



# **Dave Flanders**

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# VS



### **ENVIRONMENTAL**

## BENEFITS

Why Hoteliers are implementing Sustainable
Bottled Water Programs as an on-site alternative to
traditional bottled water

#### **TO REDUCE:**

- Properties carbon footprint by eliminating the need to order water that has been shipped across the state, country or around the planet each and every day.
- Or eliminate all packaging waste associated with traditional bottled water programs
- The amount of plastic bottles that get buried in the ground every year despite recycling efforts
- Your refrigerated storage requirements by pouring chilled filtered water on demand
- Or remove the need to spend time and money related to ordering, receiving, unpacking and stocking refrigerators
- The costs associated with recycling or disposal programs
- Properties annual bottled water cost by 30% or more







#### **ADDITIONAL**

## BENEFITS

### **Sustainable Bottled Water Program Benefits:**

- Increased revenue by pouring water on-site and on-demand
- Added health and wellness benefit to staff
- Demonstrates your property's commitment to being environmentally responsible
- Offers a more professional and elegant presentation of water services at your property
- You have an unlimited on-site supply of chilled, filtered water. Never run out of water as you prepare for busy events or last minute guest number increases
- Pricing flexibility & Value offerings :

Per person charge: \$1, \$2, \$3+

Per table charge: \$4, \$6 \$8+

Per bottle charge: \$4, \$5 \$6+

Offer as an amenity

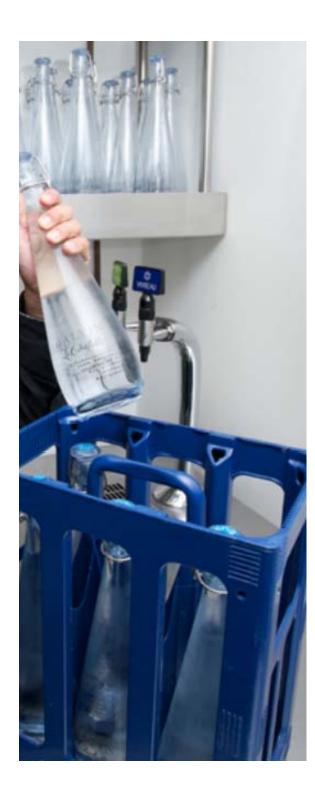
#### Sustainable WATER BOTTLING

# SYSTEMS

- Allows a facility to bottle their own still and sparkling water
- Environmentally responsible option to traditional bottled water
- Systems are installed on-site and tied into the facilities main water line
- Water flows through the bottling system where advanced micron-filtration removes impurities; i.e. chlorine, odor, dissolved solids
- System chills and dispenses water on demand
- Systems can offer both still and sparkling waters options for bottling
- Bottling systems come in a variety of sizes and dispensing capacities







#### Labor

# Considerations

When comparing labor costs between traditional prebottled water and a Sustainable Bottled Water Program it is important to include labor related expenses

# Traditional Bottled Water Programs

- 1. Ordering bottled water
- 2. Tracking
- 3. Receiving
- 4. Storing
- 5. Serving
- 6. Disposing/Recycling

# Sustainable Bottled Water Programs

- 1. Pre-shift (filling bottles in advance) or pouring on-demand (10 15 seconds per bottle)
- 2. Serving
- 3. Store bottles to await washing
- 4. Wash Bottles



# Programs

### **Purchase Program**

#### A La Carte:

- Water bottling systems are drop shipped to property
- You are responsible for:
  - Installation of systems
  - Troubleshooting service issues
  - Sourcing glass bottles
  - Finding local service providers
- Add-on costs:
  - Re-useable glass bottles
  - Installation of systems
  - Filter replacements
  - Service calls
  - Parts and labor

## **All-Inclusive Lease Program**

#### **Includes:**

- On-site water bottling systems
- Re-useable glass bottle packages\*
- Staff training and education
- Programs tailored to your venue(s)
- Installation of bottling systems
- Unlimited service calls from local service provider
- Scheduled filter replacements
- Scheduled maintenance
- Dedicated 24/7 telephone support with guaranteed 24 hour response time
- \* Custom branded bottle options

VS





- Originator of Table Water Bottling System 25 Years Ago
- We design, engineer and manufacture our own systems enables us to offer the most advanced, reliable and highest capacity systems
- One half of our company focuses on providing services to hospitality sector: for use in hotels, restaurants, conference centers, banquet and meeting spaces, catering operations
- The other half is focused on providing services to corporate, government and education sectors – largely as an environmental and health and wellness solution
- We offer All-Inclusive Partnership Programs designed to allow our clients to improve their bottle line from day one while offering the highest grade product available







































HARVARD Faculty Club



### **Current Daily Bottled Water Profile:**

- 1. <u>In-Room Dining:</u> Providing an average of **27.4** bottles per day at a cost of **\$1.09** per bottle.
- 2. Currently provide Fiji (1 liter) and Acqua Panna (750 ml) as amenity for In Room Dining
- 3. Providing an average of **27.4** bottles per day at a cost of **\$1.09** per bottle. Program cost per day = **\$29.87**
- 4. 10,000 bottles annually to landfills/oceans

#### Goals:

- 1. Reduce annual cost to provide trucked-in, pre-bottled waters, as amenity for guests
- 2. Minimize or Eliminate all, one-time use vessels
- 3. Demonstrate that VIVREAU Program will pay for itself.
- 4. Then pour every bottle of water for Meritage Restaurant at a net zero cost, resulting in 100% retail profit

# Case Study #1:

## The Boston Harbor Hotel In-Room Dining Program

## **VIVREAU System Recommendation:**

- 1. Installing (1) Mini Bottling System
- 2. VIVREAU Program cost per day = \$10.71



# Savings:

Annual Savings: \$6,993.40

Program Saving Percentage: 64.0 %

Bottles Saved from landfills/Oceans: 10,000+



## **Current Daily Bottled Water Profile**

- 1. <u>Break-out meetings:</u> Providing an average of **118.3** bottles per day at a cost of **\$0.81** per bottle.
- 2. Program cost per day = \$95.89

#### Goals:

- 1. Reduce bottled water costs by looking to a sustainable alternative
- 2. Provide an elegant alternative to traditional bottled water
- 3. Reduce the amount of one-time use vessels that end up in landfills/oceans

# Case Study #2:

## The Fairmont Copley Plaza Break-out Meetings Program

## **VIVREAU System Recommendation:**

- 1. Installing (1) Main Bottling System.
- 2. VIVREAU Program cost per day = \$14.28
- 3. Additional bottles for program = \$2.30 (\$840yr)



# Savings:

Annual Savings: \$28,948.15

Program Saving Percentage: 82.7 %

Bottles Saved from landfills/Oceans: 43,070+

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