



For Immediate Release

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Maryland Based Jack Stone Lighting & Electrical wins Federal Realty Investment Trust bid for Major LED Parking Lot Lighting Conversion Project, Sees Major Change in Lighting Service Business

Jack Stone Lighting & Electrical (JSL&E), a 3rd generation Landover, MD business, has provided commercial parking lot lighting services to the DC area for 80 years. “The relatively recent perfection of long lasting commercial LED fixtures, which consume 75% less energy than what they are replacing, has put our maintenance based business model at risk of becoming obsolete”, says Trevor Stone, President of JSL&E. “It’s inevitable that monthly lighting maintenance will become a part of our inefficient energy past. We are better served to proactively position ourselves in line with the future of lighting.” JSL&E has acquired Starus Lighting, a Maryland based design, manufacturer and factory direct seller of STARUSTM brand commercial LED lighting fixtures. Together, they aim to take the lead on being the area’s largest provider and installer of energy efficient LED fixtures. The partnership of JSL&E and Starus Lighting, provides for a valuable advantage that is in high demand as first time LED customers convert to LED fixtures. They are also offering the areas’ first ever full parts and labor 5 year warranty.

Major Conversion Contract: Federal Realty Investment Trust has contracted to convert 388 of their 1000-watt parking lot fixtures to STARUSTM 250-watt LED fixtures across all six of their Rockville Pike properties in Montgomery County. This conversion provides an annual energy savings of 1.5 million kw/hours, equivalent to the power used in roughly 300 single-family homes over the course of a year. This conversion is in keeping with Federal’s Green BoxTM (www.federalrealty.com/about/corporate-social-responsibility/) pledge to reduce energy consumption. JSL&E, also committed to green practices, will recycle all metal housings removed during the conversion project as well as properly dispose of the mercury-filled metal halide bulbs. LEDs in contrast, are an environmentally friendly light source.

EmPOWER Maryland Initiative gets bump: Governor Martin O’Malley’s energy saving initiative, EmPOWER Maryland, which aims to decrease energy use in Maryland 15% by 2015, along with partner PEPCO through the C&I Energy Savings Program, helps make this transaction feasible for Federal Realty and other companies by offering generous rebate dollars as incentives for conversions from traditional lighting sources to LED fixtures. “This program acts as a real catalyst by promoting and supporting meaningful business change”, says Chris Brown from Federal Realty.

Low Income Household Assistance: As a part of their community outreach program, Starus Lighting has pledged to donate (1,000) 75-watt equivalent LED bulbs to Habitat for Humanity ReStores®. Simply converting (25) incandescent bulbs to LEDs, a single household can save up to \$500/year in energy costs. However, many households are unable to make the roughly \$300 investment to buy and switch out traditional bulbs with costly LEDs, Starus Lighting will assist those families with its pledged donations.

Jack Stone Lighting & Electrical, formed in 1932, is a commercial lighting and electrical service business operating as a wholly owned division of Jack Stone Sign Co., Inc. We are advancing the adoption rate of high-powered LED fixtures by providing factory direct fixtures to end users.
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