

GREENING NEWSLETTER

ALLY MEMBER SUCCESS STORIES

As our green programs continue to be refined, we're reminded more and more that none of us can be really green without the green products and services offered by green vendors. GHA continues to encourage and support our Ally Members, and to bring you news of their successes—new products, new ideas, new techniques, recent awards, new contracts, etc. So, each July/August issue of this newsletter focuses on new and refreshing stories about our Ally Members' successes. Here we go once again . . .

Treat Yourself (and Your Towels) to This Easy Luxury

Enjoy spa-like comforts at home using a heated towel rack

On that fantastical occasion when your shower coincides perfectly with the end of the dryer cycle—and someone is waiting there to hand-deliver you a towel straight from the warm drum—you know what luxury feels like. But even if this scenario is nowhere near reality—that luxurious feeling is still within arm's reach. Heated towel racks, more common in Europe and Latin America than in the US, can be a functional and stylish upgrade for any bathroom. Read on for details, courtesy of **ALLY MEMBER Amba Products**, a purveyor of heated towel racks.

Raising the (Towel) Bar - Aside from the immediate benefits of a warm towel, there are several lesser known advantages. In damp, humid or coastal areas, heated towel racks can reduce mildew and excess moisture by providing ambient heat. Towels stay fresher longer, which reduces laundry (not to mention musty odors), saving time, energy, water and money. In small bathrooms, larger units can provide supplemental warmth, especially with chilly weather.



Plus, heated racks aren't just for bathrooms: They can dry dish towels in the kitchen, delicates in the laundry room, swimsuits in the pool house or mittens in the mudroom. Imagine

heating up your pajamas or bathrobe for a spa-like treat. Towel rack sizes vary to accommodate a multitude of uses, and you can add hooks to hang extra items.

Choosing the Right Rack - Heated towel racks come in myriad styles, shapes and sheens—enough to complement almost any wall. Which way do your tastes lean? Stainless steel, oil-rubbed bronze, nickel or white? Traditional or modern? Stay classic, for instance, with rounded polished bars or go contemporary with a matte black wave-inspired design. Want something more colorful? Certain companies let you customize your towel rack hue.

If you're sharing a bathroom, choose a model that fits two standard-size towels—or opt for two racks. And be sure to

place your rack high enough so that towels don't reach the floor. Those who lack wall space might consider a freestanding rack that can be moved throughout the home, or even outside to dry swimsuits by the pool or hot tub.

Turning Up the Heat - Most racks in the US are electric and work with existing circuits. In some cases, an electrical circuit can be hardwired directly to the heated towel rack. But if you have existing tiles or out-of-reach electrical lines, a plug-in unit is easiest. All electrical components are water-resilient, and certain racks can even be added to the opposite end of a walk-in shower. No matter what you choose, talk to your contractor to be sure the location and installation are up to code.



If you have a closed-loop hot water system (usually found along with underfloor heating), consider a hydronic heated towel rack. Hydronic racks, which recirculate heated water through the rails, will be as hot as the boiler that heats the water, and must be installed by a licensed plumber. Because they're dependent on the central heating system, hydronic racks will be off when your heating is off.

Modern Conveniences - Handy features such as programmable timers, digital heat controllers and automatic safety shutoffs make the latest units almost intuitive. Although regimented users can set a timer to reflect anticipated use, racks are designed to be left on constantly. The energy use of most electric racks is comparable to that of a light bulb and—as anyone accustomed to tumble-drying towels knows—is easily offset by fewer loads of laundry.

Certain luxury bathroom upgrades, such as heated floors and steam showers, can put a dent in your remodeling budget. A heated towel rack can feel just as indulgent—without breaking the bank.

Learn more about heated towel rack benefits by calling **404/350-9738** or browsing ambaproducts.com to find a showroom or retailer TODAY!

One-of-a-Kind Camelback Resort Delights Guests while Going Green

Sustainable luxury was long considered an oxymoron until recent shifts in the hospitality industry took green resorts from niche to necessary. Camelback Resort is one such resort. Located in the Pocono Mountains, it offers a variety of adventurous activities. The Camelback Lodge is a year-round, ski-in, ski-out hotel with 453 spacious suites in 24 different styles featuring fireplaces, full kitchens, balconies and much more.

“Going green is an important initiative at Camelback Resort and DataMagine™ helps us to be paperless at our check-in process, waiver process and also during our check-out

process with paperless folios,” said Rocco Baldassari, Director of Operations at Camelback Resorts. As an effective way to reduce carbon footprint, digital guest service has become important to resorts like Camelback that prioritize sustainability, alongside exceptional guest service. “Our mission at Camel-



back Resort is for our guests to leave with great memories and great experiences. Agilyssys products help make that happen.”

The all-season Camelback Resort is a unique and beautiful property, dedicated to delivering exceptional guest experiences. The resort has

a wide variety of outdoor activities such as skiing, snowboarding, ziplining as well as the largest snow tubing park in the country, and much more. Guests can also enjoy a 125,000 square-foot indoor waterpark, voted the number one indoor waterpark by USA Today. Camelback Resort has been using Agilyssys software products since their hotel was built in 2015. Originally chosen because of the fully-integrated solutions, **ALLY MEMBER Agilyssys** has helped the resort staff be more efficient and have less downtime.

Camelback Resort uses Agilyssys’ Visual One® property management system, along with its Spa and Accounting modules, as well as InfoGenesis® Point-of-Sale, rGuest® Seat and rGuest® Pay across the property. Using DataMagine™ to manage their guest folios has helped the property create a streamlined and paperless process. DataMagine has a broad set of touch-points and integrations with all Agilyssys solutions at the resort and ensures a seamless and environmentally-friendly operation.

“After using the Agilyssys suite for the last three years, we have found the performance is outstanding,” said Ray Palumbo, Vice President of Information Technology. “Seeing how the software operates seamlessly between all departments has really opened our eyes to what Agilyssys is able to do for us and that we made the right choice in selecting Agilyssys software.”

Find out how DataMagine can help you Go Green and drive savings in your operation. Visit Agilyssys.com or call

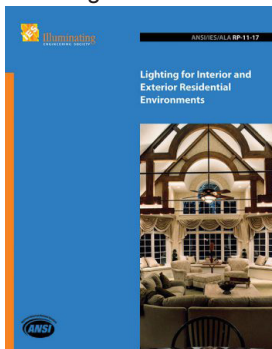
877/369-6208 today!

LUX LIGHTING DESIGN KNOWS LED

Doreen Le May Madden, owner of **ALLY MEMBER Lux Lighting Design, Inc.**, is a Certified Lighting Architect in Boston MA, and has been Chairperson for the International Illuminating Engineering Society’s Residential Environmental Design Committee since 2008. Recently she spearheaded

the publication of the latest IES RP11: Recommended Lighting Practices for Interior and Exterior Lighting Environments which can be purchased online at ies.org/store/.

Hotel owners and managers are requesting more of a high-end residential look with added attention to obtaining a superior lighting design by qualified lighting designers for important first impressions. These areas include lobbies, in-house restaurants, in-house

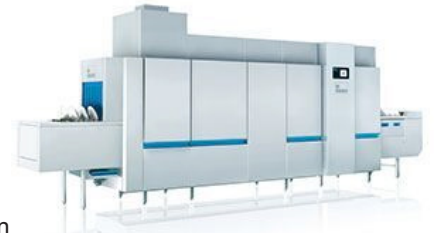


spas and guest rooms. For the most efficiency and quality, LED lighting is designed with a warm, incandescent color and traditional style. Tunable lighting enables a light source to provide a low level warm light to a higher color temperature that would be similar to high noon daylight. Astronomical clocks and timers can be used to enhance guests’ experience of daylighting in spaces that may not have good natural light. Sensors are used more and more for efficiency as well as guests’ ease of use by walking or leaving a space without thought of lights being on or off. Attention to glare control for a comfortably lit environment for all ages has always been very important, since it can be an annoyance to many and cause a negative impression of the space. Overall quality lighting creates the brand of quality. It is the first interior design detail to which guests respond.

Allow Lux Lighting to work with you, your property and your space to perfect your indoor and outdoor lighting that will enhance your setting and control your lighting costs. Review Lux Lighting Design’s website at LuxLD.com, e-mail doreen@luxld.com or call **617/484-6400** to discuss our preparing a lighting design proposal for you.

Save Time and Money with MEIKO’s M-iQ Flight-Type Dishwasher

Next-generation dishwashing technology is available now. The M-iQ flight-type dishwasher from **ALLY MEMBER MEIKO** improves on virtually every facet of dishwasher engineering and construction. Recently voted “Best in Class” for its huge energy savings in an independent study by Fisher Nickel, the M-iQ has a consumption rate as low as 56.2 gallons of water per hour. The low water consumption dramatically reduces energy, detergent and rinse-aid use, resulting in significant operational savings.



In addition, the M-iQ incorporates innovative technologies that improve staff efficiency by reducing the work and monitoring load for employees. Its user-friendly operation simplifies training for cleaning and operational tasks.

A GREAT INVESTMENT: Since installing M-iQ, Boston-based Rentals Unlimited has realized \$105,174 annual savings. “I love how user-friendly it is. My team uses the machine every day, and they really benefit from all its great design features,” states Bob Bannister, director of internal operations.

“M-iQ GreenEye Technology® not only lowers the total cost of ownership, its eco-friendly operation enables you to use only the resources you need . . . no more, no less, no waste,” said Markus Braun, President of MEIKO USA.

Learn more by calling **800/55-MEIKO (63456)** and browsing http://www.meiko.us/en_us/case-studies/studies/fisher-nickel-savings-with-m-iq/ TODAY!

MAGNOLIA OUTDOOR LIVING FURNITURE

Susan and Tom Broerman, owners of **ALLY MEMBER MagnoliaTexasOutdoorLiving.com**, urge you to consider their outdoor furniture for your next purchase for multiple reasons.

- If you want your guests to enjoy your outdoor furniture and if you want to never have to worry about tedious and time-consuming furniture refinishing and repairing, then these products are for your property!
- Will not rust, rot, splinter or promote bacterial growth
- Never needs staining or painting
- The slat design dissipates heat so that guests will never be burned or blistered as they would be with painted metal
- No stains or ugly rings left on your deck or in your pool area because there is no metal to rust or cause problems
- PolyTuf furniture made of the highest grade of polyethylene (recyclable plastic milk bottles)
- Fasteners are chrome plated stainless steel fasteners widely used in the salt water marine industry (one of the most corrosive-resistant materials available)
- No affects from salt water or salt spray
- Color is in the poly – through and through
- UV protective agent added to resist fading
- Easy minimal maintenance - Rinse with non-abrasive soap and water
- Environmentally friendly using only Green Leads Certified recyclable process and products

Why Magnolia Outdoor Living?

- We strive for 100% customer satisfaction and happiness with our products and services
- Local business owners, Susan & Tom Broerman have been serving the greater Houston & Conroe area for 5 years. We earned a Top Dealer Award from Berlin Gardens in 2017!
- Professional as-



sembly and delivery available in a 30-mile radius of either of our stores

- Are you tired of receiving your furniture in a box from China with missing parts and/or the instructions in a language you don't understand? We avoid that because we speak English and will assemble the furniture for you from our All-American-made products.
- Two store locations available to serve your outdoor furniture needs which you can visit and see how beautiful, comfortable, and durable all of our furniture styles and choices are!
- Happy to meet outside of business days or hours to accommodate your schedule
- BBB Greater Houston Area Rating A+ 2017
- 3.5 week lead time is consistent with 99% of all orders, much shorter wait time than almost any other furniture business
- We will order any quantity of any product you want, if it is not already in stock
- Extensive inventory at both locations. We keep a wide choice on hand for those impromptu gatherings when you need something right away.
- We carry the entire Berlin Gardens product line; we have at least one piece to sit in and try out in each of the many styles, heights, and back styles in the chairs, tables and accessories.

The Berlin Gardens Difference!

- Using highest quality products, on time delivery, exceeding expectations with customer service
- 20-year warranty on Poly furniture for residential use; 5-year warranty for commercial use
- Berlin Gardens was established in 1988
- Amish and USA made, in Berlin, Ohio

- Superior comfort
- Many design choices from farmhouse charm, casual rustic to modern
- Many furniture choices, same brand, styles and quality – Chaise lounges, umbrellas, swings, gliders, swivels, swivel gliders, swivel rockers, rockers, sofas, love seats, customizable deep seating sectionals, octagon and rectangle picnic tables, Adirondacks and footstools, benches, buffet & bar consoles.
- Three heights and ten different sizes of dining tables available to seat from 2-10 people: dining height, counter height, bar height, four heights of chairs are available: dining height, counter height, bar height and extra tall XT (30"high seat), fire pits and fire tables, occasional tables all heights, cup holders (ask about Magnolia Outdoor Living's unique stemware accommodating cup holders!), plant stands, many more accessories to make your outdoor living experience perfection



- 40+ color combinations: tropical fun colors, earthy subtle colors, wood-look colors. All beautiful!
- Two furniture finishes: smooth and natural finish that has the look and feel of wood, without the issues of real wood such as splinters or refinishing needs
- 1-tone, 2-tone color – same price (32 color combinations in our regular line of color choices); all combinations available for a bit extra
- Ability to add to your collection as desired – consistent product styles and colors
- Seven frame color choices for Deep Seating collection
- 59 Sunbrella fabric choices for your cushions (including 6 rain fabrics) available for the deep seating sofa, chair, ottoman, sectionals collection
- Get ideas and preview what your Classic Terrace Deep Seating furniture frames and fabric choices look like using the mobile app: **BerlinGardensMobile.com**
- 9' span umbrellas – Sunbrella fabric, 2 frame color choices: white and bronze, crank, push button tilt, 1.5" diameter pole, extensions available in matching metal frame color32# umbrella base – not likely to blow away
- Garden Mission features elegant Mortise & Tenon joints
- Furniture is solid and will not blow away or move around easily
- **Free shipping anywhere in the United States**

Two locations: Lake Conroe: 14543 Hwy 105West #4, Conroe, TX 77304 and Tomball: 28115 Autumn Lane, Pinehurst, TX 77362. Browse **MagnoliaTexasOutdoorLiving.com** which features products, pictures and pricing. Call or text **817/688-4018** or e-mail myangelsandi@yahoo.com for quantity discounts or answers to your questions TODAY!

SolarSynthesis™ introduces the new SuperCharge35

Many of your guests are looking every single day for a place to recharge one or more of their gadgets. You can provide a simple solar station by your pool, in a garden area or even on the roof that will use the sun's energy and not impact your electricity bill to satisfy and thrill those guests.

ALLY MEMBER SolarSynthesis has released a new Super-Charge35 to complement its line of Solar Powered USB charging stations. The new, more powerful unit incorporates a 10W solar panel to charge the 35Ah internal battery. This more powerful panel will add 5+ hours of power per day to the already 30+ hours of power stored in the battery. This model will meet most high-volume applications such as hotel pools, patios and parks, providing a consistent source of power 24 hours a day/365 days a year. SolarSynthesis is your off-grid power solution to provide clean, renewable solar energy whenever, wherever your guests need it. Accommodate them by providing convenient access to free power, so they can charge their devices and stay plugged into your location longer. A charged smart device in the hands of a guest equals a satisfied guest.



SolarSynthesis. Your off-grid power solution.

SolarSynthesis is a leading manufacturer of solar-powered USB charging stations for permanent installation in patios, parks, playgrounds or anywhere small amounts of power are routinely required.

Learn more by calling **860/280-7931** and/or browsing **solarsynthesis.us** TODAY!

Darling Ingredients helps their customers reach their own sustainability goals

As an industry leader—long before sustainability became a household term or corporate directive—Darling Ingredients was on the cutting edge of finding new, innovative ways to transform inedible meats, fats and oils into sustainable products. They believe sustainability is more than what they make—it's the foundation of how they conduct business and serve as stewards of the environment. And it's also how



they've successfully helped their customers meet their own sustainability goals as well.

As a country that loves comfort foods, the US generates approximately 60 billion pounds of inedible animal byproducts and used

cooking oil annually. For every pound of red meat consumed in the US, there is a corresponding pound of inedible meat byproduct that must be disposed. Fried foods are a mainstay in western diets, leaving billions of gallons of used cooking oil to handle. Darling Ingredients, an international company headquartered in Texas, collects these inedible remnants of the North American diet and puts them to new use, rather than filling landfills or composting, either of which can be problematic with necessary land availability, methane emissions, pest control and pathogen growth.

ALLY MEMBER DAR PRO Solutions (USA) with its sister brand Rothsay (Canada) are brands of Darling Ingredients. They are North America's largest providers of used cooking

oil collection, grease trap service and fat and bone removal services to hotels, restaurants, supermarkets and others in the foodservice and hospitality industries. Their size, fleet and geographical footprint enable them to provide efficient service to national and regional chains as well as local operators. They can collect used cooking oil from customers generating small barrel volumes to amounts that fill large, custom-sized collection tanks.

Because of Darling's commitment to answering the growing demands for sustainable fuels, they are able to convert almost 100% of the used cooking oil collected, as well as approximately half of the recycled animal fats collected, into biodiesel or renewable diesel at one of their three biofuel production facilities in North America. Darling can assure their customers that an equivalent volume of the used cooking oil collected from them will become biofuel, perhaps even fueling the trucks bringing them their next food delivery. From fat to fuel—sustainability in action.



Darling launched the first commercial plants in both the US (Butler, KY) and Canada (Sainte Catherine, QC) to produce biodiesel from animal fats and used cooking oils. Diamond Green Diesel, outside New Orleans, is their newest venture, begun in partnership with Valero Energy Corp. Starting operations in 2013, Diamond Green uses the same feedstock, but with a different process to produce renewable diesel, a biofuel with identical properties to petroleum-based diesel. Diamond Green is the largest facility in North America of its kind, and this summer will complete its expansion from 160 million gallons of renewable diesel a year to 275 million gallons. This facility will use approximately 20% of the used cooking oils and animal fats generated in the US. Both biodiesel and renewable diesel burn cleaner than petroleum diesel, reducing greenhouse emissions by up to 85%.

The company's commitment to integrity and environmental stewardship ensures that the services and products provided to their customers are safe, eco-friendly and meet the high standards Darling expects. Businesses that choose to partner with Darling, or its DAR PRO Solutions or Rothsay brands, can reduce their own carbon footprint and meet their own sustainability goals, creating a winning combination for both Darling and their customers.

Darling Ingredients has been in business over 135 years, and is a publicly-traded company (NYSE: DAR) with operations across the globe to recover bio-nutrients for the creation of sustainable food, feed and fuel ingredients for a growing population. More information can be found at **darlingii.com**, **darpro-solutions.com** or **rothsay.ca**. If you would like to discuss our service offerings, please call customer service at **1-855/DAR-PRO1 (855/327-7761)** TODAY!.

Standard Textile's New Made in USA Collection Features Sustainability Attributes

ALLY MEMBER Standard Textile, a global leader in the hospitality and healthcare textiles industries, recently announced the launch of its Made in USA collection of terry and sheeting products engineered for hotels and hospitality properties. The new collection supports American innovation, domestic growth and smaller carbon footprints.

In 2014, Standard Textile had a vision to create a model for textile manufacturing in the United States. The company launched its Manufacturing 4.0 initiative in 2015 and invested more than \$65 million dollars in its facilities in Thomaston, GA and Union, SC to bring new life—through advanced manufacturing—to American textile production. Smart technologies, including state-of-the-art machinery, automation, robotics, vision control systems, advanced analytics and the Internet of Things have been implemented to readily control every level of the company's supply chain.



With the new Made in USA products, hoteliers receive unsurpassed durability, superior cost management and a luxuriously soft hand that guests will appreciate—all backed by patented technologies. These products

also help move hoteliers forward on the path to sustainable solutions through Real Green™, an innovative processing, production and performance system developed by Standard Textile.

ForeverSoft towels feature an ultra-soft pile yarn specifically engineered to be softer than traditional 100% cotton towels, 100% of the time. Not only are the towels softer, but they also dry faster, allowing for energy and cost savings during the laundering process.

An advanced weaving technology also helps reduce laundering costs for the new Transitions™ terry by imperceptibly controlling the distribution of pile height. The result? A high-quality towel with the highest pile in the centermost parts of the towel to provide an exceptional guest experience at a lower overall product weight.



After a long day of travel, business meetings or exploring the sights, hotel guests want a good night's sleep on a great set of sheets. Standard

Textile's new, uncommonly smooth UltraTwill™ sheets and pillowcases make this product line an ideal bedding solution for hotel guests and hoteliers alike.

"Since 1940, Standard Textile has been developing innovations to help our customers succeed," said Richard Stewart, Corporate VP/Product Development & Sustainability at Standard Textile. "Hotel linens elevate the guest experience and with the launch of these three new products, our customers receive linens that not only make their guests happy, but also make sense operationally and from a sustainability standpoint."

Want to learn more? Visit standardtextile.com/madeinusa, or call 800/323-5246 to speak with Customer Service.

Leading the industry: Excel Dryer is the first hand dryer manufacturer to publish third-party, verified Environmental Product Declarations (EPDs)

High-speed, energy-efficient XLERATOR®, XLERATOReco® and ThinAir® Hand Dryers evaluated and proven to be sustainable

ALLY MEMBER Excel Dryer, Inc., announced that three of their hand dryers, the original, patented, high-speed, energy-efficient XLERATOR® Hand Dryer, the XLERATOReco® Hand Dryer and the ThinAir® Hand Dryer, were evaluated, and their environmental claims, substantiated with the publication of the hand dryer industry's first Environmental Product Declarations (EPDs). An Environmental Product Declaration is a standardized way of quantifying the environmental impact of a product by studying the raw materials and energy consumption during its production, use and disposal. For buyers and specifiers, the EPDs are a disclosure tool that helps purchasers better understand a product's sustainable qualities and environmental repercussions so they can make more informed product selections.



To create an EPD, there must first exist Product Category Rules (PCR) which create testing guidelines and reporting methods through industry consensus, thereby permitting buyers and specifiers to compare products, apples-to-apples. The corresponding EPDs provide insight on the environmental impact of products from cradle-to-grave.

Last year, UL Environment (a business division of Underwriters' Laboratories), published the hand dryer PCR, a first for the industry and the first global standard for any industry. Excel Dryer was asked to chair the committee to create the PCR, working in collaboration with UL and other leading hand dryer manufacturers, to achieve the necessary industry consensus.

"I was honored to have been selected as chairman of the PCR committee by UL Environment," explained Vice President of Sales and Marketing, William Gagnon. "Excel Dryer is proud to have been the first to publish dry time and energy use results of our three high-speed hand dryers to the new global PCR standards. We continually challenge ourselves to lead the industry, and when it comes to environmental sustainability, we lead by example."

For a product to gain EPD certification, it must be studied cradle-to-grave by way of a Life Cycle Assessment (LCA) conducted by a credible third-party following ISO 14040 standards. Excel Dryer again called upon world-renowned Quantis International, with whom they previously worked, for their latest LCA.

"Excel Dryer has long-expressed a commitment to environmental sustainability and our credible, third-party testing results quantify and substantiate their claims," said Jon Dettling, US director at Quantis International. "We, at Quantis, are honored to have been chosen to play a part in the historic creation of the first hand dryer Environmental Product Declarations."

Excel Dryer continually leads the industry with firsts including inventing the original patented, XLERATOR Hand Dryer that created the high-speed, energy-efficient hand dryer category and set a new standard for performance, reliability and customer satisfaction. Excel Dryer was the first hand dryer manufacturer to become a member of the United States Green Building Council (USGBC) and to commission an independent, third-party Life Cycle Assessment of high-speed, energy-efficient hand dryers versus conventional hand dryers and paper towels. Excel hand dryers are the first and only to achieve Made In USA® certification. The publication of EPDs continues Excel Dryer's lists of celebrated accomplishments and ushers the hand dryer industry into a new age of transparency.

"We believe we have again solidified our place as industry leader," explained Excel Dryer President, Denis Gagnon. "Certainly, we recognize the significance of being the first to publish EPDs for our hand dryers but our ultimate goal has always been to see others follow our lead to allow for greater transparency in the market."



Product Manager of Environmental Product Declarations at UL Environment, Anna Nicholson Lasso, lauded the manufacturer. "We applaud the efforts of Excel Dryer which was instrumental

in obtaining the consensus that we needed to publish this first-of-its-kind global Product Category Rules for the hand dryer industry," said Nicholson Lasso. "The development and publication of Environmental Product Declarations further demonstrates Excel Dryer's commitment to transparency and encourages other manufacturers to follow suit."

For more information about Excel Dryer or its product line, visit exceldryer.com. For more information about Excel's three, new Environmental Product Declarations, visit: exceldryer.com/epd-leading-the-industry/.

THE WATERFRONT HOTEL'S EMERGENCE IN-HOUSE LAUNDRY KEY TO COST CONTROL & QUALITY

An eclectic investor group and the University of Wisconsin Oshkosh (UWO) Foundation recently combined interests to rejuvenate a non-functioning hotel property situated along the banks of the Fox River, in Oshkosh, WI. Located near the heart of the city's historic district, the new Best Western Premier Waterfront Hotel & Convention Center (The Waterfront) offers 176 rooms, 5,000-square-foot of function space,



18,000-square-foot of convention space, and the Ground Round at River's Edge restaurant. It also harnesses an on-premise laundry capable of processing 2,400 pounds of laundry in a single eight-hour shift.

A Multipurpose Property - Within the next three years, UWO plans to use The Waterfront as a hands-on classroom for students involved in its soon-to-debut hospitality program. Campus is just blocks away. Additionally, The Waterfront serves the needs of area visitors, groups and business guests seeking upscale meeting and convention space, posh rooms, craved amenities, an on-premise restaurant and bar, and the scenic river walk just outside.

Emerging from the Vision of Many - The Waterfront—requiring \$13 million in renovations materialized thanks to UWO vision, private investors Rich Batley and JohnPfefferle, dozens of shareholders, traditional financing, and city support in the form of \$3 million in Tax Increment Financing (TIF), according to General Manager Dan Schetter. The property, which had operated under many hotel brands since the 1980s, was non-functioning prior to its rebirth in May 2013. It is among 25 North American hotels touting the BEST WESTERN PREMIER brand.

In-House Laundry Key to Quality - Rather than outsource its laundry, risking problems with timely delivery and quality control, The Waterfront handles everything in-house. It tackles food and beverage skirting, tablecloths and napkins; sheets, pillowcases and duvets; towels, bathmats and robes; pillows, comforters and blankets; and rags, mops and rugs.

"My experience with outsourcing laundry is that it becomes a struggle," says Schetter. "You don't always get your linens returned when you need them."

The laundry features three 90-pound capacity Continental soft-mount E-Series Washer-Extractors and a 120-pound capacity dryer. Highly automated, all towels, bathmats and blankets are automatically folded using a GI FT-LITE drywork folder; while sheets, pillowcases and tablecloths are processed using a GI 5-in-One Compact Ironing System. The Compact—a feeder, ironer, folder, stacker and accumulator—processes up to 82-feet-of-linen per minute.

Housekeeping Manager Misty Braun, who began her career in a hotel laundry at age 15, maintains the laundry facility delivers unsurpassed productivity amped by automation and efficiency. "I came from another property with 95 rooms," says Braun. "When it was sold out, it took three, eight-hour shifts and three operators per shift just to get the towels and linens done. Laundry would spill over from Sunday to Monday. Here, when we are sold out, we have five operators on for eight hours. Yet, we have triple the rooms and process food and beverage items in addition to regular laundry," she says. "We are saving a lot on labor as a result of the automation."



Equipment Working in Concert - Key to cleanliness and production are The Waterfront's E-Series Washer-Extractors. The washers are highly programmable to properly clean a variety of items, feature a soft-mount design for simple installation, and reach extract speeds of up to 381 G-force. Laundry staff simply select a program number to match the item type—food and beverage linens, towels, sheets, etc.—and press start. The washer automatically combines the correct chemicals, water temperatures and levels, mechanical action and baths to ensure high-quality results.

Unlike hard-mount washers, which must be bolted to a reinforced concrete foundation, soft-mount washers slide into place without bolts. This simplifies installation and resulting costs. Additionally, E-Series soft-mount washers reach considerably higher extract speeds when compared with hard-mount washers, and as a result, remove significantly more water from every load. This cuts resulting dry time by up to 50%, according to GI National Sales Manager Seth Willer, who worked closely with The Waterfront to design and outfit the laundry. "This catapults productivity," he says.

The high-extract means terry items dry more quickly; sheets and tablecloths bypass drying altogether. A 90-pound load of towels takes just 50 minutes to wash, according to Braun. Meanwhile, the Compact feeds, irons, folds and stacks more than 120 sheets per hour—straight from the washer.

Washer to Dryer to Folder—Processing Drywork - Once dried, terry items and blankets are fed into the FT-LITE folder. The FT-LITE folds small- and large-sized items and requires

one operator. It is configured with an automatic stacker, as well, so like items are quickly folded and stacked with minimal effort.

"If we are sold out on Saturday night, we can fold 3,000 towels per day in one shift," says Braun. "We perform the final fold on our pool towels by rolling them. Bath towels come out with a long fold and we perform the third fold."

Washer to Compact—Processing Flatwork - Superior productivity flows out of the laundry's Compact Ironer, as well. All flatwork items—sheets, tablecloths, table skirting and pillowcases—are fed directly from the washer into the Compact, according to Braun. The nice thing about the Compact is it takes on items of different dimensions, she says. It is configurable for one, two or four working lanes, with one lane for sheets, two for table linens and four for small items. It delivers up to three cross folds in one lane. Additionally, small items run through multiple lanes by-pass folding. The Compact control features 20 preset and 20 customizable programs.

"We normally use one operator on the Compact. That person attaches items using clips, and the Compact spreads, feeds, irons, folds and stacks them," she says. The laundry can easily process 960 sheets in an eight-hour day.

Once complete, laundry is stocked on each floor of the hotel for housekeepers. It's a smooth process—one that will no doubt improve further as management gains experience with the new laundry operation, according to Schetter.

The Waterfront's laundry is equipped to handle the hotel's growing sales volume, while ensuring a high-quality product for hotel guests. "It allows us more control over linen inventory and quality—and over time—will save us significantly in outside vendor costs," maintains Schetter. "It also allows us to schedule labor based on our business demands."

And, like all the other areas of the hotel, the laundry will serve as a hands-on learning area—showing UWO hospitality students how laundry productivity and quality impact overall hotel operations and profits.

To discover more about The Waterfront, visit oshkoshwaterfronthotel.com, or call 855/230-1900. To find out more about **GHA ALLY MEMBER Continental and GI** laundry equipment, visit cgilaundry.com and girbauindustrial.com, respectively, or call 800/256-1073.

SUNCATCHER ENERGY KNOWS SOLAR

GHA ALLY MEMBER Suncatcher Energy offers Solar Electric (PV) Power Systems to reduce or eliminate your power bill and Thermal Solar Systems to heat your water. Our mandate is to educate and work with the customer from start to follow up. Suncatcher Energy is an independently owned Benefit LLC. A Benefit LLC is a sanctioned and true LLC that many state governments award to companies that agree in writing to put the planet, people and customer before profit. We guarantee everything including the results achieved for 25 years.

We are working on a new motel project to add to our growing list—a Days Inn in the heart of Richfield, Utah which has 51 rooms, 2 conference rooms, an outdoor pool, hot tub and a full service restaurant. The property

is just steps from the Fishlake National Forest, near Sevier County Fairgrounds and the Snow College Richfield Campus.

The 2-phase \$889,509 project will consist of a 265kW solar power system which will completely eliminate their electric power bill. We will use the roof of the motel and carports to house the 817 flat panels. The second phase will add Thermal Solar using evacuated tube technology to heat the motel's guestroom water and pool. The system is funded with a 25% USDA REAP grant (free money \$222,000 awarded to businesses that are in areas of less than 50,000 in population and score high on an application), along with state and federal tax credits. Suncatcher Energy is providing the remainder of the financing. It is expected the property will save well over \$3,000 a month along with a payback of 2.6 years.

To learn more, visit suncatcherenergy.com or call 801/255-2888 TODAY!

* * * * *

The Bats Help Preserve Old Books, But They Drive Librarians, Well . . .

Staff wearies of endless tourist questions about bats that devour paper-loving bugs

During the day, as visitors file through the University of Coimbra's 300-year old Joanina Library in Portugal, the creatures remain hidden behind the grand, gilded bookcases. At night, they come out to protect the books.

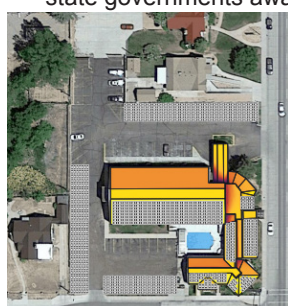
They are a group of perhaps a dozen resident bats. As lovers of literal bookworms—they eat the moths and beetles that devour glue and paper—they are also the library's unwitting conservationists. And their presence is driving Joanina's staff batty.

The bats are getting too much attention. The librarians want people to know Joanina for its books and the knowledge they contain, not for its flying mammals. Instead of fielding scholarly inquiries about rare, hand-illustrated Bibles or century-old world atlases, staff members find themselves mostly answering questions from visitors about the lives and habits of the bats.



The university—which was named a Unesco World Heritage site five years ago—is partly to blame for the problem. It promoted Joanina's bats on its website and in booklets, and the gift shop sells pencil covers of a smiling bat holding a candle and reading a book. The university drew around 500,000 visitors last year, more than double the number in 2013.

The library's bats are small, often no more than 1.5 inches long, from a species called pipistrelle. A second species, called European free-tailed, may be present as well, based on a bat expert's evaluation of the sounds they made during an inspection years ago.



The creatures are seldom seen during the day, when they mostly sleep behind the shelves. They sometimes fly out at night through cracks in the doors to feast on flies. Visitors' best chance to see them is on evenings the library holds classical music concerts.

No one is sure how long bats have been at the library, built in 1728 and furnished with black lacquered shelves, wood carvings and gold brought in from the Portuguese colony of Brazil. The library's six reading tables are covered every evening with leather shrouds, which shield the wood from corrosive bat droppings and need to be vacuumed regularly. Old documents have been found that showed the university imported lengths of leather from Russia in the late 1700s—probably for the same purpose.

Joanina's treasures include the first edition of "The Lusids," a Portuguese epic poem written in 1572 by the country's most famous author, Luis de Camões. Every book among the library's 60,000 dates from the early 1800s.

Joanina's approach is unusual. Its librarians know of only one other site, the 238-year-old Mafra Palace Library, northwest of Lisbon, that has literature-preserving bats. Other libraries put their brittle treasures into a temporary deep freeze or into chambers that suck out oxygen and replace it with nitrogen to kill any bugs.

The managers of Mafra don't promote the presence of its 10 or so bats. Unlike at Joanina, those at Mafra live outside the building most of the time, flying in through cracks in the building at night for dinner. They hibernate in the building over the winter.

A few years ago, the university had to purchase two nitrogen chambers, measuring about six cubic yards each, to help keep the books pest-free.

Meanwhile, the bat questions keep coming. "The only thing that changes is the language they ask them in," said Mr. Alexandre, sighing.

Kowsmann, Patricia, The Bats Help Preserve Old Books, But They Drive Librarians, Well. . . . The Wall Street Journal, June 18, 2018

\$1 LED Bulbs!

By Patricia Griffin, President, GHA

Several years ago when LED light bulbs first came on the market, they were priced in the \$20-25+ range. In fact, I paid \$25 for my very first LED, and it is still at work in a living room lamp

with the hope that it will last another 15 to 20 years.

I've purchased my most recent LEDs at either a **99¢ Only store** or a **Dollar Tree store**. Both stores had some choice of color such as warm white, daylight, etc. The last ones I purchased at the 99¢ Only store are EcoHue made-in-China brand 7w (comparable to 50w incandescents) with an average life of 20,000 hours. Dollar Tree sold me made-in-China Sunbeam 9w LEDs (comparable to 60w incandescents) with an average life of 25,000 hours or 22.8 years for \$1!



All the LEDs I've purchased have a standard lamp base, provide a clear, white, pleasing light and have been totally trouble free. Give the dollar stores a shot at your saving some money and lighting up your and your guests' life with LEDs! Of course, the dollar stores, like Costco, have so many good buys that it's hard to get out of those stores without spending a bundle, but it sure is fun to shop them!

LED Replacements for Canned Downlights

Also, attractive, simple screw-in LED replacements for canned lights are readily available at all the big box stores and priced at about \$15.

Lighting Hazard

Greater care may need to be taken in choosing the color of outdoor LED lighting across Earth's landscapes, as scientists warn that some hues of the modern-day lighting can be harmful to wildlife.

Researchers have spent years documenting how the brightness, color and direction of LED light affects migration, species attraction, predator/prey relationships and circadian rhythms.

A new study led by the University of Southern California finds that blue and white have the worst impacts, while the warmer yellow, amber and green LEDs are more benign.

Some creatures, like insects and sea turtles, are especially vulnerable.

Earthweek, Houston Chronicle, June 17, 2018

FINAL WORDS . . .

"Earth provides enough to satisfy every man's needs, but not every man's greed."

Mahatma Gandhi