

KONE MonoSpace® and EcoSpace™

The Eco-efficient™ solution for mid- to low-rise buildings



PROJECT

Drury Inn & Suites

CLIENT

Drury Southwest Corporation

MARKET SEGMENT

Hospitality

PRODUCT SOLUTION

EcoSpace and MonoSpace Elevator installations in five cities

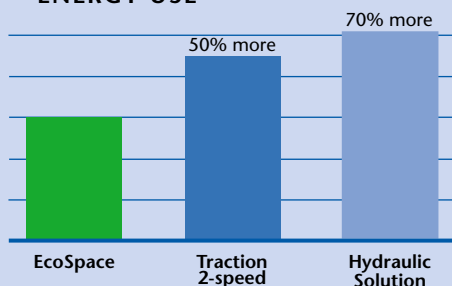


“We feel that KONE has one of the best products with the Eco and MonoSpace units. Elevators need to be quick, smooth and reliable.”

Dennis Vollink, President, Drury Southwest, Inc.

the savings

ENERGY USE



the challenge

- Meet the demands of a growing company
- Manage projects with installations in five different cities
- Install elevators that conserve energy and move guests efficiently
- Reduce life-cycle costs of the elevator

the KONE solution

- Install both MonoSpace and EcoSpace elevators
- Work to meet construction schedules to ensure on-time hotel openings
- Provide energy efficient solutions that deliver financial savings and environmental benefits

“KONE offers the best product with good installation crews.”

Dennis Vollink, *President, Drury Southwest, Inc.*



U.S. Operations Center

One KONE Court
Moline, Illinois 61265
1-800-956-KONE (5663)
www.kone.com

Canadian Operations Center

80 Horner Avenue
Toronto, Ontario M8Z 4X8
1-416-252-6151
www.kone.com

KONE Mexico, S.A. de C.V.

Clavel 227
Colonia Atlapampa
Mexico City, D.F. 06450
+52.55.1946.0100
www.kone.com

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the client's situation

Drury Southwest Corporation started out in 1980 as a small subsidiary of Drury Inns, Inc., a family owned and operated chain of hotels committed to quality, service, innovation and value. Today, Drury Inns owns 120 hotels in 19 states, and 25 percent of these hotels were constructed by Drury Southwest.

As Drury Southwest began to expand its business and construct more Drury Inn hotels, which were larger with more floors than in their past, it needed and wanted a non-hydraulic elevator solution. Drury Southwest hotels also required this new solution to deliver outstanding service to its guests, while keeping installation costs to a minimum.

KONE could provide a product using Machine Room-Less technology that would not only eliminate hydraulic elevators in Drury Southwest's hotels, but would also provide an energy-efficient, space-saving and environmentally-friendly solution. While Machine Room-Less elevators use less energy than hydraulic elevators, they also do not require oil, eliminating the risk of leaking oil that causes environmental contamination.

the KONE achievement

KONE EcoSpace and MonoSpace are examples of KONE's Eco-efficient line of innovative technology. The power behind the Eco-efficient solutions is the KONE EcoDisc® hoisting machine which can save half or more of the energy consumed by an elevator. EcoSpace and MonoSpace use 70 percent less energy than a traditional hydraulic elevator. These traction elevators are also an ideal solution for Drury Southwest's mid- to low-rise hotels, as the majority of its properties are five, six or seven landings.

Not only did KONE provide Drury Southwest with a cost-effective and environmentally sound product solution, but they worked with the client on hotel projects in five different major cities in four states from Louisiana to Arizona in order to coordinate on-time hotel openings.

Although a challenge, KONE was able to provide a cohesive internal team to meet the needs of the client as they have grown, according to Rich Gadbury, Regional Business Development Director for KONE.

“As Drury Southwest has expanded, KONE continues to provide them with the high level of professionalism they have come to expect,” said Gadbury. “KONE is dedicated to serving the needs of our clients. Between our quality products and national account group, Drury Southwest is well taken care of.”

According to Dennis Vollink, president of Drury Southwest, KONE installation crews work efficiently and perform well to ensure projects are completed on time.

the bottom line

KONE offers cost, space and energy saving elevators that move passengers efficiently for low- to mid-rise applications and a team that can deliver results by coordinating on-time openings in multiple locations.



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