



# Arizona Success

Current News and Practical Tips  
for Arizona's Business Community

October–November 2007

**APS**  
THE POWER TO MAKE IT HAPPEN®

## Thank you APS Power Partners

APS would like to thank our Power Partners, for their support this past summer. APS Power Partners are businesses that commit to conserving energy during periods of extreme heat (when temperatures exceed 110 degrees). This provides an extra margin of safety and reduces stress on the supply system, which helps ensure reliability and ample power for essential needs. The Power Partners program is a partnership where everyone wins — with better reliability and dependable power when you need it most. For a list of our 2007 APS Power Partners, visit [http://www.aps.com/main/services/business/partners/partner\\_3.html](http://www.aps.com/main/services/business/partners/partner_3.html).

## Solutions for the hospitality industry

Though outdoor temperatures are finally cooling down, Arizona's bustling hospitality industry continues to sizzle. While many businesses anticipate relief in electricity use as summer's heat recedes, hotel owners and operators manage strong demand as occupancy rates rise.

As the second largest expenditure for most lodging establishments, energy can play a significant role in your business' success. Increasing energy efficiency can raise comfort levels and provide a more satisfying experience for guests, in addition to reducing operating costs and maintenance demands.

### APS can help

APS' Solutions for Business program can help you develop a strategy to maximize your energy efficiency improvements. The program offers incentives for a range of energy efficiency measures, from lighting to refrigeration to air conditioning.

APS has also launched a series of technical training workshops to help facility owners, managers and maintenance

staff make informed decisions about energy efficiency improvements. As part of the ENERGY STAR® Change a Light campaign, October's workshop focuses on lighting efficiency. In January, we will explore energy studies, such as energy audits. Courses on other technologies are in the works for early and mid-2008. If you have technology questions before a seminar is available, we can work with you directly.

- APS business customers and Solutions for Business Trade Allies receive discounted registration fees for these training seminars.

To learn more, call 866-277-5605 between 9 a.m. and 5 p.m. (MST), Monday–Friday, or visit [aps.com](http://aps.com) and click on "Save Energy."

## Lighting efficiency: A safe bet

Guest comfort is paramount for securing repeat business in the hospitality industry but controlling costs is critical to remaining competitive. Electricity costs for a typical lodging establishment average \$1.04 per square foot, and in Arizona 36% of this expenditure is spent on lighting. Improving your lighting efficiency is relatively simple and it can reduce your cooling load by up to 30%. Lighting upgrades typically have short payback periods, so it's a smart place to start.

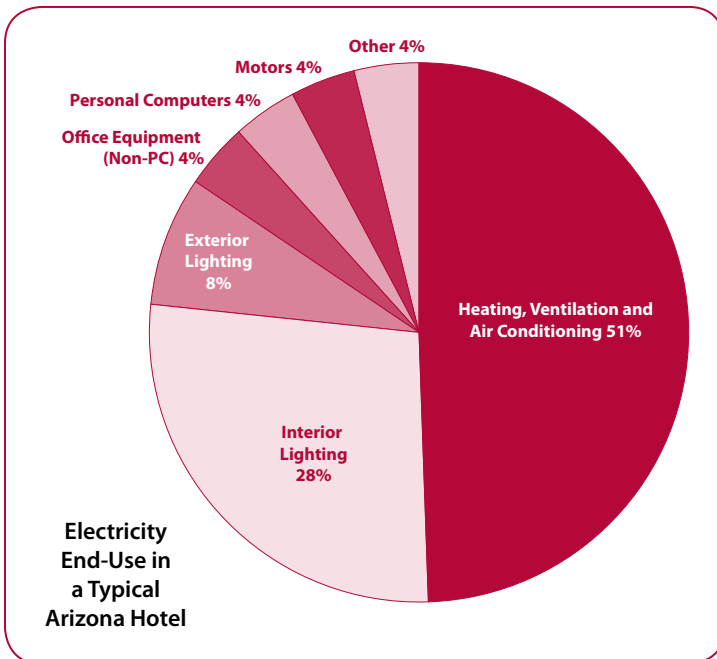
Begin by replacing incandescent bulbs with ENERGY STAR® qualified compact fluorescent lamps (CFLs) in guest rooms and common spaces. Changing one incandescent bulb that burns six hours a day with a CFL can save \$9 on electricity and \$3 on maintenance costs each year. The more lamps you change, the more you save.

Next, check your exits. Save \$20 per year for each incandescent exit sign you replace with an ENERGY STAR® qualified model. These products also last up to 10 times longer.

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Look up. Are those T12 lamps flickering in your overhead fluorescent fixtures? Replace old T12 fluorescent lamps and magnetic ballasts with T8 fluorescent lamps and electronic ballasts and reduce your lighting energy use by 15%–25%. T8 lamps have superior color rendering and electronic ballasts eliminate flicker. Everything will look better and you'll save money to boot.



Get two for one. Save energy and enhance comfort for your guests by installing nightlights in guest bathrooms. Many guests leave the bathroom lights burning all night so they can find their way in an unfamiliar place. Installing photocell nightlights provides a safe beacon for guests and can greatly reduce lighting use.

## Room to save with HVAC

The cost of cooling and heating your facility typically comprises half of your electricity bill. Managing your HVAC use can produce considerable electricity savings. You also may find that the ability to create a reliably-comfortable environment for guests is equally valuable.

Small and medium-size facilities should consider installing digital thermostats that monitor room occupancy and automatically adjust the temperature when guests enter or exit. Larger facilities should consider installing a centralized energy management system. These systems provide more precise control over HVAC and other equipment, which can improve efficiency, reduce maintenance, minimize peak demand usage, and create a more comfortable environment.

Save energy in common areas by raising the thermostat to 79 degrees or higher. Use fans to feel up to five degrees

cooler. For each degree you raise the temperature, you'll save 2–3% on your cooling costs. Inform staff about the settings and seek feedback on comfort levels.

Don't wait until it breaks! Schedule regular maintenance and tune-ups to keep HVAC equipment running smoothly. Change the filters regularly. If your system is inoperable or headed in that direction, replace it with an ENERGY STAR® qualified model.

## Find savings in surprising places

From back offices to business centers to hotel hallways, opportunities to save energy abound. For example, did you know that a standard bottled water cooler can use more energy than a large refrigerator? An ENERGY STAR® labeled water cooler uses half the electricity of a standard model.

Office equipment typically consumes 8% of total electricity in lodging. Look for more efficient models when replacing or purchasing new equipment. ENERGY STAR® qualified office and imaging products use 30–75% less electricity than standard equipment. Save \$10–\$30 per monitor and \$15–\$45 per computer each year just by activating the sleep settings. Did you know that sleeping computers still draw some energy? Be sure to turn them off when done, along with copiers, printers and other equipment.

Improve your efficiency on every floor. Purchase high-efficiency ice-makers and set production for non-peak hours to reduce demand charges. Add energy-misers to beverage and snack vending machines to cut electricity use by up to 80%.

If you have a kitchen on property, consider replacing old appliances with ENERGY STAR® labeled commercial solid door refrigerators and freezers. These products save up to 45% of electricity use with a 1.3 year payback compared to other models. ENERGY STAR® qualified fryers, steamer cookers, and hot food holding cabinets can save 25–60% of electricity use.

## Serving up Solutions for Business

Many of the energy efficiency measures highlighted in this newsletter are included in the APS Solutions for Business program. To download an application, visit [aps.com](http://aps.com), click on "Save Energy," and follow the link to the Solutions for Business program.

The APS Solutions for Business Program is funded by APS customers and approved by the Arizona Corporation Commission.