

SUCCESS STORY

Justrite | Construction | Outdoor Cabinets



\$150k Cabinet Upgrade

Outdoor Cabinet Trial Replaces
Short-Life Indoor Solution

IMPACT SNAPSHOT

- Outdoor cabinet trial launched with major general contractor
- Replaced indoor cabinets lasting only 12–18 months
- Expected service life increased to 5–10 years
- Repeatable opportunity for outdoor applications

KEY QUESTIONS

- Are any indoor cabinets installed outdoors?
- How often are those cabinets replaced?
- What environmental conditions are causing failures?
- Would a longer-life solution reduce maintenance costs?

PROBLEM

Indoor cabinets weren't built for outdoor environments

- Indoor cabinets installed outdoors
- Existing cabinets lasted only 12–18 months
- Frequent replacement increased maintenance
- Better long-term solution needed

PLAN

Recommend a purpose-built outdoor cabinet

- Review the outdoor application
- Recommend a weather-resistant cabinet
- Validate performance through a field trial
- Demonstrate long-term value

SOLUTION

Provide a cabinet built for outdoor conditions

- Improved durability in outdoor environments
- Reduced replacement frequency
- Supported long-term asset protection
- Trial demonstrated expected performance

REPEAT

Look for indoor products being used outdoors

- Ask where cabinets are installed
- Look for premature product failure
- Target outdoor construction projects
- Recommend products designed for the environment