

# Case Study



Village Discount

## Before

Most fixtures were inefficient T12  
Fluorescent Tube Lamps

## After

High efficiency T8 Fluorescent Tube Lamps  
from Philips cut kilowatt consumption in half  
for lighting

## The Company

Village Discount is a chain of thrift stores in Illinois, Indiana, and Ohio. They purchase used clothing items and display and sell them at their locations. National Retrofitting Group has retrofitted nine of their facilities with low wattage T8 fluorescent lights.

## The Challenges

- **Cost:** Company did not want to use capital expenditure monies to fund their lighting retrofit.
- **Look:** As Village Discount offers thousands of items in their stores, it was important that clothing was represented in the best lighting conditions possible.
- **Installation:** due to long hours of operation, executing the job without disrupting day to day operation meant working through the night and during off-hours

## The Results

After replacing 2,839 fixtures across 9 different locations, the savings were greater than we proposed. The lighting retrofit alone cut their electric bills by more than 50%, saving them thousands of dollars every month.

With the help of Extended Terms America's innovative finance solutions, Village Discount was able to pay over time, and experience their savings immediately at all of their locations.