

# They've Seen the Light

**Associates across the country are helping change the way we think about energy use.**

As the fresh produce area manager at Store 1287 in Burlington, N.C., Darrell Myers knew all about Personal Sustainability Project (PSP). In fact, his PSP—"to turn off faucets and save energy"—had led him to change all the lightbulbs in his home in Burlington to squiggly compact fluorescent lights (CFLs). At the same time, he'd also begun a rigorous recycling program for his family, where there had never been one before. The changes were having a positive impact on his life (particularly on his wallet). But it was while sitting in the break room one day, looking at the vending machines, that Darrell thought of his PSP and had a particularly bright idea.



**Darrell Myers, of Store 1287 in Burlington, N.C., removed some unneeded lights and shared the idea. Now, that idea is saving the company \$1 million a year.**

"Those lights in the soda machines were burning 24 hours a day, seven days a week, 365 days a year," Darrell recalls. "It was overkill; they weren't doing any good to anyone. So I thought, *Why can't we just remove the fluorescent lights inside?*"

Knowing that the company was interested in hearing about energy-saving ideas from associates, Darrell took action. He wrote an e-mail to the Home Office, and to his delight, a mere two weeks later his idea became company policy.



"I heard back that just the one act of removing those lights from every Wal-Mart lounge in the country would save the company over \$1 million," says Darrell. "Just a little idea means a whole lot of savings when you multiply it across the whole country."

But Darrell's idea did more than multiply. It created a ripple effect; soon, associates in other parts of the country were having bright ideas of their own.

### **"Check Out" This Change**

Several months later in Saginaw, Mich., associate Jennifer Ciaciuch left a meeting in Store 5097 where her manager, Joe Smith, asked for suggestions about saving energy.

As a customer service manager, Jennifer's job was to support the cashiers and help keep customer transactions flowing smoothly. One task she was frequently repeating was changing the lightbulbs on the poles at open registers.

"Those bulbs were constantly going out," recalls Jennifer. "I was always having to replace them." But after hearing about the new vending machine policy, she asked her manager, "Why can't we do something with these lights in the checkout poles, like they did with the vending machines? Can we change them to those compact squiggly ones?"

When her manager sent Jennifer's idea to the Home Office, it was met with great enthusiasm. As it turns out, that one little suggestion—once implemented company wide—will save Wal-Mart as much as \$2 million annually, in addition to the time savings from not having to constantly replace the bulbs.

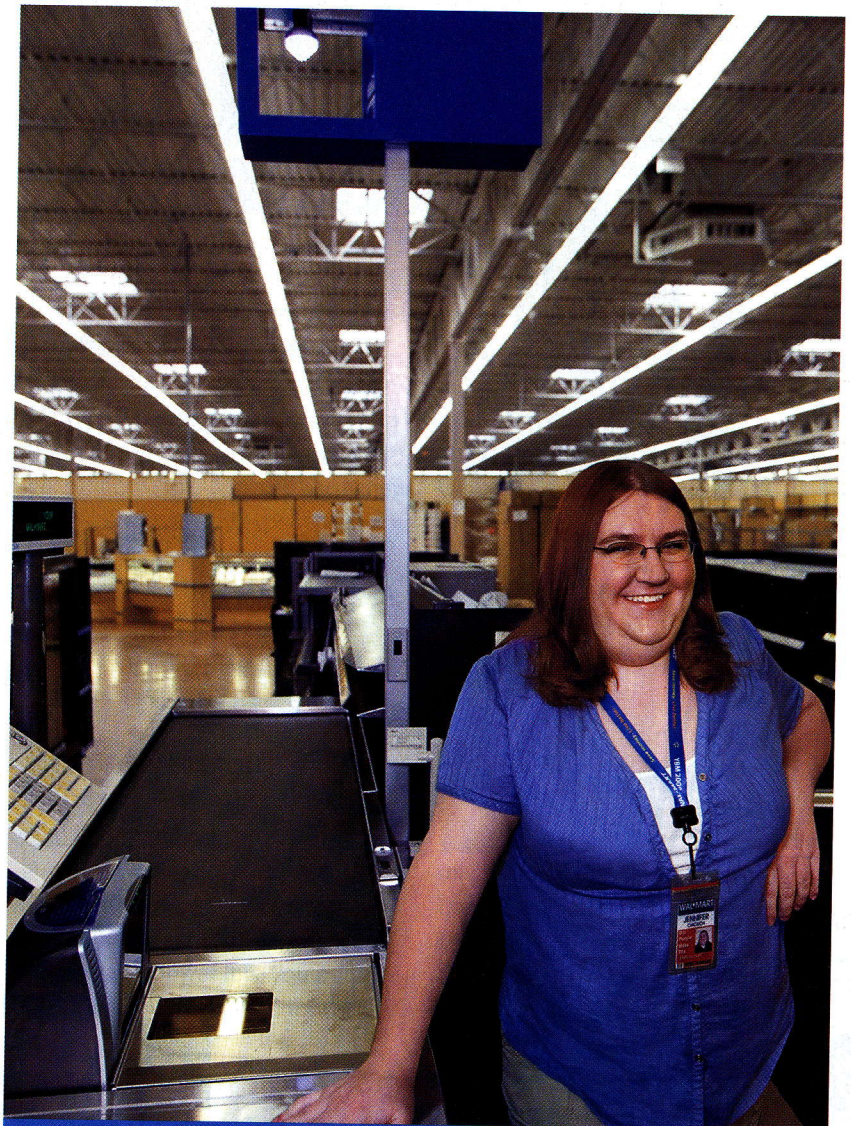
"I just thought to myself, *If we are pushing CFLs to our customers, why*

*not use them in Wal-Mart, so that Wal-Mart can save, too?*" says Jennifer, who was recently promoted to field project supervisor.

### **CFL...for Free!**

In chilly Butte, Mont., training coordinator at Store 1901 Jim Bellandi had an innovative idea that helped Wal-Mart reach its goal of selling over 100 million CFL bulbs.

After participating in PSP training and learning about energy conservation, Jim became a true believer in using CFLs. He was surprised at how much money he was saving each month by simply replacing the bulbs in his home with CFLs and insulating his windows. Knowing that he was saving over \$400 on his yearly energy bill, Jim had a hard time watching Wal-Mart shoppers purchase



Field project supervisor Jennifer Ciaciuch suggested switching the register lights to CFLs.





## PSP Is Taking Off

*Your hard work  
is making a  
positive change.*

Over the last two years, associates have turned the Personal Sustainability Project (PSP) into a phenomenon of positive change. And the impact is still growing.

"PSP has really taken off at our store," says Jim Bellandi, training coordinator/PSP lead team captain of Store 1901 in Butte, Mont. "Associates are getting involved because they see the difference that it makes."

And what a difference it is. If you don't believe it, all you have to do is look at the numbers.

Through PSP, associates have walked, biked, or swum a total of **1,109,421 miles**. And, collectively, associates have lost **184,415 pounds** through the PSP program. What's more, associates have recycled a total of **3,177,851 pounds of plastic**, thanks to PSP. And that's just a small sample of all that you have accomplished through this program. There's still more to come.

To learn more about the PSP program and find out how you can get involved, talk to your store manager or PSP captain.



Thanks to a partnership with a local utility, Jim Bellandi, of Store 1901 in Butte, Mont., helped his customers "see the light" of CFLs.


standard bulbs knowing they weren't getting the full energy savings that he was enjoying.

"It might cost people more when they first buy it," he says, "but they will save money in the long run. And I knew this firsthand from my experience."

Working with the energy provider in his area—Northwest Energy—Jim came up with a plan to help everyone "see the light" of CFLs. During one weekend, every customer who purchased a CFL from his store would receive a rebate form with which they could recover all the money they spent on the bulbs from the energy company. Because of Jim's idea, CFLs were virtually free to the customers of Store 1901 that weekend.

"The way I look at it is, you might not think about recycling now or

sustaining the planet. But if it's putting money back in your pocket and helps save energy, everyone wins," says Jim, who has since started other energy-awareness measures in his store. Recently, he created a showcase for earth-friendly products and helpful educational information. "Saving money for yourself or someone else, it's all good," says Jim.

Back in North Carolina, Darrell Myers feels the same way. On a recent trip to his hometown Wal-Mart of Danville, Va., with his children and his wife, the kids noticed the lights out on the vending machines. "It was neat," remembers Darrell, "to hear my wife say to my children, 'Look, kids, those lights are out on those machines because of your daddy.'" 

**"If it's putting money back in your pocket  
and helps save energy, everyone wins."**