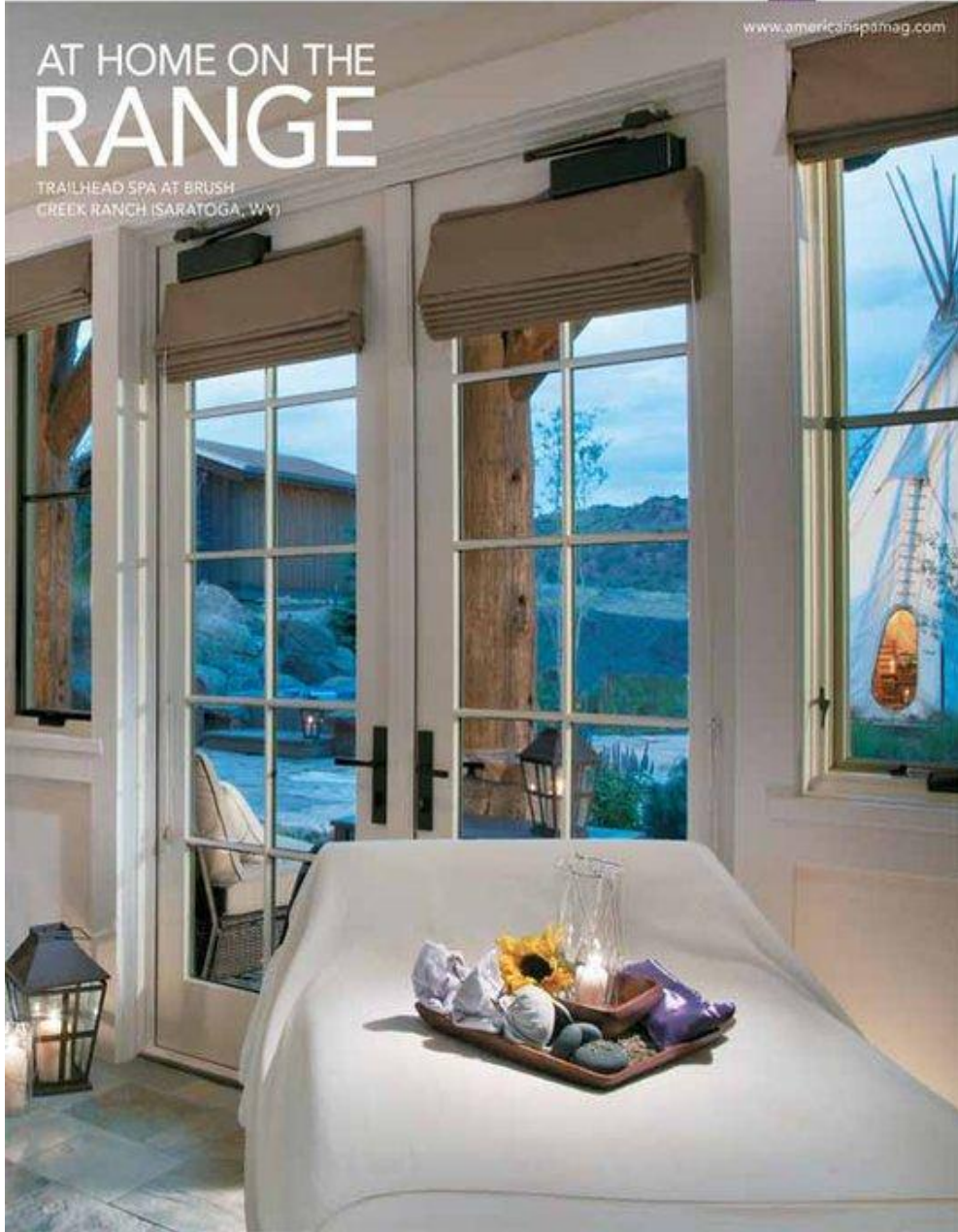


american spa

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AT HOME ON THE RANGE

TRAILHEAD SPA AT BRUSH CREEK RANCH (SARATOGA, WY)



[from the field]

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"LAST YEAR, OSMOSIS installed high-efficiency, on-demand hot water heaters to replace our standard hot water heaters. Next, they were connected into our eight solar panels to heat our hot water. This \$17,000 project was 100 percent financed by the Sonoma County Energy Independence Program with a 20-year loan at 6 percent. We also received a 30 percent cash rebate from the federal solar program. This project has reduced our propane use by more than 70 percent."—*Michael Stusser, owner, Osmosis Day Spa Sanctuary (Freestone, CA)*

"Our employees are encouraged and rewarded for thinking of new ways to be green."

"WE ELIMINATED THE USE of a commercial linen service and took our laundry processing back in-house. As part of that effort, we purchased bamboo towels to use in our hot cabins and switched to a



green, low-cost soap and cleaning products company that installed a portion-controlled dispenser in our laundry area. We no longer have the waste of individually packaged cleaning products and laundry supplies, and the cost is pennies on the dollar of what we used to spend. We are able to improve the quality of the linens, which has improved guest experience and esthetician job satisfaction. My one remaining linen service indulgence is crisp, pressed sheets. We are not equipped to press sheets, and I just can't go back to limp, wrinkly ones.

We also eliminated granola and snack bars in our lounges, which were wrapped in mylar-type non-recyclable packaging. Instead, we have a dried fruit and nut mixture, which guests can dispense into an individual dish. This also helps eliminate the 'waste' of guests tossing a few bars into their handbags to enjoy later."—*Peggy Wynne Borgman, Preston Wynne Spa (Saratoga, CA)*

"OUR JAPANESE-INSPIRED



private hot baths and cold plunges have always set us apart. In the past, we purchased chlorine to disinfect our water from a local vendor, who made weekly deliveries. About 10 years ago, we decided to operate a system in-house that converts sodium chloride to chlorine to use in our tubs. It is a more natural approach, and this chlorine is less harsh on our clients. It also saves 14.57 tons of CO2 emissions annually by not contracting for the weekly delivery."—*Susan Nightingale, owner, Watercourse Way (Palo Alto, CA)*

"OUR GREENING PRACTICES

are incorporated into the interview and orientation process for new hires, and our employees are encouraged and rewarded for thinking of new ways to be green. Our greatest incentive is our eco-friendly bag that sells for \$10, but the client receives 10 percent off retail every time they bring in the bag."—*Ayde Mendibles, director of spa operations, Body del Sol Medical Spa (Fresno, CA)—compiled by Julie Keller*



Guests at Body del Sol will not only enjoy treatments in the lush atmosphere but also receive a 10 percent discount on retail products when they purchase an eco-friendly bag.