



NORDSTROM

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Nationwide

LIGHTING CASE STUDY

Nordstrom tasked FSG with standardizing its lighting data and created a lighting plan for the retail chain.

NORDSTROM

CHALLENGE

Nordstrom's lighting category was overcomplicated and inconsistent. It lacked standardization, a trustworthy distribution partner, timely material delivery, and consistent pricing. FSG was given Nordstrom's data to analyze and standardize their lighting across their many retail locations across North America.

SOLUTION

FSG analyzed the data and was able to decrease their SKU count. From there, FSG registered Nordstrom as a National Account across multiple manufacturers and leveraged our buying power to negotiate competitive pricing. Lastly, to mitigate material delivery delays, a usage report is regularly run to determine Nordstrom's highest utilized items to ensure those are readily available in our warehouse for quick shipment.

RESULT

Nordstrom's SKU count decreased by 85%. Lighting retrofit projects across North America have resulted in energy savings for Nordstrom's operation. The partnership between the retail chain and FSG has continued to grow to include a lamp stocking program, utility rebate management, service & maintenance program for lighting, electrical, and signage, and controls projects. In the end, all of these programs have helped Nordstrom save time and money.

Owner

Nordstrom

Contract Type

Lighting

Electrical Contractor

Facility Solutions Group

