

Saving Money and Energy with CFLs

Walmart believes being a profitable and efficient business goes hand-in-hand with being a good steward of the environment. We believe ALL families should have access to affordable, energy-efficient, and sustainable products, like light bulbs that can help reduce utility bills while also helping protect the environment, fruits and vegetables sourced from local farms, fresh seafood caught in a responsible way, clothes made from organic cotton, and forest and paper products that are safe for families, and are produced, packaged and delivered to our stores in an environmentally preferable way.

Why use CFLs?

We believe that compact fluorescent light bulbs (CFLs) save people time and money while protecting the environment. These highly efficient bulbs can be a worthwhile investment because they reduce energy consumption, drive down utility costs and last up to ten times longer than incandescent bulbs. CFLs are beneficial because:

- Light bulbs are in every home and business in America, and nearly 20 percent of all home electric costs in the U.S. come from lighting alone.*
- Switching one 60W incandescent bulb to a 13W ENERGYSTAR-qualified CFL can save about \$30 or more in electricity costs over the bulb's lifetime.*
- An ENERGYSTAR-qualified CFL uses about 75 percent less energy than standard incandescent bulbs and lasts up to 10 times longer.*
- With Walmart's and Sam's Club's everyday low prices, customers can potentially recoup the cost of a CFL in less than six months and see the savings for years to come.
- Installing a single CFL can prevent more than 690 lbs. of greenhouse gases from reaching the air, the equivalent of keeping more than 200 pounds of coal from being burned.*

How did Walmart achieve its goal to sell 100 million CFLs?

We surpassed our 100 million bulb goal by selling 137 million CFLs in 2007, due to a company-wide commitment to promote the energy-saving bulbs to associates and customers. As of June 2009, Walmart and Sam's Club in the U.S. have sold more than 260 million CFLs. We estimate during the life of these CFL bulbs, our customers will save more than 7 billion dollars on their electric bills. Our CFL commitment has included efforts to:

- Introduce a private label CFL at Walmart under the Great Value brand;
- Offer online orders at both www.walmart.com and www.samsclub.com;
- Increase shelf space, offer more selection and move bulbs to eye level for easiest access;
- Install interactive displays in select Walmart stores to allow customers to compare qualities and styles, and demonstrate the potential savings associated with each type of CFL;

Although the initial goal has been reached, Walmart is dedicated to its ongoing commitment to educate consumers about CFLs and other environmentally friendly products.

To read more about Wal-Mart's sustainability initiatives, visit walmartstores.com

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* According to www.energystar.gov