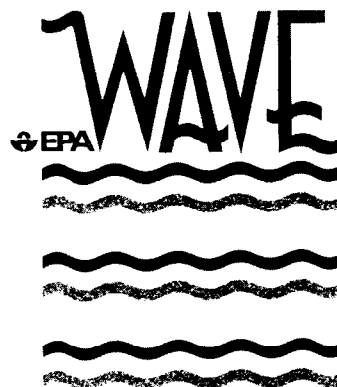




# Introducing WAVE- Water Alliances for Voluntary Efficiency

## Hotel Water Management for the 21st Century



**Water Alliances For  
Voluntary Efficiency**



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## Roster of WAVE Charter Partners

U.S. Environmental Protection Agency (EPA) gratefully acknowledges the following hotels as WAVE's first official Partners. We applaud them for their vision and environmental commitment, and predict that their example will serve to inspire others in the lodging and hospitality industry.

💧 **Hyatt Corporation**

💧 **ITT Sheraton**

💧 **Outrigger Hotels**

💧 **Saunders Hotel Group**

💧 **Westin Hotels & Resorts**

## Industry Support and Recognition

WAVE has been recognized as being economically and environmentally beneficial by several business and water management organizations, including:

💧 **American Hotel & Motel Association**

💧 **American Water Works Association**

💧 **Business For Social Responsibility**

💧 **Green Seal**

To learn more about these WAVE members, call (202) 260-7288.



**Hyatt Corporation**



**ITT Sheraton**



**Outrigger Hotels**



**Saunders Hotel Group**



**Westin Hotels & Resorts**



**American Hotel & Motel Association**



**American Water Works Association**



**Green Seal**

**PROOF THAT EFFICIENCY PAYS**  
Results From WAVE Charter Partners

Total savings include water, wastewater, energy, and chemical costs.

**Hyatt Regency Monterey, Monterey, CA (579 Rooms)**

*Action Area: Laundry. Action Items: installed new water reclamation system.*

*Estimated Savings:*

- 4,563,000 gallons per year
- 52% laundry water savings
- \$46,000 total savings annually
- 10% sewer bill savings

**Sheraton Miramar, Santa Monica, CA (400 Rooms)**

*Action Area: Guest rooms. Action Items: New faucet aerators, shower heads, toilet dams.*

*Estimated Savings:*

- 11,000,000 gallons per year
- 28% water savings
- \$40,000 total savings annually

**Outrigger East Hotel, Honolulu, Hawaii (444 Rooms)**

*Action Items: Guest rooms*

*Action items: Installed early closure devices shower heads, faucet restrictors.*

*Estimated Savings:*

- 7,900,000 gallons per year
- 18% water savings
- \$60,000 total savings annually

**The Boston Park Plaza Hotel & Towers  
(Saunders Hotel Group), Boston, MA (977 Rooms)**

*Action Area: Guest rooms. Action Items: New faucet aerators, flushometers.*

*Estimated Savings:*

- 7,600,000 gallons per year
- 14% water savings
- \$49,000 total savings annually

**Westin St. Francis Hotel, San Francisco, CA (1200 Rooms)**

*Action Area: laundry. Action Item: Installed new water-reuse system.*

*Estimated Savings:*

- 2,678,000 gallons per year
- 48% water savings
- \$32,400 total savings annually
- 23% sewer bill savings

Signing the WAVE Memorandum of Understanding creates specific commitments.

	Partner	Supporter	Endorser
Survey water use devices in all facilities	●	●	
Upgrade equipment where profitable	●	●	
Complete upgrade within 5 years	●	●	
Appoint a WAVE Implementation Manager	●	●	
Help EPA promote the benefits of water efficiency and water conservation		●	●
Educate the industry about the benefits of water-efficient fixtures and technologies		●	
Work with EPA to encourage development and use of new water-efficiency technologies		●	
Endorse WAVE concept	●	●	●

Partners create and enhance an image of environmental stewardship, which, over time, could lead to increased revenues and higher occupancy rates. WAVE will publicize and support Partners' water-efficiency efforts through: *nationwide public-service advertising, in-room promotional materials, press releases and a nationwide help line.*

### **Tapping Into Technology: Free Water-Management Software**

WAVE Partners also receive WAVE•Saver, a Windows-based software package that enables the survey and tracking of water use with unprecedented ease and accuracy. Developed in conjunction with leading water experts and agencies, the program allows hotel engineers and managers to identify specific water-savings opportunities, and to:

- 💧 *calculate the true incremental cost of water and project budgets based on historical rate and occupancy patterns*
- 💧 *customize budgeting and expense reports for use in departmental projections*
- 💧 *select, customize and print site-specific forms to guide the collection of data*
- 💧 *evaluate hundreds of efficiency options using built-in tables and databases*
- 💧 *perform "what-if" analyses to determine performance parameters of selected products*

To help explain upgrade procedures and to educate maintenance staff, the program incorporates full-motion video demonstrations, color photos and graphics, and on-line tutorials.

### **Committed To Your Success**

Since WAVE participation is voluntary, EPA's role is one of coach, ally and consultant. To ensure Partners'

success, EPA will designate an agency liaison to help coordinate the program and to handle questions. Training seminars and workshops are also provided. These sessions are designed especially for hotel managers and engineers, and feature updates on water-related issues and advances in water-efficiency technology.

### **Eligibility and Membership**

**Partner.** Any hotel, motel, or other U.S. commercial business with an interest in reducing water consumption and costs is eligible. Partners demonstrate their commitment by signing a Memorandum of Understanding (MOU) in which they agree to survey all facilities and install water-efficient equipment wherever profitable.

**Supporter.** Any water service company, equipment supplier or manufacturer with the desire to promote and support commercial water efficiency programs may become a Supporter. Government agencies, water and wastewater utilities are also encouraged to participate.

**Endorser.** Conservation-minded environmental groups, trade and professional associations are invited to review and endorse the WAVE program.

### **Bright Future For WAVE Partners**

With the future cost and availability of water presently unclear, and environmental consumerism on the rise, one thing is certain: Organizations with established efficiency programs will enjoy greater financial and strategic benefits.

So join WAVE today: Learn how to cut costs, build your image, and develop a profitable water-efficiency program for the 21st century.

For complete information on WAVE programs and benefits call: **1 - 202 - 260 - 7288.**

**REPLY/FAX BACK CARD**



**YES! I want to take the plunge and significantly reduce my water costs.  
Please send me more information about WAVE membership.**

Name \_\_\_\_\_ Title \_\_\_\_\_

Official Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

I'm interested in becoming a WAVE:-Partner-Supporter -Endorser

Type of business (check one):

- Hotel (# of guest rooms \_\_\_\_\_)       Hotel management co. (# of properties \_\_\_\_\_)
- Utility     Water management co.     Equipment manufacturer
- Equipment distributor       Government       Consulting firm

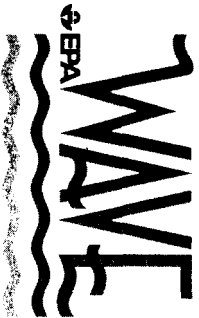
Other \_\_\_\_\_

How did you hear about WAVE? \_\_\_\_\_

\_\_\_\_ I'd like to receive a Memorandum of Understanding.

*For immediate processing, fax this completed card to the WAVE Program Director at: (202) 260-1827.*

**WAVE Program**



*Information:*  
1-202-260-7288

*Technical Support:*  
1-800-993-WAVE

*Water Management for the 21st Century.*

**Hyatt Corporation**



**ITT Sheraton**



**Outrigger Hotels**



**Saunders Hotel Group**



**Westin Hotels & Resorts**



**International Hotel & Motel Association**



**American Water Works Association**



**Green Seal**





# The Most Commonly Asked Questions About U.S. EPA's Voluntary Water-Efficiency Program

## What is WAVE?

WAVE (Water Alliances for Voluntary Efficiency) is a non-regulatory water-efficiency partnership created and supported by U.S. EPA. WAVE's mission is to encourage commercial businesses and institutions to reduce water consumption while increasing efficiency, profitability and competitiveness.

## Why did EPA create the program?

WAVE is part of EPA's long-term effort to prevent pollution and reduce demands on the nation's water and energy infrastructure. As supplies shrink and demands rise, competition among industrial, agricultural and domestic users for available water resources is increasing. Through WAVE and other programs, EPA seeks to ensure that adequate U.S. water resources remain available to support both human and environmental needs.

## Can joining WAVE actually benefit the environment?

Yes. WAVE helps to protect the environment and sustain wildlife habitats by reducing water use, wastewater discharges and energy use. Less wastewater and reduced consumption means less energy is needed to heat, pump, and process water. This, in turn, helps cut polluting power plant emissions. If every eligible establishment participates, the lodging industry could save 32 billion gallons annually (or enough water to supply 250,000 average sized households). The related energy savings could be one trillion BTU (heating units) per year.

## How many types of WAVE membership are there?

Three: Partners, Supporters and Endorsers. Partners include hotels, motels, inns and other commercial and institutional water users. Any water service company; equipment supplier/manufacturer; government agency; or water/wastewater utility may become a Supporter. Endorsers typically represent trade associations, professional institutes and organizations, and industry boards.

## After joining, what must I do?

New members sign a Memorandum of Understanding (MOU), agreeing to survey water-using equipment, and where profitable, install water-efficient upgrades within a pre-arranged time frame. Members also agree to design all new facilities with water-efficient equipment. Progress reports and program results are reported to EPA.

## What support will I receive?

EPA is committed to helping all WAVE members publicize their water-efficiency programs. Support includes: Nationwide public service advertising; in-room promotional materials; press releases and public appearances. Members also receive FREE water-use analysis software, technical support and access to a nationwide help line.

## How much can I expect to save?

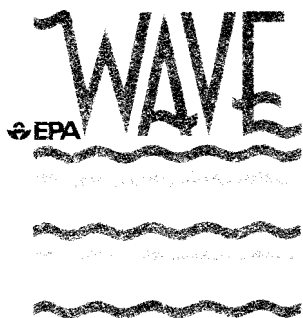
Water-efficiency measures, like those proposed by WAVE, can reduce water and sewer costs by up to 30%. Significant savings in energy, chemical and maintenance expenses are also possible. The typical payback period is less than 3 years.

## Who else has joined WAVE?

Charter members, those first to join WAVE, represent some of lodging's most recognizable names, including: Westin, Hyatt, ITT Sheraton, Outrigger and the Saunders Hotel Group. Collectively, these Partners control 584 U.S. hotel properties and over 210,000 guest rooms.

## How do I join?

For more information, please contact: WAVE Program Director, U.S. EPA, 401 M St. SW-Mail Stop 4204, Washington, DC 20460. Or call (202) 260-7288. Fax: (202) 260-1827



Water Alliances For  
Voluntary Efficiency



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# Becoming a WAVE Partner

## WAVE's Mission

WAVE (Water Alliances for Voluntary Efficiency) is a non-regulatory water-efficiency partnership created and supported by U.S. EPA. WAVE's mission is to encourage commercial businesses and institutions to reduce water consumption while increasing efficiency, profitability and competitiveness.

## WAVE Partner

Becoming a WAVE partner is a strictly voluntary action taken by a growing breed of businesses who choose to include water-use efficiency as part of their overall environmental strategy. Partners who implement the measures available through WAVE can enjoy many financial, strategic and marketing advantages, such as: *Significant water and energy-related cost savings; enhanced public image; and the opportunity to improve operational effectiveness.* To help members publicize their WAVE participation, EPA provides a full range of marketing, technical and public-recognition support services.

## Eligibility

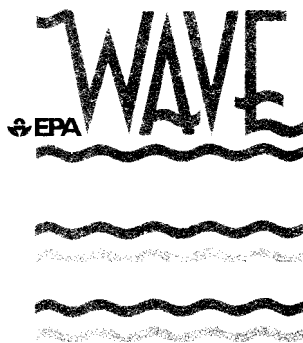
Any U.S. hotel, motel, inn or company whose primary business is providing lodging services may participate. To become eligible for EPA's comprehensive support program, and to demonstrate commitment, Partners sign a Memorandum of Understanding (MOU) which obligates them to specific actions during their active membership. MOUs are available upon request from the WAVE Program Director's Office. Membership may be terminated by members or EPA at any time without prior notice or penalty. A partial list of responsibilities under the agreement includes:

### EPA

- ◆ Supply WAVE outreach materials, marketing and public relations support
- ◆ Provide FREE water-use analysis software to help identify savings opportunities
- ◆ Designate a WAVE Partner liaison
- ◆ Seek to remove governmental barriers
- ◆ Staff a nationwide member help line
- ◆ Provide technical support, training and workshops

### Partner

- ◆ Endorse WAVE's water-efficiency concepts
- ◆ Survey water-use devices in all facilities
- ◆ Appoint a WAVE Implementation Manager
- ◆ Where profitable, install upgrades that reduce consumption within an agreed-upon time frame
- ◆ Design all new facilities to be water efficient
- ◆ Report progress and program data to EPA



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Mail Stop 4204, Washington, DC 20460. Or call (202) 260-7288. Fax (202) 260-1827



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# WAVE-Saver Water Management Software

## WAVE's Mission

WAVE (Water Alliances for Voluntary Efficiency) is a non-regulatory water-efficiency partnership created and supported by U.S. EPA. WAVE's mission is to encourage commercial businesses and institutions to reduce water consumption while increasing efficiency, profitability and competitiveness.

## Software Capabilities

To achieve maximum water-use efficiency, WAVE members receive WAVE-Saver, an interactive, PC-based software tool that enables hotel maintenance staff to survey water use and identify water-saving opportunities. Even staff members with limited computer skills can easily:

- ◆ Calculate the true incremental cost of water
- ◆ Create budget projections based on historical rate and occupancy patterns
- ◆ Evaluate hundreds of efficiency options using "intelligent" look-up tables and databases
- ◆ Select, customize and print property-specific forms to guide the collection of data
- ◆ Analyze high-efficiency equipment upgrades using on-line help files which incorporate color graphics and full-motion video

## Computer Hardware

WAVE-Saver installs in minutes and runs with any off-the-shelf, IBM-compatible PC with Windows 3.X installed. No proprietary hardware is needed. Required components are available at most local computer dealers. Technical support is provided free to WAVE members.

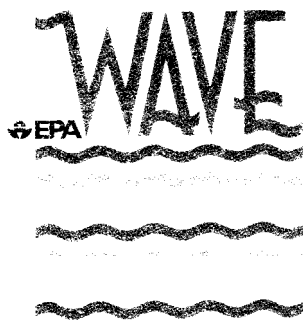
System Configuration	CPU Type	RAM (Random Access Memory)	Free Disk Space	Operating Software Installed
Recommended:	486SX33	8MB	15MB	DOS-6 + Windows 3.1
Minimum:	386sx	4MB	10MB	DOS-5 + Windows 3.1

Multimedia capability also required. Call 1-800-993-WAVE for specifications.

## Sponsors

WAVE-Saver was developed in conjunction with leading water-use experts, and sponsored by U.S. EPA and Metropolitan Water District of Southern California.

For more information, please contact: WAVE Program Director, US. EPA, 401 M St. SW-Mail Stop 4204, Washington, DC 20460. Or call (202) 260-7288. Fax: (202) 260-1827



Water Alliances For  
Voluntary Efficiency



# Becoming a WAVE Supporter

## WAVE's Mission

WAVE (Water Alliances for Voluntary Efficiency) is a non-regulatory water-efficiency partnership created and supported by the U.S. Environmental Protection Agency. WAVE's mission is to encourage commercial businesses and institutions to reduce water consumption while increasing efficiency, profitability, and competitiveness.

## WAVE Supporters

WAVE Supporters represent a variety of resource-conscious commercial and governmental entities that demonstrate their commitment by implementing (where profitable) water-efficient practices, including installation of low-flow fixtures. By improving water efficiency, Supporters can significantly reduce water use and wastewater flows, save energy, benefit the environment, and improve the nation's economic competitiveness. As water management and conservation experts, Supporters also contribute to WAVE's success by publicizing the benefits of efficient water management and by assisting Partners with their conservation efforts.

## Eligibility

Eligible WAVE Supporter categories include:

- ◆ *water-service companies*
- ◆ *equipment suppliers*
- ◆ *equipment manufacturers*
- ◆ *water or wastewater utilities*
- ◆ *energy utilities*
- ◆ *state governments*
- ◆ *municipalities*
- ◆ *consulting firms*
- ◆ *hotel franchisers*

New Supporters sign a Memorandum of Understanding (MOU) which obligates them to certain actions and activities during their membership. Since Supporter obligations vary slightly, those considering participation should request a category-specific MOU through the WAVE Program Director. Responsibilities under the various agreements include:

## E P A

- ◆ *Supply WAVE outreach materials to promote the use of high-quality, water-efficient equipment*
- ◆ *Provide regular listings of WAVE Supporters and Partners*
- ◆ *Help develop training and materials for educating targeted water users*
- ◆ *Support the establishment of an information-sharing network for Supporters*
- ◆ *Seek removal of governmental barriers which impede the adoption of water-efficient equipment*

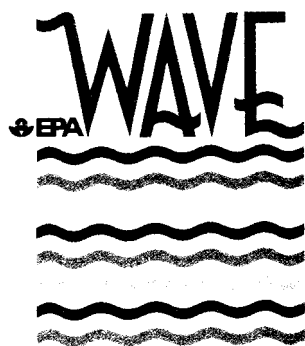
## Supporter

- ◆ *Implement profitable water-efficient equipment upgrades in their facilities*
- ◆ *Promote WAVE's water-efficiency goals, objectives, and concepts*
- ◆ *Work with EPA to enhance the market infrastructure for water-efficient equipment*
- ◆ *Cooperate with EPA in publicizing the benefits of greater water efficiency*
- ◆ *Recruit Partners and market WAVE by distributing program materials*

*EPA cannot endorse specific WAVE Supporters, nor recommend that WAVE Partners conduct business with any Supporter to the exclusion of non-Supporter companies.*

For more information, please contact: WAVE Program Director, U.S. EPA, 401 M St. SW-  
Mail Stop 4204, Washington, DC 20460. Or call (202) 260-7288. Fax: (202) 260-1827.

Internet: [wave@epamail.epa.gov](mailto:wave@epamail.epa.gov)



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