

Power Smart Product Incentive Program Success Story



SANDMANHOTELGROUP



Sandman Hotel Group The Story

For Northland Properties it made good financial sense to begin energy saving projects at 12 of their Sandman sites – and the results prove it.

“The energy savings resulting from our lighting upgrades, the BC Hydro Power Smart incentives, combined with the environmental benefit, make energy savings projects an important investment for our company.”

Tai Kassam, President and COO, Sandman Hotel Group.

The Situation

Senior management at Northland Properties – owners of Denny’s and Moxie’s restaurants and 35 Sandman Hotels – concluded in 2003 that energy efficiency was good policy.

Like most hotels, Sandman spends a significant amount on their energy budget, including heating, ventilation and lighting. Site managers at 12 Sandman locations across British Columbia provided information on their baseline energy use and energy-saving options, and helped identify suitable conservation projects.

With support and expertise provided by BC Hydro key account managers, Northland Properties decided to forge ahead with a variety of projects under the Power Smart Product Incentive Program (PIP).

The Solution

Lighting is a key focus for PIP as lighting improvements can result in significant energy savings and have reasonable payback periods. Sandman identified 22 lighting projects at 12 sites that were eligible for PIP incentives.

The projects selected at the various locations included:

Technology	Number of Retrofits
Converting standard incandescent lamps to compact fluorescents, both screw-in and hard-wired	7,344
Converting standard incandescent lamps to halogen infrared (HIR) (specialized halogens that redirect the infrared heat that halogens produce, reducing waste heat and electricity)	75
Converting T12 fluorescent lamps and magnetic ballasts to standard or Energy-Saver T8s lamps and electronic ballasts	888
Converting incandescent exit signs to LED lamps or signs	455
Installing heating, ventilation and air conditioning occupancy sensors	360

In addition, the Sandman Signature Hotels and Resorts, Vancouver Airport, installed heating ventilation and air conditioning occupancy sensors in guest rooms. This system allows the front desk to control heating and ventilation in the rooms according to guests’ check-in and check-out times, and to establish maximum and minimum temperature set points.

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Northland Properties is so pleased with the retrofit that it is planning more projects, including the continuing renovation of the 438-room Sandman Signature in Richmond. A tower of guest rooms will be upgraded with new energy-efficient lighting. As well, there will be new lighting for the hotel meeting rooms, common areas, the Shark Club restaurant and Chop Restaurant.

Northland Properties will also continue a lighting retrofit program at its B.C. Denny's and Moxie's restaurant chains.

The Benefits

Electricity Savings

Thanks to the upgrades, the 12 Sandman sites will save a total of 1.8 gigawatt hours each year, enough to power 180 homes per year. At an average cost of five cents per kilowatt hour, the electricity saving alone totals over \$90,000. The Sandman Inns also received over \$67,000 in financial incentives - and the electricity cost savings continue year after year.

Maintenance Savings

Sandman will gain significant operational savings (projected at almost \$60,000 a year) since the newer lighting technologies have a longer life-cycle than standard lighting, and that means less need for maintenance. In a province with a short supply and high costs for electricians and maintenance staff, reduced maintenance is a significant long-term cost saving.

In addition, because the new lighting is cooler than standard incandescent lighting, it will create a more comfortable atmosphere while reducing the need for air conditioning.

Contact Us

Find out how Power Smart can energize your bottom line. For more information on how your facility can benefit from the installation of energy-efficient technologies through the Product Incentive Program, visit bchydro.com/incentives, or call 1 866 522-4713.

A Closer Look

Energy Savings Opportunities for Hotels

For hotel facilities, upgrading to energy-efficient technologies can significantly reduce energy and operating costs – both immediately and for years to come. Under BC Hydro's Power Smart Product Incentive Program, many energy-efficient products qualify for incentives that can lower paybacks and make projects more attractive.

These energy-efficient technologies are ideal for hotel locations, and all qualify for Product Incentive Program incentives:

- **Compact fluorescent lamps** save up to 75% in energy costs over incandescent lamps.
- **Energy-saver T8 fluorescent lighting** saves 40% to 50% on average in energy costs over T12s.
- **LED exit signs** are 90% more energy-efficient than incandescent signs and last up to 25 years.
- **HVAC occupancy sensors** communicate the occupancy of rooms to heating and cooling controls ensuring that heating and cooling systems run only when needed.
- **Halogen infrared (HIR) lamps** use less electricity to produce the same amount of light as standard halogen lamps, and provide natural-looking bright light that is close to daylight.
- **Holiday LED strings** use 95% less energy and last at least 10 times longer than incandescent lamps.

Conservation is a great way to start meeting B.C.'s growing need for electricity.

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