

# MaxLite Products Help Energy Savings Program Take Flight at Airport Hotel



## CASE STUDY

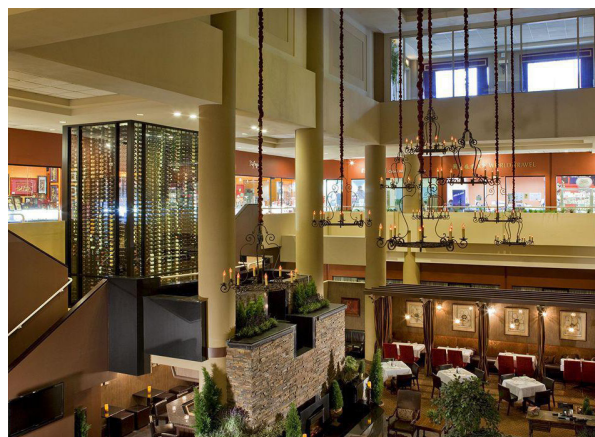


**"The upgraded lighting measures installed improved the light levels and quality of the light dramatically throughout the hotel. It also helped standardize the consistency and color of the lighting technologies, which in turn will assist with procurement and maintenance in the future."**

**-- Melanie Gately  
Quality Conversation Services, Inc.**

Located just three miles away from the LaGuardia airport in Flushing, New York, the Sheraton LaGuardia East is one of the region's busiest hotels. The hotel has 173 guest rooms and over 15,000 square feet of space for conferences, weddings and parties. It is less than a half-mile away from two of the nation's premier sports venues, Citi Field (home of the New York Mets) and Arthur Ashe Tennis Stadium, where the U.S. Open is held.

The hotel was burdened each month with exorbitant utility bills and a high volume of operations and maintenance issues stemming from guest complaints. The general manager and facilities management staff turned to the knowledge and expertise of Quality Conversation Services, Inc. (QCS) to help the hotel save time and money, and to better serve their guests. Through a comprehensive approach, QCS identified three key areas where energy could be conserved: heat pumps, energy management system and lighting. As part of the full-scale renovation, QCS installed over 3,000 MaxLite brand LED lamps and fixtures throughout the property. They applied a combination of A Lamps, PARs, MR16s, Candelabras and Flood Lights throughout the guest rooms and common areas inside the hotel, while MaxLite LED Area Lights were installed in the parking lot. The hotel's energy savings from the energy management system and new lighting alone were enough to replace its 20-year-old heat pumps with new, quieter and more energy efficient HVAC units. In total, Sheraton LaGuardia East Hotel will save almost 60% in energy consumption and over \$235,000 in energy costs annually from the upgrades.



### MaxLite

MaxLite has been committed to providing energy efficient lighting products for more than 20 years, and was one of the first movers into LED technology in the industry. A three-time ENERGY STAR® Partner of the Year, MaxLite established the MaxLED® brand, an extensive line of indoor and outdoor lighting fixtures featuring innovative LED luminaires and lamps using the latest state-of-the-art LED technology.

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