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
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.

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<tr>
<th><strong>Traditional Bottled Water Programs</strong></th>
<th><strong>Sustainable Bottled Water Programs</strong></th>
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</thead>
<tbody>
<tr>
<td>1. Ordering bottled water</td>
<td>1. Pre-shift (filling bottles in advance) or pouring on-demand (10 – 15 seconds per bottle)</td>
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<tr>
<td>2. Tracking</td>
<td>2. Serving</td>
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<tr>
<td>3. Receiving</td>
<td>3. Store bottles to await washing</td>
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<tr>
<td>4. Storing</td>
<td>4. Wash Bottles</td>
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<tr>
<td>5. Serving</td>
<td></td>
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<tr>
<td>6. Disposing/Recycling</td>
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Sustainable WATER BOTTLING

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
• 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
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

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

**Savings:**

- **Annual Savings:** $6,993.40
- **Program Saving Percentage:** 64.0 %
- Bottles Saved from landfills/Oceans: 10,000+
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** (**$840**yr)

Savings:

- **Annual Savings**: **$28,948.15**
- Program Saving Percentage: **82.7 %**
- Bottles Saved from landfills/Oceans: **43,070+**