly ..... **\$156,585**  
 1 Year ..... **\$1,879,020**  
 10 Years ..... **\$15,968,410**

Net Present Value ... **\$11,725,941**  
 Internal Return Rate ..... **99.90%**

*\*Calculations are estimates based on registered data prior to project inception. Fixtures are Energy Star rated.*

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### About the Client

Justice is the largest tween specialty retailer in the world. Providing fashion, merchandise and accessories for tween girls ages 6-12. Justice operates more than 800 stores throughout the United States and Canada, along with an international presence in Asia, Mexico, Latin America, and the Middle East.

### The Challenges

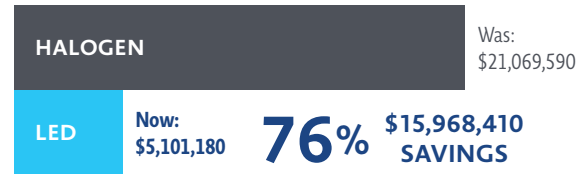
Justice wanted to make the switch to LED lighting and gain substantial savings in the maintenance and operation of its fleet of more than 800 stores.

“We knew there was an opportunity to switch to LED lamps. Doing it in a way that would keep our store teams happy and maximize the financial benefits was a challenge. And we were given a mandate to complete everything within six months. That’s a tall order,” said Glen Hanson, Vice President of Store Planning, Design, and Construction at Justice.

Like most retailers, Justice was not equipped to undertake the complex transition. The project

## Energy Savings Comparison

10 year cost\*



\*Based on listed data.

consisted of replacing their PAR30 lamps, and the volume of work was staggering: specifying a product, analyzing stores, assessing financials, procuring the product, coordinating installation, and administering the rebate process for 80,000 lamps in over 800 locations in every region of the United States!

### The Solution

Loeb Electric was chosen to manage the project because of its experience in overseeing projects of this magnitude. By offering a complete solution that included consulting, distributing, financing, installing, and administering the rebate process, Loeb Electric was able to put Justice on the fast track to financial savings, which included over \$325K in rebates!

## PRODUCT INFO



- Old product: 50 watt halogen PAR30
- New product: Philips EnduraLED 13 watt PAR30 (right)



PAR30 LED technology offers precise light control while providing huge energy savings.

To see how Loeb Electric can help you meet your goals, contact a Sales Representative at **800.533.9271** or visit **LoebElectric.com**.