



# Reduce Energy Use in Leased Spaces

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# Outline

- About Lennox
- Why reduce energy use in leased spaces?
- LED lighting opportunity

# About Lennox

2014 Revenue = \$3.4B



INNOVATION *meets*  
RESPONSIBILITY

## Residential Heating & Cooling



## Commercial Heating & Cooling



## Refrigeration

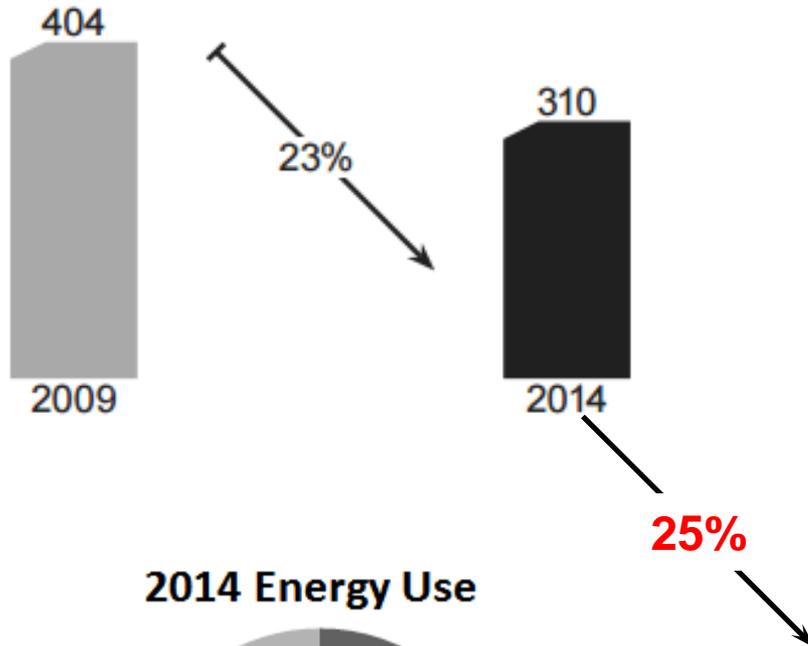


# Why reduce energy use in leased spaces?

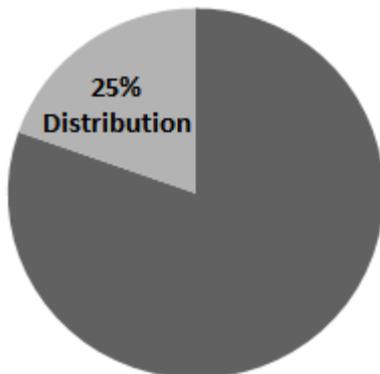


INNOVATION *meets*  
RESPONSIBILITY

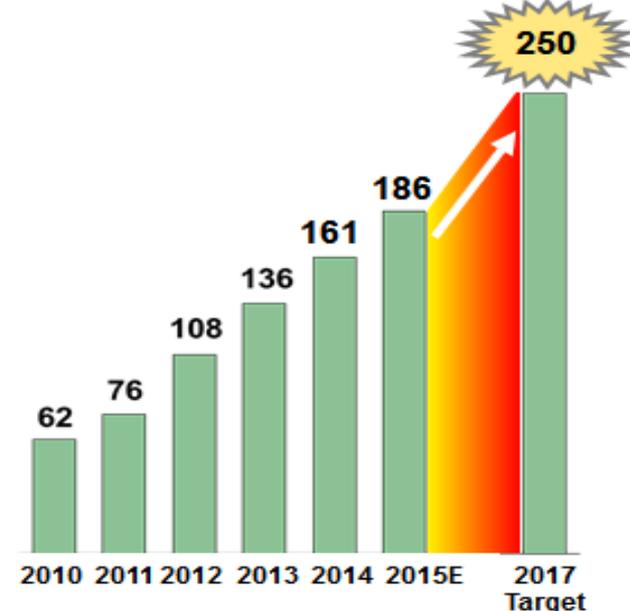
**Energy Use**  
(Gigajoules per \$million in revenue)



**2014 Energy Use**



**Number of PartsPlus Stores**



# LED Lighting Opportunity

50% Site Energy Use



INNOVATION *meets*  
RESPONSIBILITY

	Leased Spaces	Manufacturing
Project Economics	Rebates + <u>Landlord Contribution</u>	Rebates
Electricity Rate	12 cents	8.5 cents
Light levels	More variability	
Energy Use Benchmarks	Energy Star	-

## Results:

650,000 KWH savings

7 projects

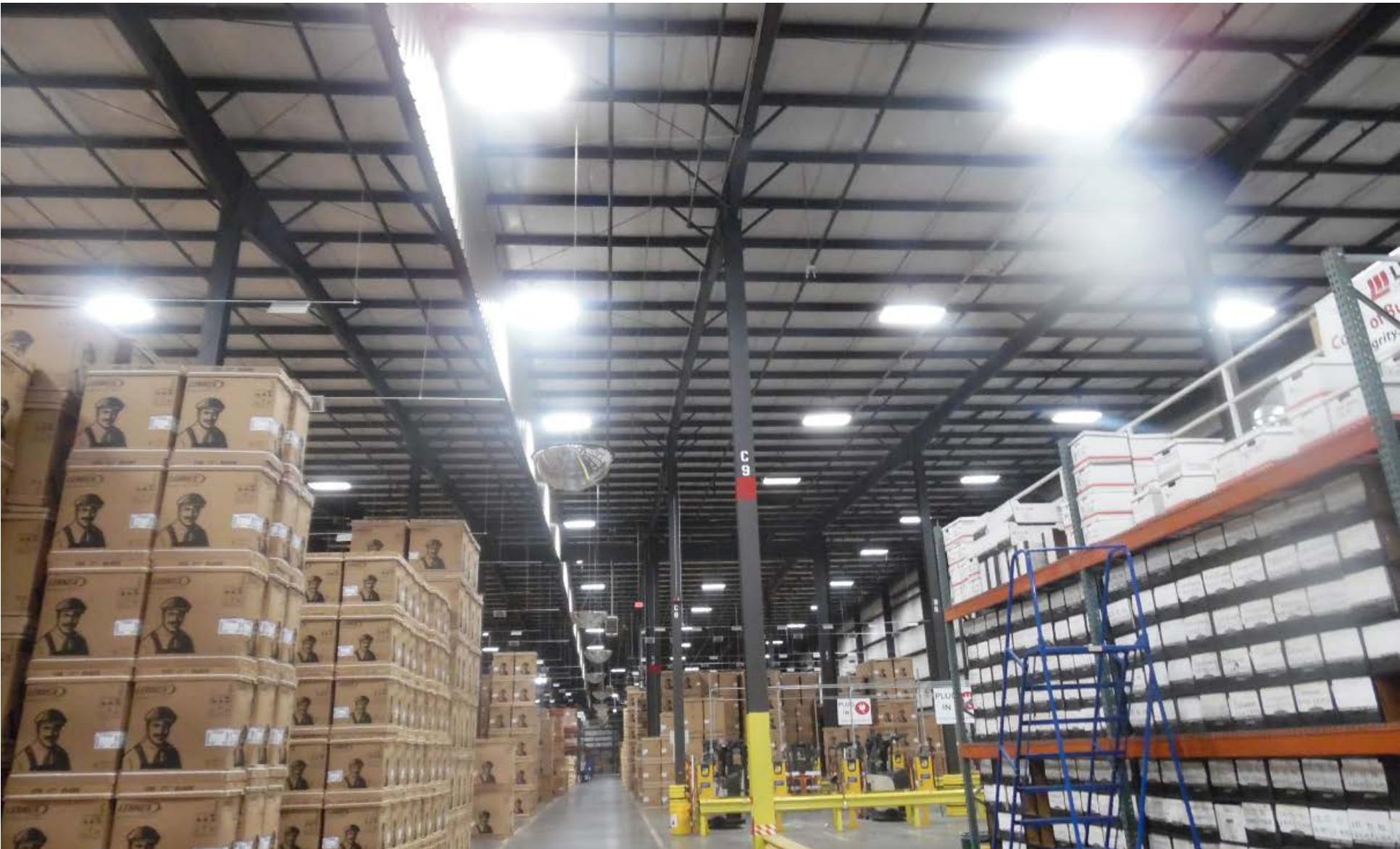
5 locations



# Houston Warehouse (New Construction)



# Warehouse (Retrofit)



# LED Approach

**Top Management Engagement**

**Real Estate Engagement Upfront**

**Opportunities bubble-up**

**GE partnership**

# Choices and Products



GE/Albeo  
ABV1



Lithonia  
IBH



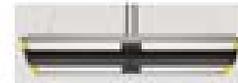
Lithonia  
IBL



Cree CXB



Cree Edge



Big Ass Lighting



Philips FBX

- Lowest installation cost
- No rewiring
- Limited dimming
- Reduced system efficacy
- Limited temperature rating
- Life dependent on LED tube and existing ballast

