



## WAL-MART

Nationwide



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### Owner

Wal Mart

### Contract Type

Lighting

### Contract Amount

\$25,000,000

### Electrical Contractor

FSG

## CHALLENGE

Wal-Mart is recognized as a leader in sustainable store design. When they determined to retrofit their stores to T8 lamps and electronic ballasts, they turned to FSG for a turnkey solution. This project would involve audits, design, procurement, installation, and rebate management.

## SOLUTION

By upgrading to T8 lighting systems, Wal-Mart reduced the electrical load at their stores by some 15 to 20%. FSG teams upgraded 474 Wal-Mart locations in just over 12 months. The project produced \$20 million in savings in the first year alone, and was able to produce a payback time of 1.2 years. To facilitate such a quick return on investment, FSG obtained and managed a utility rebate program that reduced the cost of the project by some \$3 million.

