

SANDMAN HOTEL GROUP

ENERGY SAVING PROJECTS MAKE GOOD FINANCIAL SENSE

THE CHALLENGE

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

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.

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 Denny’s and Moxie’s restaurant chains, in B.C.

“The energy savings resulting from our lighting upgrades and 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

ENJOYING THEIR SUCCESS

Remarkable savings

Lighting upgrades on 12 Sandman Hotel sites will save a total of 1.8 gigawatt hours each year alone! This will save over \$90,000 in electricity for the hotel.

Improved Comfort

New lighting is cooler creating a more comfortable atmosphere for guests and employees.

A CLOSER LOOK

TYPE OF UPGRADE	NUMBER
Incandescent lamps changed to compact fluorescents	7,344
Incandescent lamps changed to halogen infrared (HIR)	75
T12 changed to T8 fluorescent lamp fixtures	888
Incandescent exit signs changed to LED lamps or signs	455
Installing heating, ventilation and air conditioning occupancy sensors	360

THE BENEFITS

Electrical 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.

YOU CAN SAVE TOO

Discover just how much your building or business can benefit from energy-efficient lighting and other technologies—right now and for years to come. Under the Power Smart Product Incentive Program (PIP), products that qualify for incentives that will lower your payback time and make upgrade projects even more attractive include:

- Compact fluorescent light bulbs (CFLs). CFLs are ideal for areas where lights are left on for long periods, such as hallways, because they use up to 75 per cent less energy than regular light bulbs and can last up to 10 years.
- Energy saver T8 fluorescent tubes. These tubes are 50 per cent more energy efficient than older models and work well in common spaces or meeting areas.
- LED exit signs. LED signs use only 10 per cent of the energy old-fashioned incandescent signs do and last anywhere from 10 to 25 years—which means you will save about \$12 per sign, per year.
- Lighting occupancy sensors. With these sensors, the lights will go on only when someone is in the area, so you stop wasting energy.

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CONTACT US

Find out how you can benefit from energy-efficient technologies through our Product Incentive Program.

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