Hotel Busine THE NEWSPAPER FOR LODGING DECISION MAKERS®

RLJ Lodging Trust adds 10 hotels to select-service portfolio

BY DENNIS NESSLER

BETHESDA, MD-In support of its goal of becoming the leading owner of premier select-service assets in the hospitality industry, and looking to further expand its West Coast presence, RLJ Lodging Trust recently inked a deal to acquire 10 properties from Affiliates of Hyatt Hotels Corporation.

The definitive purchase and sale agreement is scheduled to close in March and will bring the publicly traded REIT's portfolio to 160 hotels, including two planned conversions.

Thomas Baltimore Jr., president and CEO, RLJ Lodging Trust, underscored the company's mission. "We've stated for some time our continued on page 34

> Tom Baltimore (inset) of RLJ noted that the Hyatt House San Jose/Silicon Valley (right) is one of 10 Hyatt-branded properties RLJ is acquiring.





Veteran Ivy takes on Americas' development for Carlson Rezidor

BY STEFANI C. O'CONNOR

BLOOMINGTON, MN-When industry veteran Chris Ivy decided to transition from his position as EVP/acquisitions and development with Interstate Hotels & Resorts to his current role as chief development officer/Americas for Carlson Rezidor, he likely had some concern about what winter in Minnesota might be like, particularly with a Jan. 20 start date. Little could he know following his departure from Arlington, VA-based Interstate that the region would be repeatedly slammed by snow and ice storms or that four weeks into his new job, he would be nowhere near a chip of ice, unless it was part of a cool beverage after a hard day's work in Brazil, where he's been exploring development opportunities under the summer sun.

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High-efficiency toilets drive guest satisfaction, savings

logged toilets were always a top complaint at the Crowne Plaza Times Square and guests commonly stated that they wanted to avoid calling the front desk to request a toilet plunger. Most of the hotel's existing toilets dated back to the late 1990s, and many had been retrofitted over the years with internal parts intended to improve its functionality.

Faced with the challenge of finding toilets that save water without leading to clogging, the 795-room hotel underwent a renovation last year and replaced every guestroom toilet with the American Standard 1.28 gallons per flush (gpf), high-efficiency Champion toilet. The move eventually reduced hotel maintenance and cleaning costs. "We are very pleased with these toilets in many ways," said Geoffrey Mills, managing director of Crowne Plaza Times Square.

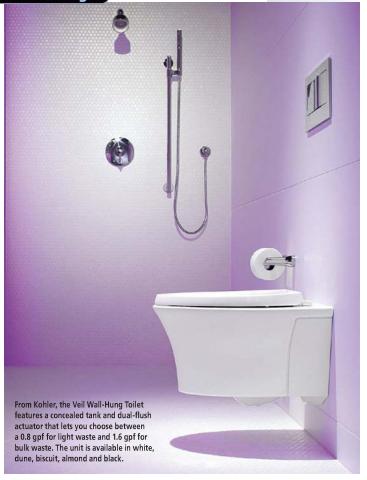
Engineered not to clog, American Standard's Champion toilets meet industry standards for both water efficiency and maximum flushing performance. This model and other high-efficiency toilets (HETs) offer hotels a practical water-savings solution. And some of these WaterSense-approved HETs are available in high-end and unique styles.

As one of the few hotels in New York City to attain the U.S. Green Building Council's LEED Gold status, the NoMad hotel includes water-conserving HETs in the guestrooms. To conserve water while achieving a stylish look, New York-based Stonehill & Taylor turned to Duravit's 1930 Series toilet mounted on Geberit's In-Wall concealed tank and bowl carrier system, which offers a dual-flush actuator.

"I think if a hotel is marketing itself as a green hotel, the dual flush is almost mandatory to get the LEED credits," said Paul Weremchuk, an associate at Stonehill & Taylor and project manager of the NoMad hotel. "Hotel owners should consider cost-saving aspects to water usage."

According to Jerry Yudelson, green building consultant and founder of architecture firm Yudelson Associates, many hoteliers in the U.S. have yet to grasp the benefits of HETs. "In European hotels, you'll always see dual-flush toilets," he said. "Water is still very cheap in the U.S. compared to other parts of world, and we don't focus on it as a significant cost."

—Matthew Marin







Sponsored by the U.S. Environmental Protection Agency (EPA), Laufen introduces WaterSense certified toilets, which save at least 20% more water than the current standard of 1.6 gpf. The brand's Living Square toilets maintain the geometric form of the entire Living Square collection.

TOTO's Neorest 700H offers Cyclone dual-flush technology, which consumes a 1.0 gpf for the full flush and 0.8 gpf for the light. TOTO's patented Cyclone flushing technology releases a water jet inside the bowl and creates a whirlpool effect that quietly removes waste and cleans the bowl's surface and rim.





Mansfield Plumbing Products'
Summit 3 dual-flush toilet gives
users the option to choose either 1.1
or 1.6 gpf. This HET comes in three
configurations: ADA, elongated and
round front.



Gerber Plumbing Fixtures LLC has enhanced its Ultra Flush toilet collection by adding a WaterSense-approved 1.28 gpf product option. By utilizing 1.28 gpf, this toilet consumes 20% less water than 1.6 gpf models.



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