

Scott-McRae Automotive Group

Jacksonville, Florida



PROJECT DESCRIPTION

Installation of LED lighting and power conservation controls at two dealership locations

PROJECT COST

~\$350,000

COMPLETION DATE

Spring 2015

ANNUAL SAVINGS

More than \$120,000

ROI

Less than 2.5 years (including rebate)

THE CHALLENGE

The Scott-McCrae Automotive Group had decided to install LED lighting and energy conservation controls at its dealerships. The economic argument was irrefutable. Profit margins are tight in the retail automotive business—two to three percent. And with a significant monthly electric bill, the dealership knew that any reduction in energy use would contribute significantly to company's financial performance.

The Group had already received project proposals from multiple lighting providers. But questions about LED lighting not meeting performance expectations remained a nagging concern. "Which lighting/energy solutions provider could provide the expertise needed to ensure a successful project?" That was the key question facing the dealership.



THE TENZING SOLUTION

Tenzing Energy Solutions worked closely with the dealership to maximize value by finding the best possible combination of quality and price. They conducted ongoing negotiations with multiple vendors to achieve significant discounts on the LED lighting. Then, to ensure quality, Tenzing obtained a 10-year warranty on the lighting, protecting the dealership's investment.

In addition to the LED lighting, Tenzing also installed Autani active controls that provide management of lighting levels based on time of day, motion, occupancy and the amount of natural light. The system is remotely accessible 24/7 through a secure web portal. Programmable thermostats provide additional savings, and the project reduced the number of fixtures by 50 percent.

SYSTEM FEATURES

- 10-year Warranty on LED Lighting
- Programmable Thermostats
- Autani Active Controls for Lighting and HVAC
- Energy Monitoring and Reporting
- Secure, Remote Access
- Configurable Email Alerts
- No Annual Fees (complete ownership by client)

THE RESULTS

The project is generating annual savings of more than \$120,000, paying for itself in less than 2.5 years, with those savings then going directly to the dealership's bottom line.

The LED lighting also provides a brighter, more attractive appearance to the dealership, increasing lumens to showcase the dealership's automobiles in the best possible light, an important feature during the car-buying process.

