

Energy Efficiency Profile

Sterling Linens - Commercial Laundry Service in Manchester, NH



(l) Polymer Beads used in the Xeros commercial washer. (r) The Xeros Polymer Bead commercial washer at Sterling Linens in Manchester, NH.

Sterling Linen Services, one of the largest commercial hospitality laundries in New England, was looking to save energy. Traditional laundry machines used in hotels, hospitals and other commercial applications use a tremendous amount of energy to heat the water required for the cleaning process. With limited options in the market, saving energy wouldn't be easy. Then along came Xeros with its groundbreaking technology.

The Xeros machine uses millions of tiny polymer beads instead of hot water to clean fabrics. Rob McLean, Energy Efficiency C&I Program Manager, knew that if he could prove the energy savings, the Xeros machine would be eligible for a 50% rebate based on early replacement of a standard machine.

Liberty commissioned a technical study completed by RISE Engineering at Sterling's facility. The study compared the Xeros machine with a baseline 60 lb washer by metering each machine's energy usage under identical conditions. The study revealed a 100% decrease of natural gas usage, 76% reduction of water usage and a reduction of wash time of 28 minutes.

Based on these findings, McLean was able to secure a \$28,000 rebate for early equipment replacement. "It's exciting to be able to help promote a new technology like this with incentives," said McLean, "This will help bring the technology to market faster and provide real savings for our customers."



(l to r) Eric Stanley, Energy Efficiency Manager, Liberty Utilities, Rob McLean, C&I Energy Efficiency Programs Manager, Liberty Utilities, Dennis Kim, President, Sterling Linens, Mike Welty, Welty and Associates.

PROGRAM HIGHLIGHTS

The Challenge:

Prove energy savings of new commercial laundry technology

The Solution:

Commission an engineering study comparing the new laundry system to a standard baseline machine.

The Incentive:

Total cost	\$56,000
Total incentive paid	\$28,000
First year therms saved	5573
ROI w/incentive	5.02 years*

*Based on a cost of gas of \$1/therm

Find out what incentives are available for your company.
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