



ENERGY STAR is a government-industry partnership that makes it easy for organizations, businesses, and consumers to save money and protect the environment—in the workplace and at home. The ENERGY STAR label denotes the superior energy performance of more than 30 categories of consumer and business products and of office buildings, schools, and new homes. With ENERGY STAR, money isn't all you're saving.

## ENERGY STAR® and Products for Hospitality

More than half of the respondents to a recent survey in *Lodging Magazine* indicated that they are paying between 11 and 25 percent more for utilities than they were one year ago. Sixty percent of respondents also expect that higher energy costs will significantly impact their bottom line in 2001.<sup>1</sup>

As part of a comprehensive energy management strategy, ENERGY STAR labeled products save energy, resulting in financial savings that go straight to the bottom line. ENERGY STAR labeled products use 25 to 50 percent less energy than their traditional counterparts and typically last longer. These products use less energy, thereby reducing fossil fuel combustion and lowering greenhouse gas emissions. With ENERGY STAR, you can continue to offer your guests exceptional comfort and quality services, while reducing your operating costs.

### ENERGY STAR Labeled Products Currently Available:

- Compact Fluorescent Lights (CFLs) and Light Fixtures
- Exit Signs
- Television Sets and Set-Top Boxes
- VCRs and DVD Players
- Refrigerators
- Room Air Conditioners
- Computers, Monitors, and Printers
- Scanners, Copiers, and Fax Machines
- Transformers
- Roofing Products
- Windows

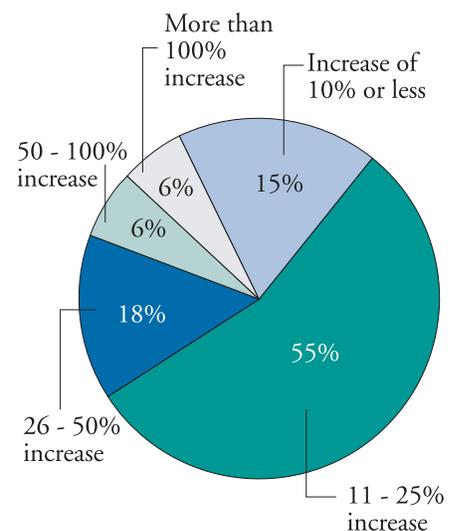
### Coming Soon:

- Ice-making Machines
- Vending Machines

*"Boston's Saunders Hotel Group has installed numerous ENERGY STAR labeled products at our elegant Lenox and Copley Square hotels as well as our brand new Comfort Inn & Suites Boston/Airport property. Furthering a decade long commitment to pioneering environmental efforts, our management team recognizes the tremendous value these lights and equipment provide by substantially reducing our energy and labor cost while maintaining the high standards of quality we demand for our guests."*

—Tedd Saunders

### What Percentage of Hotels Have Seen an Increase in Utility Costs Over the Last Year?



Source: ERC Dataplus/Lodging Magazine

<sup>1</sup>Forcier, Bradford. "The Impact of Rising Energy Costs on Hotels." *Lodging Magazine*, March 2001



### Benefits of Purchasing ENERGY STAR Labeled Products for Your Hotel

- Reduced energy costs without compromising quality or performance
- High return on investment
- Extended product life and decreased maintenance
- Reduced air pollution because fewer fossil fuels are burned

Visit [www.energystar.gov](http://www.energystar.gov) for purchasing tools and information, including:

- Savings/Life-cycle Cost calculators - Compute potential savings for your hotel at <http://www.epa.gov/nrgystar/purchasing>
- Product specifications and updates
- Store locators and manufacturer contact information
- Sample procurement language for your purchasing policies (click on “Products” from the list of topics on the Institutional Purchasing page of the ENERGY STAR Web site)

### For More Information on Purchasing ENERGY STAR Labeled Products for Your Hotel

- Participate in an Internet Presentation on ENERGY STAR Institutional Purchasing hosted by the Cadmus Group. To view the schedule of upcoming presentations, visit <http://www.epa.gov/nrgystar/purchasing> and click on “Participate in Our Internet Presentations.”
- Contact Linda Dunlee at the Cadmus Group. Her telephone number is 781-434-2547 and her e-mail address is [ldunlee@cadmusgroup.com](mailto:ldunlee@cadmusgroup.com)
- Call the ENERGY STAR toll-free hotline: 1-888-STAR-YES (1-888-782-7937).

### For More Information on Improving Your Hotel's Overall Energy Performance

- Contact Jenny Murray at EPA. Her telephone number is 202-564-9045 and her e-mail address is [murray.jenny@epamail.epa.gov](mailto:murray.jenny@epamail.epa.gov).

### Five easy steps to procure ENERGY STAR labeled products

1. **Review** purchasing policies and identify product categories where savings exist.
2. **Visit** [www.energystar.gov](http://www.energystar.gov) for product listings. Use the Savings Calculators to determine savings opportunities and life cycle costs.
3. **Coordinate** with the appropriate offices within your organization to encourage the purchase of identified ENERGY STAR labeled products.
4. **Modify** procurement language and educate employees.
5. **Communicate** your success to staff and guests.

*If a 250 room hotel replaced incandescent bulbs with CFLs in two table lamps per room, it would save more than \$4,000 annually and prevent air pollution equivalent to that generated by six cars.*

*By purchasing 20 ENERGY STAR labeled exit signs, a hotel could reduce its energy consumption by more than 7,000 kWh and save approximately \$1,000 annually.*