Branded Amenities & Amenity Fixtures –
A Savvy, Sustainable, Solution.

Thursday, May 12, 2016
Agenda

- Company Overviews
  - Marietta Hospitality
  - Aquamenities
  - Pineapple Hospitality

- Why Amenity Fixtures?

- Dispenser Options

- Brand Impact
Experience the Difference

Marietta Hospitality is North America's Original Hotel Amenities Supplier, offering turnkey manufacturing, development, and design of Hotel Guest Amenity Products.

Marietta Hospitality, a division of KIK Custom Products, is dedicated to quality manufacturing practices and strictly follows the industry's current Good Manufacturing Practices (cGMPs) in its FDA-registered facilities.

Our core competencies include:
• High-performance skin & hair care product development and manufacturing
• Bar soap manufacturing
• Bottle & tube filling
• Formulation and bulk compounding
Eco-Friendly Elegance

Aquamenities has created the first sophisticated soap shampoo dispenser fixture designed to provide your property a refined solution to reach your sustainability goals.

Our tamper-resistant fixture allows you to feature your choice of branded and customized amenities for your luxury guest, elegantly limiting your carbon footprint, enhancing the guest experience, and increasing your bottom line.
What is Pineapple Hospitality and What Do We Do?

• We are a distribution and marketing company unlike any you have previously known. We are small, but nimble and responsive. We focus on products and services that deliver higher levels of guest satisfaction, increased profitability, while balancing environmental and social responsibility.

• We provide innovative and profit enhancing products

• We propose, provide and execute energy and water efficient projects.

• We provide "Green" marketing programs and Environmental Marketing/Consulting.
#1 - SUSTAINABILITY

- Zero Waste – Gallon containers and Cardboard boxes are reusable or recyclable.

- Reduced Carbon Footprint – Less Natural resources used in the manufacturing and transportation of Gallons vs. individual amenities.
#2 - GUEST SATISFACTION

- Guests enjoy the convenience of using amenity fixtures
- Guests appreciate branded amenity products – They want to know what they are using. Greater perceived value.
- Guests recognize the environmental benefit
Why Amenity Fixtures?

#3 - ECONOMIC BENEFIT

• Cost savings of 30-70% vs. same quality in individual packaging

• Example – Beekman 1802:
  • Shampoo, Conditioner, Body Wash each cost $0.37 – total $1.11 vs. $0.38 P.O.R. for all 3 products in an amenity fixture. (Based on $27.50 per gallon x 1.5 oz usage p.o.r.)
Cost Savings – Aquamenities Example

Savings - Open System

Aquamenities Amenity Station Bottle Savings
Special group pricing includes: Stainless fixture, 2 sets of customized bottles and stainless steel pumps, mounting tape and keys.

Please place your numbers in highlighted boxes

Aquamenities Amenity Station Fixture Program

<table>
<thead>
<tr>
<th>Needs</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>001E620</td>
<td>Triple Amenity Station polished stainless fixture $79.00</td>
</tr>
<tr>
<td>02005H250ML 8.5oz. Custom Shampoo Bottle $0.00</td>
<td></td>
</tr>
<tr>
<td>02000CD250ML 8.5oz. Custom Conditioner Bottle $0.00</td>
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</tr>
<tr>
<td>02005S250ML 8.5oz. Custom Clear Shower Gel Bottle $0.00</td>
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# Rooms 250 $19,750.00

Product annual estimate gallon: prices $

| B001SH128 | 12oz. Shampoo | $2.00 |
| B001CD128 | 12oz. Conditioner | $2.00 |
| B001SG128 | 12oz. Body Wash | $2.00 |

# Rooms 250 $11,473.00

Total rooms/occupancy per day

<table>
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<td>Occupancy %</td>
<td>70%</td>
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<tr>
<td>63,875</td>
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Total $32,973.00

Total rooms/occupancy per day

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Total $39,816.55

Total Savings from Current Program

Does not include aggregate savings on freight, labor, or recycling fees

Return on initial investment is approximately 8-9 months

Analysis does not include aggregate savings on freight, labor, or recycling fees.

Savings - Closed System

Aquamenities Savings Template Closed system
Special group pricing includes: Stainless fixture, mounting tape and keys.

Please place your numbers in highlighted boxes

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# Rooms 250 $19,750.00

Product annual estimate bottles: prices $

| B001SH128 | 12oz. Shampoo | $2.00 |
| B001CD128 | 12oz. Conditioner | $2.00 |
| B001SG128 | 12oz. Body Wash | $2.00 |

# Rooms 250 $18,316.55

Total rooms/occupancy per day

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Total $35,450.63

Total Savings from Current Program

Does not include aggregate savings on freight, labor, or recycling fees

Return on initial investment is approximately 12 months

Analysis does not include aggregate savings on freight, labor, or recycling fees.
Aquamenities Fixture Features

• Created in the USA from high quality stainless steel, our patented tamper resistant locking system allows for zero access to the product by the guest

• The unit has a quick change-over feature, a simple turn of the proprietary key will unlock and lock. Bottles are replaced easily (average bottle change-over occurs 17 times per year)

• Bottles have a custom view window so that housekeeping only has to check the window and change when appropriate (a half-full bottle is not visible to the guest)

• The fixture is mounted to the walls using proprietary adhesive tape, created by 3M, not requiring screw mounting, reducing the possibility of damage to your walls

• All of our bottles may be customized to the amenity brand, with your logo, or another design of your choice

• The sleek, elegant design measures 1.5 inches in depth - taking up very little space in your showers. One, two, three and four bottle room size fixtures are available, plus a larger format fixture designed for spa use
Dispensers available in 3 Unit, 2 Unit, and 1 Unit options
The Onyx Hotel, 112 rooms, in 3 years has saved almost 300,000 plastic amenity bottles and 900 gallons of partially used product from landfills. Financial savings are estimated at over $67,000.

Revere Hotel, 356 rooms, in 4 years has saved 1.2 million plastic amenity bottles and just under 5,000 gallons of partially used product from landfills. Financial savings are estimated at over $213,000.
Brands Have an Impact

Dispensers available in 3 Unit, 2 Unit, and 1 Unit options
Paul Mitchell at Marriott CFRST

- Currently testing in CFRST DC area hotels

- “Trusted Brands” are adopting dispenser systems as alternative method to deliver the experience

- Positive guest satisfaction and cost savings have been indicated based on preliminary “insight” reporting
Brands Embracing Dispensers
Thank you for your interest.

For more information visit us at mariettahospitality.com or contact Pineapple Hospitality below: