

## Case History

### Raymour & Flanigan Furniture

Headquarters: Liverpool, NY

#### The Company:

Now the 10th largest and 3rd fastest growing Conventional Furniture and Mattress Retailer in the U.S. according to Furniture Today, Raymour & Flanigan Furniture operates 86 locations in seven Northeastern states. Established in 1947, the company is headquartered in Liverpool, New York and was named "2007 Newsmaker of the Year" by Home Furnishings Business.

#### The Energy Saving Challenge:

Raymour & Flanigan had plans to install an energy saving lighting system at their Central Islip, NY Distribution Facility and were poised to take advantage of the lucrative rebate program offered by the Long Island Power Authority (LIPA) Utility Rebate Program. They first contacted SmartWatt to help them maximize the rebate opportunity and to design and install a retrofit. After realizing the savings, both in dollars and reduced carbon footprint, Raymour and Flanigan commissioned SmartWatt with projects at 15 other facilities across NY, PA, CT & NJ.

#### Savings:

Annual Energy Savings: \$531,534.00  
Annual Displaced Energy: 3,398,630.00 kWh  
KW Demand Savings: 541.18 KW  
Eligible EPC Act 2005 Tax Deduction: \$646,439.00

#### Rebate:

Combined Utility Rebate Programs for 15 facilities paid \$232,415.00

#### Environmental Impact:

These projects resulted in a reduction of pollutants equivalent to planting 747 acres of trees, removing 481 cars from the road each year or, saving 308,966 gallons of gasoline each year.



**Raymour & Flanigan Furniture  
Clearance Center  
Rochester, NY**

*Installation of an energy saving lighting program and occupancy sensors throughout 15 facilities such as this Clearance Center in Rochester, NY will help Raymour & Flanigan realize \$531,534 in annual energy costs.*

#### Corporate Offices:

SmartWatt Energy Services  
12 Corporate Drive  
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#### Rochester Offices:

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#### Westchester Offices:

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