



Building Community

# JEA ELECTRIFICATION AND BUSINESS REBATES PROGRAMS

## CASE STUDY: JET SALES SOLUTIONS



### JET SALES SOLUTIONS WORKS TOWARD SUSTAINABILITY GOAL WITH THE HELP OF REBATE PROGRAMS

JET Sales Solutions is a Florida-based specialty distributor of packaging supplies, janitorial and safety supplies, labels and equipment to a diverse customer base, including Bass Pro Shops, Cabela's and Publix. The company also provides screen printing, a service that requires a clean environment to conduct – something that JET Sales has struggled with due to the use of propane-powered warehouse equipment in other parts of its business.

Founded in 2015, JET Sales now has two leased locations and has set a company goal of becoming a green business. Working with their leasing company, JET Sales decided to participate in JEA's Electrification Rebate Program and Business Rebates Program to meet their goal and become an eco-friendly business.

"We want to be a responsible steward of the environment, but efficiency upgrades to our operation must also make financial sense," said Jason Bean, CEO and President of JET Sales Solutions. "JEA's rebate programs helped us make the business case."

### RESULTS

With the help of the Electrification Rebate Program, JET Sales replaced one of their propane-powered forklifts with an all-electric version. Due to the change to electric, the JET Sales facility now has notably less soot in the warehouse, resulting in easier housekeeping, better air quality for their employees and lower equipment maintenance costs.

"JEA's outreach team has been instrumental in our decision-making process," Jason said. "Their staff assisted our team in understanding the full financial and environmental benefits of moving from LP forklifts to electric. The program was such a success we have continued working with them to make additional upgrades."

JET Sales also took advantage of JEA's Business Rebates Program to make water and lighting efficiency upgrades throughout their facility. They worked with their property manager to develop a plan for sharing upgrade costs, making the energy upgrades a win-win for both businesses. The business rebates helped cover the cost of replacing 50 metal halides, adding 22 occupancy sensors and upgrading to seven efficient toilets and six sink faucets. The results of these upgrades have yielded better visibility and a cooler warehouse for employees, as well as an average savings of \$200 per month on their utility bill.

### EQUIPMENT UPGRADES AND SAVINGS

**Business:**  
JET Sales Solutions

### ELECTRIFICATION REBATES

**Equipment:**  
1 forklift (purchased)

**Savings:**  
\$9,560 annual total cost ownership

### BUSINESS REBATES

**Lighting Equipment:**  
50 metal halides,  
22 occupancy sensors

**Savings:**  
55,456 kWh

**Water Equipment:**  
7 toilets, 6 faucets

**Savings:**  
1,078 GPD

## CASE STUDY: JET SALES SOLUTIONS

### JET Sales Solutions Works Toward Sustainability Goal with the Help of Multiple JEA Rebate Programs

#### MAKING A BIG IMPACT: ENVIRONMENTAL IMPACT OF JET SALES SOLUTIONS' UPGRADES

For perspective, the savings JET Sales experienced is equivalent to the following:



**36,379**  
GALLONS OF GASOLINE consumed



**41**  
HOMES' ENERGY use for one year



**5,346**  
TREE SEEDLINGS grown for 10 years



**71**  
MILES DRIVEN by gasoline-powered cars for one year



**31,759**  
GALLONS OF DIESEL consumed



**12,254**  
INCANDESCENT LAMPS switched to LEDs



**13,994**  
TRASH BAGS of waste recycled instead of landfilled



#### 3 REASONS TO SWITCH TO ELECTRIC EQUIPMENT:

- Electric-powered equipment features up to 90% fewer moving parts than internal combustion-powered engines, resulting in lower maintenance costs.
- Making the switch can help you reduce fuel costs by up to 70% and decrease exposure to more volatile fossil fuel prices.
- Electrotechnologies produce zero site emissions. They do not add NOx, particulates, hydrocarbons or carbon monoxide into the air of your work areas.

#### 3 BENEFITS TO ENERGY AND WATER EFFICIENCY UPGRADES:

- Efficient technologies reduce your energy and water use and minimize costs.
- Investments in energy and water efficiency reduce both greenhouse gas emissions and water waste, which helps the environment and your local community.
- Energy- and water-efficient equipment can streamline operations, enhancing workplace productivity and employee comfort.