



## HUDSON BAY CORPORATION

Throughout Canada

When HBC needed 600,000 T8 fluorescent bulbs replaced with new LED T8 fluorescent bulbs throughout their stores. They turned to FSG to get the job done.

**Contract Type**  
Lighting Retrofit

**Contract Amount**  
\$9,772,000

**Payback**  
11 months

**Return on Investment**  
91% ROI

**10 Year Positive Cash Flow**  
Over \$100,000,000

**Annual Energy Savings**  
\$8,000,000

**Annual HVAC Savings**  
\$1,500,000

### CHALLENGE

In addition to our status as a premier provider of lighting and electrical solutions for facility management challenges, Facility Solutions Group (FSG) is also an expert at "national accounts" projects. These projects cover dozens or hundreds of sites across a huge geographic area, and are rolled-out on a massive scale. One such project was our work for Canada's Hudson Bay Company (HBC), who tasked FSG with replacing over 600,000 T8 fluorescent bulbs with new LED T8 fluorescent bulbs throughout their stores. These lamps were located in all sales floor areas, coves, back of house, and more.

### SOLUTION

This was a true turnkey national account project, covering some 250 HBC locations. Our experts performed all phases of this undertaking, from product procurement and warehousing, to installation, project management, and rebate administration. Some of the products used in this project included substitute lamps from Sylvania, CFL replacement LED lamps from Lunera, and Green Creative Biax LED replacement lamps. FSG met the challenging timeline requested by the customer, and was able to exceed expectations in several key areas. For example, our experts found additional opportunities for saving energy by incorporating efficient lighting technologies in this project, and we used our extensive rebate administration abilities to secure incentives from the utility companies that serve HBC stores. A final advantage that FSG was able to provide in the solution to this project was the use of our online dashboard system. By enabling the customer to know in real-time the status of work at each location, these dashboards made it possible to truly bring a hands-on approach to project management.

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