



LED Lighting Project

Courtyard by Marriott – Mt Arlington, NJ



Courtyard by Marriott wanted to save money and spend as little of it as possible. A common theme of Hoteliers.

The property had very outdated lighting and knew that an upgrade would make a very big difference on their electric bill. There was however, no money available for the project so they had to let it die... or so they thought.

CGS approached the property and asked if they would be open to doing the project if it cost the property NOTHING. Management officials stated that they had already looked into the options of rebates and the amounts were not enough to entice them to make the jump. Clint Exley Director of Projects for HVMG told Rick West, VP of Sales for CGS, that he was more than open to the idea – although he was skeptical.

West, through the combination of multiple rebates available was able to make the jump as easy as it could be for the property. “For our Courtyard by Marriott, Mt. Arlington, NJ. Rick was proactive in sourcing the idea of utilizing rebates we did not know were available to us and presented it to us along with the supporting documentation for the energy savings, products and installation plan for this property to receive a **free** lighting bulb upgrade throughout the property that was valued in excess of \$33k for product and installation. This measure dramatically reduced the electric consumption and annual operating cost” stated Exley.

The project was able to utilize New Jersey’s Hurricane Sandy rebate – although Mt Arlington is not even close to the Jersey Shore. The facility just happened to be on the far side of the *right* zip code. “We specialize in being ‘outside the box’ and proactive on behalf of our clients in order to secure the best rebates and fastest ROI’s. Our goal is to make doing the right thing also the obviously smart thing to do from both the financial and ecological points of view. We have reached a point where being green can be one of the greatest game changers for Hotel expenses – IF technology is properly vetted, implemented and supported.

Courtyard Mt Arlington was able to reduce its kWh usage over 65% on lighting due to the implementation of the free \$33,000 project.

Exley concluded, “Commercial Green Solutions was instrumental to us for sourcing, documenting, recommending and presenting solutions for improved energy efficiencies at select properties utilizing local, state, and federal incentives. They are dogmatic at finding the low-hanging fruit as well as other green initiatives that are beneficial to their customer at low-or-no cost. More importantly, CGS does an excellent job at delivering upon those expectations.”

For further information/free savings assessment please contact:

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