



# The Positive Environmental and Financial Benefits to a Sustainable Bottled Water Program



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# 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**



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# 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 pre-bottled 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

VS

## 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



- 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



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## Case Study #1:

### The Boston Harbor Hotel *In-Room Dining Program*

#### Current Daily Bottled Water Profile:

1. In-Room Dining: 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

#### 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+**



## Case Study #2:

### The Fairmont Copley Plaza *Break-out Meetings Program*

#### Current Daily Bottled Water Profile

1. Break-out meetings: 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

#### 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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